

MAY
2021

Peak Possibilities

Your Monthly Guide to Informed Real Estate Decisions



Investment Community of the Rockies
— COLORADO'S REAL ESTATE INVESTORS ASSOCIATION —

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The Value, Benefits, and Opportunity in Probate Real Estate

By Kevin Sayles

Many of us investors are facing the same problem today...lack of inventory of good properties to buy. Have you noticed that the deals that come across your desk having slimmer and slimmer margins? Construction costs are going up, properties on the market are selling for top dollar, and there is just a general shortage of properties to buy in many areas. Learning to work with probate real estate can solve these problems and create huge opportunity in your business!

We've all heard that saying that "two things in life are certain...death and taxes!" It is death that creates the probate real estate market. People die in a good economy and in a bad economy. People die when real estate and stocks are up and when they are down. People die during a pandemic and when there is no pandemic (naturally, we have seen more probate deals as a result of the current pandemic). When people die, they leave behind property. They leave behind valuable property and unvaluable property; real property and personal property; property that no one wants and property that everyone wants. They leave behind property that MUST change hands. That is where us investors come in!

I once was asked..."but are there *really* any good deals in probate?"

First and foremost, many of the properties in probate real estate have a ton of equity. Just think about it. A lot of times the elderly people that are dying have had the property for decades. The property is free and clear. In fact, some experts say that almost 80%

of probate properties are free and clear or have a ton of equity. That is a great thing because it gives you more flexibility on your offer price.

With probate the people selling the property are selling someone else's property. It is someone else's hard earned asset. It is a gift to them (an inheritance) and sometimes they just want to get rid of it. Sometimes they want to turn that house into cash as fast as possible! That is where the deals come from.

Probate is the ultimate distressed property. The owner died. How much more distress can you have than that? In addition to the death of the owner, maybe

the family is behind on mortgage payments. Maybe there is no mortgage but they are behind on property tax payments and insurance. There may be other financial or familial problems that are going on as well. Maybe the property is in poor condition. Often, the deceased owner didn't have money for upkeep in the last decade or more and there is deferred maintenance. Sometimes the properties are in "move-in condition" but they were last updated in 1960. For whatever reason, they need work. This is another layer of the distress that is quite common with probate real estate.

The financial condition of the parties that are taking over the property comes into consideration as well. The ability of these heirs to manage that property and keep up with bills, maintenance, taxes, mortgages, etc all play a role. Sometimes they just do not want to deal with it. They just want a quick sale to get the money from the property.

**Join ICOR
May 12th,
from 6-8 pm
"7 Ways to Make
Money in Probate
Real Estate"**

Continued on page 2



In One Month, ICOR returns to In-Person-Meetings!

We are so close to seeing each other in person; I can feel it! That said, let's talk about the new "stuff!" **ICOR will be returning in person to all three locations, and here is what you need to know:**

- **Denver** will remain on the **2nd Wednesday of the Month**, BUT we are moving to a new location at the **South Metro Denver Association of Realtors** located at 6436 S Racine Cir, Centennial, CO 80111
- **Fort Collins** will move to the **Monday before the 2nd Wednesday of the Month**, and we are moving to a new location, as well, at the **Group Real Estate Classroom** located at 2803 E Harmony Rd, Fort Collins, CO 80528
- **Colorado Springs** will remain on the **Tuesday before the 2nd Wednesday of the Month** and also remain at the **Hyatt Place-Garden of the Gods** located at 503 W Garden of the Gods Rd, Colorado Springs, CO 80907

Our monthly meetings will rotate around the 2nd Wednesday of the Month, with the prior Monday in Fort Collins, the prior Tuesday in Colorado Springs, and ending in Denver on the 2nd Wednesday! You are always welcome to attend your local chapter or all three for full networking!

We do have a couple of favors to ask...

1. To help minimize contact, we will ask that you continue to Pre-Register for events to minimize contact for our staff and volunteers! You can utilize your smartphones to log in and register if you are a member or past attendee.
2. Our venues do require masks when checking in and when you are up moving around. Please help us honor our venue hosts in coming with your mask!

Our Monthly Meeting Agenda will be:

- 6:00 p – Market News and Update with optional networking
- 6:45 p – Haves & Wants
- 7:15 p – Main Meeting Presentation
- 8:45 p – Meeting Adjourn

Very much looking forward to seeing you all back in Person, *June 7th in Fort Collins, June 8th in Colorado Springs, and June 9th in Denver!*

The Value, Benefits, and Opportunity in Probate Real Estate

Continued from page 1



These reasons are exactly why there are so many good deals in probate real estate. A client of mine recently purchased a building that appraised at \$1,200,000 for about \$400,000. It needed a ton of work, evictions on more than one unit, and someone to take control of the building in general. The client turned it around and brought it back to a beautiful property. Ultimately they sold it and made a HUGE profit!

On May 22, 2021, I will be holding a 3 hour workshop called "The Value, Benefits, and Opportunity in Probate Real Estate". DO NOT miss this event. It will 10X your business. You will learn:

- How to buy probate properties at a huge discount to market value
- Where to find the diamonds in the rough
- To generate a pipeline of probate deals that consistently delivers closed escrows
- How to walk away with HUGE profits



MONTHLY MEETING INFORMATION

May @ ICOR

Monthly Meeting | May 12th 6:00 to 8:00 PM "7 Ways to Make Money in Probate Real Estate"

Probate real estate is a goldmine of opportunity! The most significant transfer of wealth in history is coming like a tidal wave as the baby boomer generation ages. Baby boomers control about 67% of U.S. wealth and die at a rate of 1 every 57.9 seconds.* In some areas, as much as 85% of homes would end up in probate if the owners passed away. Probate real estate encompasses probate sales, trust sales, conservatorship sales, and other deceased party sales. Are you positioned to take advantage of this segment of the real estate market? If not, this opportunity will pass you by!

Most people know you can buy probate properties at a discount and make money in probate real estate. Many investors know that buying and flipping probate properties can be lucrative. Besides buying and flipping, are there other ways to make money in probate real estate? The answer is yes! But most people don't know all the ways to make money with probate properties. You are about to discover some of the Hidden Gems in the probate niche!

You will learn:

1. How to get probate leads so that you can create a pipeline of real estate business
2. Learn the seven unique ways to make money from probate
3. Make money from probate even when you don't buy the property
4. Find out how to make 100% returns without owning real property.
5. PLUS LEARN BEST PRACTICES TO APPLY IN THIS NICHE MARKET!!

Other ICOR Events in May

May 15th

TrueNorth Planner Group Session

May 19th

Rental Property Subgroup

May 20th

Stone CPA Q&A | Landlord QB Training

May 22nd

Advanced Probate Training for Investors

**For full details or to register,
visit www.icorockies.com/events**

ICOR Business Member Directory

Service	Contact/Business	Phone	Email
Broker	Melissa Millan	203.241.5571	melissa.millan@gmail.com
Contractor	Dillon Gilster J & K Roofing	303.425.7531	dillon@jkrroofing.com
Contractor	Vern Robinson Ridge Construction	303.881.1169	vern@ridgeconstructioninc.com
Cost Segregation	Brad Weed NoCo Invest	970.294.1509	Brad@NOCOInvest.com
Financial Planning	New Direction Trust Company	877.742.1270	info@ndtco.com
Financial Planning	Jason Power Unbridled Wealth	303.957.9175	jpowers@unbridledwealth.com
Lender	Chuck Townsend Forrest Financial	303.877.3221	chuck@forrestfinancial.com
Lender	Greg Osborne Bridge Capital Resources, LLC	303.475.5873	greg@bridgelending.com
Lender	Justin Cooper Pine Financial	303.835.4445	Justin@pinefinancialgroup.com
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Lender	Tyler Ideker Indicate Capital	303.567.6333	tyler@costfund.com
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Property Staging	Heather Loyal	303.601.6638	heather@teamloyalig.com
Rehabber	Craig Dillion	719.661.8848	craigdillion@me.com
Tax Planning	Stone CPA & Advisors	970.668.0772	info@coloradotaxcoach.com
Title	Bill McAfee Empire Title, Colorado Springs	719.499.0968	bill@etcos.com
Title	Debbie Myers First American Title	970.658.4702	DMyers@firstam.com
Turnkey Real Estate	Travis Abbott Invest 1 Properties	303.649.1607	Travis@Invest1Properties.com
Wholesale	Kyle Rutherford Networth Realty	720.379.4920	kyle@networthco.com



PROPERTY REDEVELOPMENT EXPERT

DEREK MARLIN / DEREK@ELEVATIONINVEST.COM / ELEVATIONINVEST.COM

Finding Deals On and Off Market

This month focuses on most investors #1 challenge—**Are there any good deals left in Denver!** Many training programs teach this step first but we feel strongly that you need to learn how to analyze deals properly so that when the right one comes along you can move quickly. Our current supply and demand imbalance is making deal sourcing an incredibly challenging endeavor. The current number of homes for sale were down 67% from March of 2020. That translates to less than 2,000 homes for sale in all metro Denver! Turning over every stone and getting creative is the only way to successfully find properties.

“On Market” Using the MLS is a key way to acquire properties but it has become an ultra competitive space in today's current market. Consistent is key in setting up property searches to fit your buy guidelines from price point to specific location. Typical success metrics using the MLS are to write 80+ offers yielding 10-12 negotiations which enable you to put 2 properties under contract. Hopefully one of the contracts gets to the closing table. Working with a real estate agent who has experience writing investor focused offers is incredibly important. Prior to the pandemic, we purchased roughly 50% of our deals on the MLS but that number will likely drop below 25% in 2021.

“Off Market” The continual search for properties not listed on the MLS is how investors will succeed in 2021 and into the future. Some key factors in deciding which off market avenues to pursue center on the time you have to source, marketing budget, skill set and best use of your time. At ELEVATION, we use all of the following sources to various degrees:

- **Networking & Partnership** – Building relationships with other investors who are buying properties that are above/below your target market on size, budget, or scope of work are a key way to find deals. Buying & selling between a small group of like minded individuals also leads to other partnerships with those in complimentary business such as hard money lenders, property managers, contractors, insurance brokers, appraisers, senior citizen communities, estate sale companies, and divorce attorneys to name a few.
- **Media & Advertising** – Adding digital media such as PPC, SEO, and creating content to add value to sellers and their sphere are also very important. We also focus on social media platforms and more traditional advertising from radio and TV to direct mail and cold calling.
- **Wholesalers** – Take the time to build close relationships with your sales reps so that they know your buy box and hopefully put you at the top of their call or email list. It's important to make quick decisions and stick to your numbers when buying through wholesalers. This route is becoming almost as competitive as the MLS but still needs to be a part of your sourcing strategy.

KEY TAKEAWAYS

Consistency is king with sourcing deals both on and off market. We typically commit to 9-12 months on all marketing before making changes. Pick 2-3 focus areas and go deep instead of spreading yourself too thin....happy hunting investors!



ELEVATION

ELEVATION is a boutique real estate investment company which provides full circle value to our clients, employees, and business partners.

Property Redevelopment (Fix & Flip)

Partnership Flip

Training Academy & Consulting

Wholesale

CONTACT US

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Thinking Outside the Box (Or Your Backyard)

If you are like most investors (and until 12 years ago, myself included) you may be thinking that you would love to buy an investment property. You may have even poked around on Zillow to see what is going on in your area. Most likely, if you live anywhere in the Western half of the U.S. you found prices to be crazy high and that's if you can even find a property. Well, maybe you are going about it the wrong way. What I mean is: with property prices skyrocketing over the last several years, maybe it's time to look beyond your local market for investment properties.

For example, in my local market (Denver CO), the average home price has now eclipsed \$500,000 and to get a solid rental property you are looking at anywhere from \$400,000 and up typically. But run the numbers on that: after putting 20% down and taking out a loan (and all the difficulty that comes with that process), you are still left with a monthly mortgage payment of around \$1600. Add in taxes and insurance as well as maintenance and vacancy and your monthly costs can easily exceed \$2000 per month. And those numbers assume that you manage the property yourself. If you don't, add another \$150 per month to that number. This type property typically rents for around \$2000-2200 per month so you are lucky if you are breaking even every month. And that's when the property is rented. If that property goes vacant you are writing out a check for \$2k per month, every month until you have a renter. That's a down-side risk that I can't afford to take.

But what if you were to take that same amount (roughly \$85k) and I told you that instead of investing in the Denver market, you could buy three, yes three houses in dynamic mid-western markets that are also seeing similar appreciation rates to Denver but with much less risk and much stronger positive monthly cash flows? And instead of netting \$0-100 per month in Denver you could net \$300 per month, per property, or around \$900 per month. And you own 3 properties. If one goes vacant, you still have 2 others to help pay the mortgage payments on the properties (oh and did I mention the typical mortgage payment on these properties is approximately \$350 per month). And if you had to, you can likely afford to write a check for \$350 each month until the property is rented. It beats the heck out of writing a check for \$1600 or more!

Sounds too good to be true? Its not, but you will have to think outside of your back yard for your future real estate investments. You also have to be careful and find someone, a turn key investment property company if you want hands off, or build a local team if you want to attempt to do it yourself. Either way there can be strong upside potential. You also won't be able to drive by the property when you want, but trust me it will still be there, even if it's a thousand miles away.... and you will love the returns!

ACHIEVING FINANCIAL FREEDOM THROUGH REAL ESTATE INVESTING

As 2021 begins, preparing for retirement and the future is more important than ever. Today's market offers the best opportunity to profit from real estate since 2008! Whether you are looking to do a 1031 exchange, build a College Fund using real estate or diversify your stock portfolio by investing in affordable income producing real estate or create an additional stream of income to supplement your current income, we will show you how to get there!

Since 2008 Invest 1 Properties has been one of the nation's leading turn-key investment property providers. Focusing on Dynamic Mid-West markets with over 900 properties sold, we have the systems in place to assure your success.

WITH INVEST 1 PROPERTIES:

- We find the property for you
- We fully renovate the property
- We partner with local property management to manage the property
- You just COLLECT THE CHECK



Invest 1 Properties
Turn Key Investment Properties

This is truly "hands-off" turn-key investing. We include a rent guarantee and renovation warranty on every property we sell and WE PAY ALL 1031 exchange fees when you close with us! We even offer In house financing with no tax returns, paystubs or W2's, and no bank qualifying!



RENTAL PROPERTY EXPERT

REBEKAH SCOTT / REBEKAH.SCOTT@REALATLAS.COM / REALATLAS.COM

What is Causing the Inventory Shortage in Colorado and Beyond?

COVID-19 presented many challenges to our 2020 economy. It also revealed many shortcomings and future trials we have yet to face. It is no secret that we are in the midst of a housing shortage, one not solely impacting Colorado, but challenging the entire U.S. From Florida to California, we are seeing houses go for 15-35% over the asking price. Nearly every single-family home and multi-family property on the market have multiple offers to sift through.

Yet we are still going through a pandemic where so many lost jobs, so how is this possible? The quick answer, an inventory shortage. According to the National Association of Realtors, in September of 2020 America hit an all-time low of a shocking 2.7 months' worth of inventory. The following month we hit an even more concerning low of 2.5 months. To create a well-balanced market on a microeconomic level, we need 6 months of inventory. The question remains, "what is causing this shortage?"

First, we must look into how our population demographic is changing. Millennials account for 38% of the population that are currently purchasing homes. Their ages range from 25-40 years old (I think I just got another wrinkle thinking about that). This means that they are in their prime to be starting or expanding their families, trading in their city lives for the suburbs or finally getting a job that affords the ability to buy a home.

Next, we have to look into supply. In 2010 we saw the number of new homes being built be slashed in half. This was due to strict zoning laws and high tariffs on building materials, causing building costs to skyrocket. Since then, the U.S. has been desperately playing catch up. However, it is crystal clear that houses cannot be built quickly enough.

Lastly, the moratorium on foreclosures and the ability to put your mortgage into forbearance has eaten a huge piece of the pie. Many Americans thankfully had a piece of mind knowing that they could defer their monthly mortgage payment for months. This saved many from foreclosing because it bought them time to find a different source of income. However, this has taken away a large part of the market. It forces investors and buyers alike to look to more traditional avenues of purchasing homes. Just when you thought competition could not get any tougher, more investors with heavy cash in hand enter the traditional market.

It is not Colorado alone that is struggling with a massive inventory shortage, it is a challenge we face together as a nation and will continue to face for some time. A feeling of discouragement could be the immediate emotion. However, I encourage you to think about all the opportunities for growth in construction, design, architecture, and all other professions that are included in the home building process. Rest assured, we are all in this together!



ATLAS
REAL ESTATE

Property Management By the Numbers

3,200

UNITS CURRENTLY
MANAGED

98%

OCCUPIED &
COLLECTED

10

AVERAGE DAYS
BETWEEN RESIDENTS

4

CONSECUTIVE YEARS
VOTED BEST OF
COLORADO



0

MAINTENANCE
UPCHARGES OR
HIDDEN FEES

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Learn To Think And Act Like A Banker

Launching into real estate investments can feel like a lonely path. Will the risk pay off? Are you making a wise decision? Are there ways to mitigate your risks? Regardless of where or when you begin your real estate investments, there might be a way to utilize tools you already possess to yes, minimize the risks, and eventually provide additional resources. We work with clients so they learn how to think like a banker and set up a personal banking system.

The Infinite Banking Concept (IBC) is not a replacement investment strategy. It is an additional tool that provides flexibility should a fix and flip take longer than expected to actually flip. Or offer you financial breathing room if a long-term renter fails to pay rent. No one will be applying extra pressure for you to find the money because you are the banker, and you set the terms of your loan. This is accomplished using a properly structured, dividend paying, whole life insurance policy. It's not your grandparent's whole life policy. This is a whole different animal.

To become your own banker, we begin by evaluating resources you already possess and then show you how to put them to work. Are you paying someone else for your car loan? Are you unknowingly using your money in an inefficient manner? Are there opportunities within your monthly budget to redirect your money so that you can accomplish your goals faster? The great news is that we remove the guess work and love diving into the details to reveal what you already possess.

Next we help clients learn to think like a banker. Banks use one dollar in more than one place. We show you how you can work smarter, not harder. There is no need to simply squirrel away retirement funds and leave them untouched until you're 59 and a half. Invest in real estate while saving for retirement using a tool similar to a self-directed IRA, but without the hoops and restrictions. A properly structured policy will generate more money than you put into it, and grow even when you take out a loan, and repay yourself with interest. Yes a loan with interest, which is also how you think like a banker. Until you reach retirement, we show you value of how your money grows exponentially when you apply a few basic principles that are used every day in the world of banking. Paying yourself interest is one of those tools.

It's our job to educate our clients on how and why the infinite banking concepts works so well with real estate investments. Then we evaluate individual situations to see where and how IBC could be applied. Finally, we offer a strategy that could mean expediting your financial goals.

Let us join your journey of financial freedom by introducing you to how

the infinite banking system applies to what you already have and what you're already doing. As an ICOR member, you have access to a free consultation today.

Email Jason or Olivia at: jpowers@unbridledwealth.com and omcraw@unbridledwealth.com to schedule an appointment.



YOUR REAL ESTATE STRATEGY MIGHT BE MISSING A GAME CHANGER

WHAT IF YOU COULD:

- Maintain fast access to your cash, while earning tax free dividends
- Gain creditor protection
- Earn State & Federal tax credits
- Self-finance your own real estate portfolio, especially during down markets
- Start paying yourself interest instead of the banks

(303) 957-9175 | UnbridledWealth.com | 1400 Josephine St. Denver, CO

SATURDAY, MAY 22ND | 9 AM — 12:30 PM

Advanced Probate Training for Investors

WITH
KEVIN SAYLES

Many of us investors are facing the same problem today... lack of inventory of good properties to buy. Have you noticed that the deals that come across your desk having slimmer and slimmer margins? Construction costs are going up, properties on the market are selling for top dollar, and there is just a general shortage of properties to buy in many areas. Learning to work with probate real estate can solve these problems and deliver off market deals with huge profits!

You Will Learn...

- Why are there such great deals in probate?
- What most investors overlook in probate properties
- How to find the deals
- To understand the counter-intuitive nature of Probate Marketing
- Help the family...help yourself!
- The value at the courthouse
- The Golden Key to ALL Marketing
- What you should know to close a deal!
- The 3 Phases of Probate
- Heirship simplified
- What is the Uniform Probate Code?
- Information that gives you the advantage to win the deal!
- 8 more ways to make money in Probate Real Estate (that's 15+ total!)
- Information to share with the heirs that make them want to work with you



Kevin Sayles is a probate specialist. He has worked on over 15,000 real estate transactions as a title account executive. He has worked on countless probate transactions including, probate sales, trust sales, conservatorships, heir buyouts, refinances, and more. He also possesses a well-established back-ground and years of experience in commercial real estate transactions. Kevin regularly speaks to real estate audiences, leading probate and real estate investing courses in southern California.

REGISTER at
[www.icorockies.com/
events/advancedprobate](http://www.icorockies.com/events/advancedprobate)
\$19.99 for Members
\$39.99 for Non Members

BONUS: Attendees Receive
a copy of Kevin Sales Book,
"Probate Real Estate Sales 101"



Homeowners Insurance Basics

Understanding homeowner's insurance can be difficult for consumers. Many policies have specified policy limits while others have actual cash value and others have specific exclusions. Yes, this can be very confusing! For this month's article, I will be explaining the general coverage and exclusion included in a homeowner's policy. Understanding your primary home insurance policy is as important as understanding your landlord policies.

Most common policy Form is an HO3. Below are some of the HO3 coverage (coverage may change from one insurance contract to the next):

- Fire or lightening
- Tornado
- Riots
- Explosion
- Weight of Snow, Ice or Sleet
- Freezing of pipes
- Hail or windstorm
- Smoke
- Damage caused by vehicles
- Theft
- Water overflow

There are five main sections in your homeowner's insurance declaration pages:

Dwelling Coverage:

Your homeowner's policy will protect the home in the event of a loss caused by fire, hail, tornado, lightening or other named perils listed on your policy. This is very important to understand the perils you are insured against. However, a standard policy will not cover damage caused by a *flood, earthquake, intentional damage, wear and tear and government actions are normally excluded.*

If you have a standard homeowner's policy but you decided to rent it out, please contact your insurance agent to switch your home policy to a landlord policy to better protect your asset. Changing the policy from a homeowner's policy to a rental policy would provide you loss of rents.

Separate Structures:

This coverage is for other structures that are non-attached to your dwelling. An example of a separate structure would be detached garage, detached barn, shed or fence.

Personal Property:

Personal items such as furniture, clothes, sport equipment, kitchen items, food, and more are covered within your personal property section, if they are stolen or destroyed by a natural event. However, higher value property such as jewelry, silverware or art collection would have a sublimit. You can cover these items by adding an endorsement/floater.

Some carriers include an Actual Cash Value (ACV) endorsement to your personal property to reduce the claim's payment. ACV is based on the current value of your personal property and not the cost to replace it with a new and like item. I suggest to talk to your agent to remove the ACV endorsement and add Replacement Cost.

Additional Living expenses:

Loss of use of additional living expenses are included in your homeowner's policy when your home is not livable due to a covered loss such as fire, hail, or sewer back-up. It will cover the living expenses incurred such as food, lodging, gas and other misc. expenses you would incur when you are not in your primary residence.

Personal Liability:

General liability covers *you and your family members for bodily injury or property damage claims made against you.* Most policies also cover damage or claims made against you because of your pets.

An example of the above is: If your dog bites another person who doesn't live in the household, most policies would also cover this claim. Some carriers now are excluding certain breeds of dogs. Please consult your Agent to make sure your breed of dog is covered in the event of a claim. Most homeowners' policies include \$300,000 personal liability. My recommendation is to increase this limit to \$1,000,000 to protect yourself against claims made against you or family members.

It is important to understand that your personal liability coverage doesn't cover your business pursuits. You would need to have a separate policy for your business. If you work in real estate, you have to obtain a different policy to cover your business exposure.

Knowing your current homeowner's policy and coverages and exclusions are very important. Feel free to contact me if you have any questions about your Colorado homeowner's policy. My goal is to give you peace of mind and make sure that you are properly protected.



TAX EXPERT

LARRY STONE / LARRY@COLORADOTAXCOACH.COM / COLORADOTAXCOACH.COM

Using Your Real Estate Investor Checklist

You may recall the spectacular landing of US Airways Flight 1549 on January 15, 2009, when Chesley Sullenberger ditched the aircraft in the Hudson River off Midtown Manhattan. Or you may have seen the great movie by Clint Eastwood depicting those events starring Tom Hanks. No matter which version you may have seen, you must admit that this is an amazing event commonly called "The Miracle On The Hudson" and is the first time for an airplane landing on the Hudson river. <https://youtu.be/fJ5ZLdJDBrg>

What happens after this plane is struck by birds is amazing. After trying to restart the engines, Sully says, "Get out the QRH." QRH is the Quick Reference Handbook - their checklist. Once the checklist was accessed by the co-pilot, Sully and the first officer started checking each item on the Quick Reference Handbook to try and get the engines re-started. In fact, airline pilots use many checklists for every flight.

While a real estate investor may not consider that their activities are as complex as flying an airplane or with the same degree of responsibility of keeping people alive, all of us should consider that we should be intentional when making our important decisions. Checklists are important in making complex decisions. One of the benefits of a checklist is that it provides a disciplined approach to ensure that no single item is not performed.

Are you going to care as much about your investments, your business, and your life as a pilot cares about theirs? I hope your answer is yes because the resources of time, effort, and money that you lay out to create your activities are crucial to your success. It is your responsibility to obtain success in your business.

If a checklist is considered important to keep millions of people alive each day, then they should be good enough for your business activities. You should be looking at your activities on an annual basis and ensuring that you are obtaining the best asset protection and cash savings available. Just one unfortunate event can wipe out years of your demanding work.

At Stone CPA and Advisors, we do not just prepare your tax returns. We look with you on an annual basis to identify mistakes and missed opportunities which may have a significant difference.

With ICOR, we will bring you a Real Estate Investors Checklist to discuss the following issues:

- Starting with the end in mind
- Understanding your assets and protecting them

- With entity selection
- Understanding the "why" of your business
- How your investments are taxed
- Which investments to have in taxable, deferred and not taxable accounts
- Accomplishing long term benefits
- Maximizing exit strategies to benefit you
 - In sales situation
 - With charitable and generation wealth transfers

Join us for this Real Estate Investors Checklist to ensure that you are looking at protecting your assets and taking advantage of the tax code to save cash. Go to www.icorockies.com to register for this event.

SAVE • THE • DATE

MIND OVER MONEY

Tuesday, June 1, 2021 at 4:30 PM - 6:00 PM MDT

ONLINE EVENT

TV, Radio, and print ads all have an influence on how we make our financial decisions. Join us to discuss how these outlets use fear and emotions to impact our behavior and our mindset about money.

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SELF DIRECTED IRA EXPERT

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2020 Retirement Plan Contribution Deadline Extended

The IRS has extended the 2020 retirement plan contribution deadline to Monday May 17th. This gives people an extra month to make their 2020 retirement plan contributions. Now be a good time to review your 2020 tax situation and discuss some tax saving strategies with your CPA. Let's review the 2020 contribution limits:

2020 Contribution Limits:

Traditional IRA: \$6,000 under 50; or \$7,000 if you're over 50 (Pre-tax contribution)

Roth IRA: \$6,000 under 50; or \$7,000 if you're over 50 (After tax contribution)

SEP IRA: \$57,000 (Pre-tax contribution)

Health Savings Account: Self-only medical plan: \$3,550; Family medical plan: \$7,100, \$1,000 catch-up over 55 (Pre-Tax Contribution)

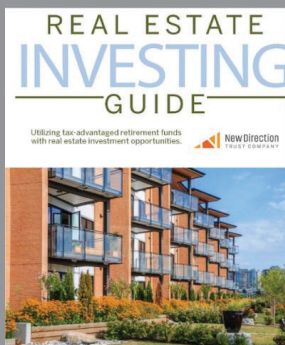
Solo 401(K): \$57,000 under 50, or \$63,500 over 50 (Can be pre-tax, after tax, or a combination)

Income tax is a fact of life but contributing to a retirement plan could reduce the amount you are required to pay. The United States operates on

a graduated tax schedule and you can find the 2020 federal tax brackets by going to www.irs.gov/newsroom/irs-provides-tax-inflation-adjustments-for-tax-year-2020. In addition to federal tax, the state of Colorado has a flat income tax rate of 4.63%. The IRS allows you to contribute to pre-tax retirement plans to defer the tax until you decide to take a distribution at a later date. The tax game is a simple one, pay the minimum amount of tax as allowed by the law. This is especially helpful if your taxable income pushes you into a higher tax bracket. Making a contribution may allow you to lower the tax you are required to pay.

What can you do if you don't have a retirement plan? What can you do to get started? Feel free to contact New Direction Trust to determine which retirement plan best fits your needs. We would be happy to evaluate your situation and assist you with setting up a retirement plan. Most plans can be created online, and accounts are often opened within 24 hours. Contributions can be made via an electronic transfer, ACH or wire, or by mailing a check. If the contribution check is postmarked by May 17th, we can count it towards the 2020 contribution, and if we receive the electronic contribution request by May 17th, that will also count towards the 2020 contribution. Feel free to reach out before the May 17th deadline passes.

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