# Goal Setting Sheet

## 1. Student Information

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Student</td>
<td>Name: ________________________________________________________</td>
</tr>
<tr>
<td></td>
<td>Phone: ____________________________________________________________________</td>
</tr>
<tr>
<td>Age:</td>
<td>☐ 18-24 ☐ 25-34 ☐ 35-44 ☐ 45-54 ☐ 55-64 ☐ 65+</td>
</tr>
<tr>
<td>Student’s Partner</td>
<td>Name: ___________________________</td>
</tr>
<tr>
<td></td>
<td>Phone: ____________________________________________________________________</td>
</tr>
<tr>
<td>Age:</td>
<td>☐ 18-24 ☐ 25-34 ☐ 35-44 ☐ 45-54 ☐ 55-64 ☐ 65+</td>
</tr>
</tbody>
</table>

## 2. Financial Goals

<table>
<thead>
<tr>
<th>Goal Type</th>
<th>Goals Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Short-Term (less than 3 months)</td>
<td>______________________________________________________________________________</td>
</tr>
<tr>
<td></td>
<td>______________________________________________________________________________</td>
</tr>
<tr>
<td>Intermediate (3-6 months)</td>
<td>______________________________________________________________________________</td>
</tr>
<tr>
<td></td>
<td>______________________________________________________________________________</td>
</tr>
<tr>
<td>Long-Term (1 year or more)</td>
<td>______________________________________________________________________________</td>
</tr>
<tr>
<td></td>
<td>______________________________________________________________________________</td>
</tr>
</tbody>
</table>

## 3. Personal or Investment Property Information

### A. Primary Residence (Please Circle):

<table>
<thead>
<tr>
<th>Property Type</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Own/Rent/Lease</td>
<td>☐ Own/Rent/Lease: Years you own/rent it: ________________________________</td>
</tr>
<tr>
<td></td>
<td>☐ Heloc?: Amount:_________ Owe:_________ Equity:__________________________</td>
</tr>
<tr>
<td></td>
<td>Present Market Value: ___________________________</td>
</tr>
<tr>
<td></td>
<td>Amount of Mortgages &amp; Liens: ___________________________</td>
</tr>
<tr>
<td></td>
<td>Mortgage Payments: ______________________________________________________</td>
</tr>
<tr>
<td></td>
<td>Interest Rate:_________%</td>
</tr>
</tbody>
</table>

### B. Investment Property (1):

<table>
<thead>
<tr>
<th>Property Type</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>☐ Occupancy Status: Rent/Lease/Vacant: ______________________________</td>
</tr>
<tr>
<td></td>
<td>☐ Years you have owned it: ____________________________________________</td>
</tr>
<tr>
<td></td>
<td>☐ Heloc?: Amount:_________ Owe:_________ Equity:__________________________</td>
</tr>
<tr>
<td></td>
<td>Present Market Value: ___________________________</td>
</tr>
<tr>
<td></td>
<td>Amount of Mortgages &amp; Liens: ___________________________</td>
</tr>
<tr>
<td></td>
<td>Mortgage Payments: ______________________________________________________</td>
</tr>
<tr>
<td></td>
<td>Interest Rate:_________%</td>
</tr>
</tbody>
</table>

### C. Investment Property (2):

<table>
<thead>
<tr>
<th>Property Type</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>☐ Occupancy Status: Rent/Lease/Vacant: ______________________________</td>
</tr>
<tr>
<td></td>
<td>☐ Years you have owned it: ____________________________________________</td>
</tr>
<tr>
<td></td>
<td>☐ Heloc?: Amount:_________ Owe:_________ Equity:__________________________</td>
</tr>
<tr>
<td></td>
<td>Present Market Value: ___________________________</td>
</tr>
<tr>
<td></td>
<td>Amount of Mortgages &amp; Liens: ___________________________</td>
</tr>
<tr>
<td></td>
<td>Mortgage Payments: ______________________________________________________</td>
</tr>
<tr>
<td></td>
<td>Interest Rate:_________%</td>
</tr>
</tbody>
</table>
4. Asset Information (Do not write Account Numbers)

Checking Account Amount: $_______________
Savings Account Amount: $_______________
Money Market account Amount: $_______________
401K Amount: $_______________
IRA Amount: $_______________
HELOC (Available) Amount: $_______________
Other: Amount: $_______________

5. Leverage Ability (Do not write Account Numbers)

Credit Card________ Credit Limit $_________ Owe $_______ Available Credit $_______
Credit Card________ Credit Limit $_________ Owe $_______ Available Credit $_______
Credit Card________ Credit Limit $_________ Owe $_______ Available Credit $_______
Credit Card________ Credit Limit $_________ Owe $_______ Available Credit $_______
Credit Card________ Credit Limit $_________ Owe $_______ Available Credit $_______

Do you have a (please circle) Home Depot or Lowes credit card?

6. Credit and Asset Information

1. Do you believe your credit is (please circle) Excellent Average Poor
2. Do you know your current credit score? _______If yes, what is it? _____________
3. Have you had a bankruptcy in the last 3 years? _________________________________
4. Have you been employed at the same job or line of work for the past 2 years?_______________________
5. What is your occupation? _________________________________
6. Are you self-employed and if so for how long? _________________________________
7. Monthly Net Income $_____________________ Annual Net Income $__________________________

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EXHIBIT 30

[Filed Under Seal]
Fast track to Foreclosure Investing
Ground Rules

• No Cell Phone. If it Rings, I Get to Answer

• No Recordings (Video and Audio)

• Since Time is Limited Please Write Down your Questions and I’ll Have My Team Answer them Individually
Why Are YOU Here Today?
We Will Cover Seven Foreclosure Strategies:

1. Help Distressed Homeowners by Investing Ethically
2. Evaluate & Know Your Exit Strategy
3. Understand the Phases of Foreclosure
4. Find Your Foreclosures Investment Opportunities
5. Prepare Your Credit For Investing
6. Financing & Funding Deals
7. Set Your Goals and Get Started!
Today We Will Cover

- Foreclosure Basics
  - What is a foreclosure?
  - What are the causes of foreclosure?
  - Look at the profits in foreclosures
- Preview of Our 3 Day Advanced Training
- Invite You to Become Trump “FPS”

Foreclosure Property Specialist

© 2008 Trump U
Trump

The Trump Building
40 Wall Street, 32nd Floor
New York, NY 10005

Bought for…

$1 Million Dollars
1.3 Million Sq. Ft.
12 Yrs. Later…

Estimated @

$400 Million!
Donald J. Trump
Chairman, Owner

- Apprentice
- Miss Universe
- Casinos
- Real Estate
- Education
Stephen Goff
Instructor
Why Am I Here?

- Trump Called
- Took Action To Be With…
  “Best Of The Best”
- Want To Share Knowledge & Give Back
- Needed New Challenge
- Joined Trump To Leave a “LEGACY”
  
  *Create RE Millionaires!*

© 2008 trump U
More than 76% of American millionaires earned their wealth through real estate.

Why Real Estate?

- Because it Works
- Power of Leverage
- Use OPM
- Foreclosures make it easier!
Leverage

- Real Estate Doubles Every 10.2 Years*
- With Leverage Doubles Every Year

Example:
- 1997 … A Property Worth $200,000
- 2007 … Now Worth $400,000
- The reality is even better…

*Source: By Boaz Gilad and Suzanne Gilad, The Real Estate Millionaire
Reality

- $200,000 Property Bought with 10% Down ($20,000)
- Rest was OPM
- 10 Years Later… Worth $400,000
In 10 Years...

- $400,000 Value - $180,000 Loan Equity = $220,000
- $20,000 Grows to $220,000

1,000% Return!
“Not only did the program teach me a lot, but it was motivational. I felt confident about what the outcome was going to be. Within nine Months I bought a home for $214,000... and sold it for $420,000 ... A $200,000 Profit!

-David Trejos, Union City, CA
Strategy #1:
Help Distressed Homeowners by Investing Ethically
What Is a Foreclosure?

- Foreclosure

- The equitable proceeding in which a bank or other secured creditor sells or repossesses a parcel of real property due to the owners failure to comply with an agreement between the lender and borrower called a mortgage or deed of trust. The violation of the mortgage is a default in payment of a promissory note, secured by a lien on the property.
What Are the Main Causes of Foreclosure?

- Loss of Job
- Bankruptcy
- Business Failure
- Divorce
- Death of an Owner
- Job Transfer
- Illness
- Balloon Payments
- Property Taxes
- #1 Readjusting Mortgages
National Mortgage Delinquencies are at a 20 Year High

- Current Nationwide Statistics
  - 2,203,295 Foreclosures in 2007
  - 1,185,308 Auctions
  - 1,551,628 REO’s
  - Up 79.21% since the year prior

Source: RealtyTrac Inc: Final quarter of 2007

© 2008 Trump U
What Foreclosures Can Mean for You...

- Purchase Properties 20-50% Below Market Value
- Have Instant Equity
- Buy/Control Cash Flow Positive Properties
- Help Families in Financial Distress Avoid Seven Years of Major Credit Problems
How We Can Help

• Save Their Credit Rating
• Help Them Move (Optional)
• Put Them In A “Lease Option” Property
  Never Give Them $$$ Til’ They Move!
• Make Deposits (Optional)
• Make Some Rent Payments (Optional)
• Ease the Transition
Important Concepts

- Owner Is Going to Lose the Property!
- No Matter What… They Will Lose the Property!
- Our Goal Is to Help…
  ~ Seller ~ Bank ~ Ourselves ~ Buyer
  *Win! Win! Win! Win!*
- First Goal – Stop Their Foreclosure!
What We Prevent

- The Foreclosure
- Up To A 250-300 Point Drop in Credit Score
- 10 Years of Hardship and Difficulty
- Higher Insurance and Loan Rates
- Embarrassment/Humiliation/Low Self Esteem
Trump Wealth Principle

“The world’s best wealth-building principle is buy low, sell high and one of the best ways to do that is by investing in FORECLOSURES!

© 2008 Trump U
Strategy #2:
Evaluate and Know Your Exit Strategy
Evaluate
Before You Buy
What Is PPSF?

- Price Per Square Foot
- Evaluation Tool

**Formula:** Price / Sq Footage
(Heat & A/C Areas Only)

- Example: $200,000 Purchase Price / 2,000 Sq Feet = $100 Per Square Foot
Make $$ When You Buy

- Recent Sale, 5 Doors Away = $180,000
  - 1600 sq. ft.
  - $112.50 per sq. ft
- Prospective Property
- Also Asking $180,000
  - 1902 sq. ft. @ $112.50 = $213,975
Make $$ When You Buy

• $172K / 1902 Sq. Ft. = $90.43 Sq. Ft.
• Bought For $172,000
• Immediate Equity of $41,975
• Held a Few Short Months…
• Sold for $269,000

$97,000 Profit!

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Trump’s Negotiation Worksheet

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Asking Price</td>
<td>$________</td>
</tr>
<tr>
<td>Retail Value after repair</td>
<td>$________</td>
</tr>
<tr>
<td>Offer Price</td>
<td>$________</td>
</tr>
<tr>
<td>Wholesale Value after repair</td>
<td>$________</td>
</tr>
<tr>
<td>Difference</td>
<td>$________</td>
</tr>
</tbody>
</table>

Reason for Difference

<table>
<thead>
<tr>
<th>Item</th>
<th>$________</th>
</tr>
</thead>
<tbody>
<tr>
<td>Repairs</td>
<td>$________</td>
</tr>
<tr>
<td>Supply Cost</td>
<td>$________</td>
</tr>
<tr>
<td>Set Up Cost</td>
<td>$________</td>
</tr>
<tr>
<td>Marketing Cost</td>
<td>$________</td>
</tr>
<tr>
<td>Monthly Interest</td>
<td>$________</td>
</tr>
<tr>
<td>Taxes</td>
<td>$________</td>
</tr>
<tr>
<td>Maintenance</td>
<td>$________</td>
</tr>
<tr>
<td>NDA</td>
<td>$________</td>
</tr>
<tr>
<td>IMB</td>
<td>$________</td>
</tr>
<tr>
<td>Total Cost</td>
<td>$________</td>
</tr>
<tr>
<td>Total Profit</td>
<td>$________</td>
</tr>
<tr>
<td>Asking Price</td>
<td>$________</td>
</tr>
<tr>
<td>Best Offer</td>
<td>$________</td>
</tr>
</tbody>
</table>
Golden Rule...

Minimum

$15,000 Profit
Creating Cash Flow

- Rent for Monthly Positive Cash Flow
- Offer Lease Or Purchase Option
- Landlord Headaches?
- Only if you Listen to Amateur Investors
- ALWAYS GET RENT ON TIME

Never Have RE In Your Own Name!

© 2008 Trump U
Creating Cash Flow

- “This property normally rents for $2,300 per month, however, every time the rent is received by the 1st of the month, you may deduct $300 for a net rent amount of $2,000.”

Copy of Worlds Best…

“Lease Agreement”
Another Wealth Principle

"Another wealth-building principle is to THINK BIG!
I challenge you to UPGRADE YOUR THINKING!"

© 2008 Trump U
You Have Permission To Succeed!

“The Lazy Man’s Way To Riches”
Trump Wealth Principle

“Without knowledge investing is TOO RISKY, SO…

“Get TRAINED in FORECLOSURES first, then reap the rewards!”

© 2008 Trump U
Without Training, YOU WILL Make Critical Mistakes.

- Overpay for properties
- Miss title problems
- Buy in a wrong area
- Pay too much for financing
- Fail to protect your investment
- Have no exit strategy – Make $$$ When You Buy!

Never have properties in your name!
Avoid Mistakes

- $11,000 Price
- $5,000 repairs
  Source – Realtor
- 2 bedroom, 1 bath
  Source – Realtor
- 0 bedrooms
Avoid Mistakes

- $25,000 in repairs
- Two Sets Of Appliances
- Appliances stolen
- $36,000 invested
- Financed by Credit Cards
- What If That Were You?
What Is A Cure Worth?