

# NTLA UNIVERSITY REGIONAL SEMINARS 2020

## GENERAL SYLLABUS

9:00—9:05 am	<b>NTLA Welcome</b>
9:10—9:30 am	<b>What is a Tax Lien and Why Are They Sold?</b> History - Purpose - Debunking Myths ( <b><i>Bad Education</i></b> )
9:30—9:45 am	<b>General Ethical Guidelines</b> An open discussion on what it means to be a good steward in the communities in which you invest and the balance to optimize profits as opposed to maximizing profit. Hint: pigs get fat, hogs get slaughtered! Maximize Profit – Bad Decisions.
9:45—10:30 am	<b>Lien Acquisition Strategies</b> What are you looking for? What do you need to know before you bid? Due diligence through the bidding process – call out auction versus online bidding. The premium.
10:30—11:00 am	<b>The Process of Servicing a Tax Lien Sale</b>
11:00—11:15 am	<b>BREAK</b>
11:15 am—12:15 pm	<b>The Enforcement Process</b> You own the lien. Now what? The enforcement process for “normal” properties, and abandoned properties.
12:30—1:45 pm	<b>LUNCH BREAK</b>
1:45—2:30 pm	<b>REO/Tax Deed Issues</b> You have your final judgment. What do you need to do to take possession? What are the issues surrounding the sale of real estate acquired by tax foreclosure?
2:30—2:45 pm	<b>Q+A/BREAK</b>
2:45—3:30 pm	<b>Stuff Happens</b> Motions to vacate judgment, and bankruptcy filing during and after you own the property.
3:30—4:00 pm	<b>Q+A Session/Adjournment</b>