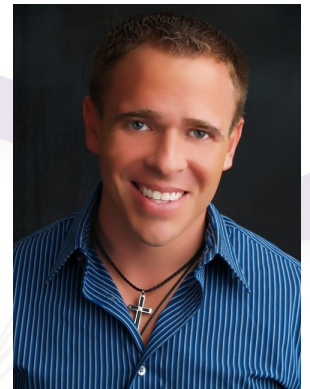


2019 Programs by Josh Cadillac

About the instructor:

In 2008 Josh went to work full time in real estate for Century 21, King Realty. Over the course of the next 2 years Josh achieved nearly every major real estate designation possible. In 2010 Josh was asked to take on a leadership role at Century 21 King Realty to aid in new agent training and oversight. To aid in the training of agents Josh created new courses which he taught to both customers and agents. When it became clear that Josh's classes were the most well attended teaching sessions his office put on he was made a regular speaker in general office meetings.

Josh was also able to establish relationships to bring in and handle REO properties from major banks for the company. He has established himself as an expert on distressed assets in his field and in addition to REO work has been one of the most prolific closers of short sale transactions in the South Florida area. In 2012 Josh partnered with Cody Lampariello (owner of a successful title company) to found ROI Property Management. Since then ROI has been acquiring distressed assets and engaging in the business of property management of their own and others properties. Cody and Josh decided to put together a course to teach agents how to avoid the biggest mistakes that keep deals from closing. They collaborated on the writing of The Closers Handbook, and the creation of the accompanying course the A.C.E.



What Students are Saying....

He can take and otherwise boring subject and make it informative and entertaining. Generally people in the office who have learned from Josh before are always eager to be available when he is teaching another class about anything!

I have attended at least 15 training workshops that Joshua has given in our office and they are the most important workshops for anyone wanting to learn all the secrets to becoming the best that they can be in real estate!

Accredited Closing Expert

**(Consists of 2 one-day programs or
can be broken into 5 modules which are 3-4 CE hours each)**

Accredited Closing Expert-Day 1: The Mechanics of Closing

Day 1 includes:

- Chapter 1: What is a closer?
- Chapter 2: Writing contracts to close
- Chapter 3: Handling customers to close
- Chapter 4: Communication
- Chapter 5: Having a team to close: Get a Guy
- Chapter 6: Building your business to close:
Be the Guy
- Chapter 7: Understanding your closer &
Understanding the closing statement & Critical
Path to Closing (Chronological closing checklist)

8 hours CE credit.

Accredited Closing Expert-Day 2: The Financials of Closing

Day 2 includes:

- Chapter 8: Understanding the Investment of
Real Estate
 - 8.1 Introduction: What to Know
 - 8.2 Thinking like an investor
 - 8.3 Living in an investment
 - 8.4 Buying Real Estate as an Investor
 - 8.5 Tax Advantages to Investment Real Estate
 - 8.6 Corporate Structures
 - 8.7 Becoming an Investor
 - Chapter 9: Closing Distressed Sales
 - Chapter 10: Negotiating to close
 - Chapter 11: ACE community
- 8 hours CE credit.**

NEW course! Negotiating to Close

Are you tired of being scared of negotiating? Are you worried that someone on the other side of the table is going to make you look bad because they know how to negotiate better than you? Are you just tired of feeling like you are being taken advantage of by folks that know how to play the game better than you? Maybe you just want to improve in a field where you already excel. Well then it is time to become an ACE Negotiator. This is a no nonsense 4-hour bootcamp on how to fight for your customer and yourself. This is not a "pie in the sky" let's sit around the campfire singing cumbia negotiating class, but it is the real tricks and tactics pros use to close the deals other people let die. Stop leaving money on the table, and stop leaving yourself and your customer without the best representation you are capable of. Time to become an Ace Negotiator . **4 hours CE credit.**