



**Gary Kent**  
22-Yr San Diego Broker  
& Real Estate Investor

# FREE Seminar: "Invest In The West"

*"Discover Exactly Where I'm Investing MY Money In Real Estate In 2007"*

**R.E. Investor's Dream: Buy Positive Cash Flow Apartments Below Market With Easy, Hands-Off Management**

**Saturday, Oct. 7th, 10am-Noon @ UTC mall - University City**

**I**n 2004 I decided to do something radical... Unhappy with the cashflow from our San Diego apartments, my wife and I sold them ALL and did a 1031 tax-deferred exchange into 97 apartments in sunny Phoenix, AZ.

Now our equity is up 50%+. We just sold an 11-unit and a 30-unit building at a 52% profit to exchange into more apartments. We wanted a safe, easy-to-manage investment that would appreciate and have steady cashflow.

**Fortunately, I Met A Fascinating Gentleman From Phoenix**

He's been a full-time investor there 40 years and owns all or part of *over 3,500* Phoenix apartments. You'd never guess this humble, conservative guy was so wildly successful and profitable.

His well-oiled operation includes his own property management and construction firms, plumbers, painters, etc. He runs a tight ship and buys everything from doorbells to dishwashers by the truckload to save money. He even checks so no plumbing drips are leaking away money. And all those savings go straight to the bottom line.

With connections built over 40 years, an intimate knowledge of the market, a solid reputation, and keen negotiating skills, he's able to buy buildings UNDER-MARKET (I estimate 15% under) before anyone else ever hears about them.

**What I Meant By "He owns all or PART OF over 3,500 apartments..."**

"Part of" refers to partnerships he's formed for 25 years, investing his own money with co-investors. He does all the heavy lifting of finding the property, negotiating a below-market price, and tightly managing it for positive cashflow.

All his co-investors do is cash their checks. And that's what 23 of my clients are doing right now. No tenants calling at midnight. No bounced rent checks. None of that. And my wife and I just re-invested every dollar from those 11-unit and 30-unit buildings we sold.

**Come Hear Him Tell His Story & Decide If It Makes Sense To YOU**

At our last presentation, attendees came in all the way from Santa Cruz, L.A., Mammoth, and even Phoenix! Now you and a guest are invited to hear him explain his latest opportunity. If you're a serious investor with \$100K to \$5M to invest, come "get it straight from the source". If you choose to invest, you can use available cash, an equity line, or use funds from selling a property via 1031 exchange.

**Stating The Obvious...** I know this sounds almost too good to be true. So be careful and do "due diligence" before you invest in this or any investment. Ask pointed questions. Look closely. Get a feel for if you're comfortable. ***This seminar is your chance for you to do so!***

- ✓ Positive Cash Flow
- ✓ Zero Management
- ✓ 25-Year Track Record
- ✓ Buy Below-Market
- ✓ Appreciation
- ✓ 1031 Exchange OK

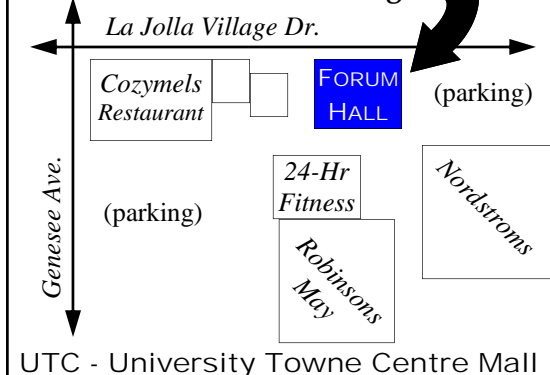
NOTE: This is not for the merely curious and is NOT a "How To Invest" Workshop. It's about an investment opportunity that I believe in enough to invest my own funds and recommend to my family, my friends, and to you...

See Reverse For More Information →→

**Tell a Friend! Bring a Friend! Food Provided; Free Drawing**

**- TO REGISTER -**  
GaryKentSeminars.com  
Or Call (858)457-KENT

Over Wells Fargo Bank, north of Nordstroms. Free Parking.





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## *Now I'm Going To Try To Read Your Mind...*

By now, you've either called me or you're skeptical and not sure this is for you. Healthy skepticism is smart. Even my wife and I waited several months to invest. But so you don't miss what may be a profitable opportunity, please indulge me a few moments longer as I try to read your mind. Are you thinking...

"This sounds too good to be true..."

It does. But when you hear the details, it really starts to make sense. That's why it's worth your time to come and hear more about it. The worst that happens is you learn a little and eat some free sandwiches.

"I'm satisfied with my San Diego real estate..."

So was I, until I did the math. My cash return was about 3%, and I bet yours is too. Expect much better with the Phoenix apartments, especially when you factor in profits from buying so much under market.

"This is for other people—not me..."

Just imagine if you had that mindset before you bought your San Diego property. Wouldn't you have missed a great opportunity? So keep an open mind and be curious and find out more. Even if you decide for yourself that it's a great idea, you still don't have to invest...

"Phoenix is too far away..."

I would agree, if YOU had to manage the property. Instead you have the smartest property manager I've ever met. And as part owner, he has a vested personal financial interest in turning a healthy profit.

"I'm not familiar with Phoenix..."

You don't need to be. But if it's important to you, it's a 50-minute flight away (Southwest has 14 flights a day). Our Phoenix investor encourages partners to *kick the bricks* of each building and to tour his operation.

"Doesn't Phoenix have low rents and high vacancy?..."

As you know, all markets are cyclical. Phoenix's rental market is waking up from a 5-year down cycle. Since 3<sup>rd</sup> quarter 2005, rents are rising steadily as vacancy plummets. I'm raising rents on the 86 apartments I still own there, and my vacancies are 4%! It's a great time to own apartments in Phoenix.

"I don't want an investment that I don't control 100%..."

Which is more important to you, control or profit? Does it make sense to trade your valuable time and energy to for *less* money? Why not relax, have less responsibility, and earn higher profits?

"But I have to do a 1031 exchange..."

This investment is ideal for 1031 exchanges—the timing is very flexible. That's how I'm investing...

"If this is so great, why does he even want other investors...why not keep it to himself?..."

He's done quite well, but he can't buy with his own funds *all* the properties he finds and negotiates. The bigger the "deal", and the more "deals" he invests in, the more money he makes along with his co-investors.

### ***Did I Miss Anything?***

Have other questions? That's why I'm inviting you to the presentation. Please be direct. Ask hard questions. But if I answered them all, still join us so you can meet the Phoenix investor and get your own impression.

Skeptical or not, call us and reserve your seat. It's free and there's no obligation. As I mentioned, feel free to bring friend or family with you. We have just 70 seats, so call and reserve yours in case we fill up...

*Gary*

To Reserve Your Free Seat(s), CALL (858)457-5368 or go to GaryKentSeminars.com Call 24/7. If you get voicemail, dial **extension #413** and leave a message.