

# Note Business Builder Schedule

| October 17th   |          |  |
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| MARRIOTT UNIVERSITY PARK HOTEL<br>880 E 2nd St. Tucson, AZ 85719 |          |  |
| 8:00 AM  | 8:30 AM  | <b>NETWORKING</b>  |
| 8:30 AM  | 9:15 AM  | <b>Bob Zachmeier</b><br>Market Update, Observations, Predictions & Outlook for 2019    |
| 9:15 AM  | 10:00 AM | <b>Bob Zachmeier</b><br>The Seller Finance Process - Matching DEALS with MONEY         |
| 10:00 AM   | 10:15 AM | <b>NETWORKING BREAK</b>  |
| 10:15 AM   | 11:00 AM | <b>Bob Zachmeier</b><br>Deal Board Networking Event (Commerce at the Conference)       |
| 11:00 AM   | 11:45 AM | <b>Dealmaker Expert Panel</b><br>The National Market - What's Happening Around the US? |
| 11:45 AM   | 1:15 PM  | <b>LUNCH WITH STRANGERS</b>  |
| 1:15 PM  | 1:45 PM  | <b>Bob Zachmeier</b><br>Residual Real Estate - 3 Ways to Get Paid Without a J-O-B      |
| 1:45 PM  | 2:30 PM  | <b>Walter Wofford</b><br>Using Options to Grow Your Small Balance IRA Accounts         |
| 2:30 PM  | 3:00 PM  | <b>NETWORKING BREAK</b>  |
| 3:00 PM  | 3:45 PM  | <b>W. Wofford/Quincy Long</b><br>Non-Conventional Tax-Free IRA Investment Strategies   |
| 3:45 PM  | 4:15 PM  | <b>Ava Tomae - Wish Kid</b><br>Recap of trip to the Macy's Thanksgiving Day Parade     |
| 4:15 PM  | 6:00 PM  | <b>* Make-A-Wish Auction</b>   |
| 6:00 PM  | 7:30 PM  | <b>Networking at Gentle Ben's Pub - Dinner on Your Own</b>                             |

| October 18th   |          |   |
|--|----------|---|
| MARRIOTT UNIVERSITY PARK HOTEL<br>880 E 2nd St. Tucson, AZ 85719 |          |   |
| 8:00 AM  | 8:30 AM  | <b>NETWORKING</b>   |
| 8:30 AM  | 9:15 AM  | <b>Bob Zachmeier</b><br>Talking to Sellers About Giving Their Buyer A Loan              |
| 9:15 AM  | 9:45 AM  | <b>Bob Zachmeier</b><br>SELLER ROLE PLAY - Learn to Talk to Sellers About Notes!        |
| 9:45 AM  | 10:15 AM | <b>NETWORKING BREAK</b>   |
| 10:15 AM   | 11:00 AM | <b>Kevin Stroup</b><br>Wholesaling, Flips, Rentals, or Notes - Strategy Comparison      |
| 11:00 AM   | 11:45 AM | <b>Quincy Long</b><br>How to Wholesale and Other Creative Things Inside Your IRA        |
| 11:45 AM   | 1:15 PM  | <b>LUNCH WITH STRANGERS</b>   |
| 1:15 PM  | 2:00 PM  | <b>Bob Zachmeier</b><br>Talking to Retirees - Are Banks and Stocks Really SAFE?         |
| 2:00 PM  | 2:45 PM  | <b>Bob Zachmeier</b><br>RETIREE ROLE PLAY - Learn to Talk to Retirees About Notes!      |
| 2:45 PM  | 3:15 PM  | <b>NETWORKING BREAK</b>   |
| 3:15 PM  | 4:00 PM  | <b>Kelly Anne Porter</b><br>"Yays!" & "No Ways!" from the Very First NoteCarry Student! |
| 4:00 PM  | 4:30 PM  | <b>Lender Expert Panel</b><br>What Are Things That Help You Decide to Lend or Not Lend? |
| 4:30 PM  | 5:00 PM  | <b>Bob Zachmeier</b><br>Conference Summary - Plan of Attack When You Get Home           |
| 6:00 PM  | 7:30 PM  | <b>Networking at Gentle Ben's Pub - Dinner on Your Own</b>                              |

| October 19th   |          |   |
|--|----------|---|
| MARRIOTT UNIVERSITY PARK HOTEL<br>880 E 2nd St. Tucson, AZ 85719 |          |   |
| 8:30 AM  | 9:00 AM  | <b>NETWORKING</b>   |
| 9:00 AM  | 10:00 AM | <b>Bob Zachmeier</b><br>Finding Holes in Your Process & the Right People to Fill Them |
| 10:00 AM   | 10:15 AM | <b>Bob Zachmeier</b><br>Creating Accountability to Achieve Your Business Goals        |
| 10:15 AM   | 10:30 AM | <b>NETWORKING BREAK</b>   |
| 10:30 AM   | 11:15 AM | <b>Bob Zachmeier</b><br>Starting the Conversation with Buyers, Sellers, & Retirees    |
| 11:15 AM   | 12:00 AM | <b>Bob Zachmeier</b><br>Interactive Role Play - Train to Become an Objection Ninja!   |
| 12:00 PM   | 2:00 PM  | <b>LUNCH WITH FRIENDS</b>   |

| October 16th  |          |                           |
|---|----------|---------------------------|
| BOB & CAMILLE ZACHMEIER'S HOME                                |          |                           |
| 5:00 PM   | 10:00 PM | <b>* PRIVATE FUNCTION</b> |
| <b>* NETWORKING EVENT (NOTECARRY MENTORING STUDENTS ONLY)</b> |          |                           |