JamesWachob.com

TurnkeyInvest.com TurnkeyAlternative.com FoundationPM.com iBuyYourHouse.com

I help investors **buy, renovate** and **manage** great properties. With nearly two decades of experience James has helped investors from around the world grow their portfolio and deliver results. Our team delivers everything an investor needs to succeed. Starting with acquisitions, our team at iBuyYourHouse.com is focused on specific areas of town that qualified tenants are asking to live in. We have studied each zip code street by street and know where to buy and what areas to avoid. The two data points we measure are how quickly a home is rented after a full renovation, and length of tenant stay. By focusing on areas of town that are safe, and close to major employers like FedEx World Headquarters, St. Jude Children's Research Hospital, and Nike's Worldwide Distribution Center – Foundation Property Management, LLC maintains a 98% occupancy rate keeping your properties tenanted with hard-working, long-term tenants. Our average tenant stay is 2.75 years and our eviction rate is less than 1%.

High-quality construction standards: If it doesn't have a 10-year useful life, we fix it or replace it. We add several maintenance preventers like hard-surface flooring in high traffic areas, new 30-year architectural shingle roofs, new HVAC, upgraded plumbing, and much more. This helps keep maintenance request to a minimum, increasing your bottom line, and our investors coming back when they decide to expand their portfolio. Our game plan is simple: we repair what is identified as defective, modernize the aesthetics, and verify the home is safe, clean, and functional.

What is Turnkey? **We offer everything under one roof that my investors need to succeed:** Acquisitions, Renovations, Repairs, In-house Property Management, Accounting, Legal, Hazard Insurance Master Policy, Collections, and our team of preferred lenders make it possible to obtain the best financing options, with as little as 15% down.

I love working with investors to help them formulate a game plan and create strategies to replace their income! Schedule a call or online strategy session with an advisor to take your next steps towards growing a portfolio of passive income properties. My investors have found success with TurnkeyInvest.com - last year alone they added more than $23 million in value to their portfolios. You can tap into our team's 100+ years combined experience in the real estate industry. Whether you are new to investing or a seasoned veteran, our team will give you the tools you need to succeed. We act as your boots on the ground and our goal is to deliver results that affect your bottom line.



We want to be a catalyst to help you achieve your investment goals.

James Wachob

The Complete TurnkeyInvest.com Process:

1. **Begin Discovery** - Browse all properties on TurnkeyInvest.com
   Each property's diligence vault contains all data that an informed investor would need to analyze our properties. Let us help you chart a course from where you are now to where you want to be. Fill out our Discovery Form to speak with a client advisor to develop your plan.

2. **Take Action** - Click the "Order Now" button and fill out a brief questioner to reserve the property.
3. **Purchase agreement** - Once our team receives your application, and it is approved, we will send you the paperwork via DocuSign.
4. **Pre-approval process** – We work with several preferred lenders who are experts in helping real estate investors maximize their capital. They offer the most aggressive rates and lower fees than traditional mortgage brokers and have a deep understanding of the intricacies involved in growing a sizable portfolio.
5. **Hazard Insurance** - Lipscomb and Pitts will send details of our optional master insurance policy. Please respond to and accept their coverage or you choose to use your own insurance provider.

   PLEASE NOTE: Foundation Property Management, LLC must be listed as Additionally Insured on all policies not held by Lipscomb & Pitts. Your insurance provider will be responsible to send all renewal declaration pages after the initial term.

6. **Consideration** – Wire your earnest money, in the amount of $5000 to the closing attorney. **10,000 is required for new construction and is paid to the builder.* These funds will be applied to your down payment, at closing.

   - ✓ **ATTENTION!!** Please call the office of Apperson Crump PLC at 901-756-6300 to verify the instructions are correct BEFORE wiring funds.
   - ✓ Remain in contact with your preferred lender and supply them with all documents required.
   - ✓ Foundation Property Management is already marketing your property to find a qualified tenant, during the renovation period & our team will send you photo updates of the renovation in progress.

7. **Inspections** - When all renovations are completed, our team will schedule your 3rd party home inspection to ensure the craftsmanship and condition of the property, a termite inspection is required by the mortgage company to confirm the property is free of any termites, and the appraisal will justify the sales price to your lender.

   Any necessary repairs found by the home inspector will be addressed, at no additional cost to you, and a detailed update including photos will be sent for your approval.

8. The attorney, Apperson Crump PLC, will FedEx the closing documents to be signed, and you will return them to the attorney.

CONGRATULATIONS ON YOUR NEW INVESTMENT!

9. Foundation Property Management will prorate your rent from the closing date and take care of your property moving forward. You will receive a username and login to our rental owner's portal where you can track all aspects of your portfolio, in real time.

   **Note: This process usually takes 30-45 days from the time you endorse the purchase agreement. We receive multiple offers on many of our properties. It is always best to consult a preferred lender, as soon as possible, during your discovery process.*

10. Enjoy cash flow from your property, use it to pay down the loan principal, and repeat the whole process. Now you're on your way to realizing your goals!

Full-service & In-house Property Management:

All aspects of managing your new rental property are already in place. Once you are under contract on a property you love, your relationship with the property managers will begin as we go to work for you:

- Marketing your rental to obtain a qualified applicant
- Vetting and placing quality tenants
- Collecting monthly rent, on time
- Responding to maintenance requests, in a timely manner
- Communicating with tenants, and rental owners
- Keeping your property occupied and cash-flowing so you get to sit back and enjoy your monthly rent payments as they are deposited into your account.

Of course, this is real estate and issues will come up. When these things happen, we are the team to have on your side.

FoundationPM manages numerous properties across the Memphis Metro Area, and we have an excellent track record with managing properties for local and out-of-state investors. Because of our volume we get better prices on everything from roofing to plumbing and we pass those savings along to our investors. We employ a full-service staff overseeing your property, including an in-house maintenance team managed by licensed technicians.

OUR STORY

With two decades of real estate backgrounds in real estate development, homebuilding, and property management James Wachob recognized the need for a property management company focused on being aligned with the rental property owners. He created Foundation Property Management with a single guiding principle: “We manage our client’s assets as if they were our own.” The commitment to providing safe and clean properties to the Memphis workforce is of the utmost importance. Each property managed by Foundation Property Management must meet our high standards and we refuse to manage properties that do not fit these basic standards of living.

Foundation Property Management is Memphis’ Fastest Growing Property Management Company.

From the first-time investors to our seasoned veterans, our team acts as your boots on the ground. Our highly trained, market experts handle all aspects of property management tailored to your individual needs. But the real value comes from the quality of communication and transparent operations you receive.

What else should you consider as you select a property manager? We believe the financial strength of the company is an important consideration. Below are a few items for your consideration in determining our ability to be there for you, both during the renovation process and after you close on your investment property.

We do not live on profiting from repairs to your rental portfolio. As a homebuilder, turnkey provider, and real estate investor James Wachob offers the services of Foundation Property Management to better serve his clients. As proof of this, we use a sliding scale when repairs need to be made. James is committed to his saying “If my investors are not winning, I am not profiting.”

The leadership team is accessible and has a relationship with each rental property owner and tenant. The number one problem in real estate is poor communication. James along with the team at Foundation Property Management strive to give proactive feedback, using photos and videos to bring your property to you virtually. We form a partnership with our investors, who are not looking for a commodity provider, they are growth-oriented, and they share our core values.

Above all, our rental property owner-driven principles have allowed us to work closely with each individual to gain insight into the needs and wants of those who matter most: you. We've come a long way, and while our client base continues to grow, we never forget the most important thing of all – the families that choose us for their investment property management. As you continue to grow your portfolio and live out those dreams, know we'll be here for you every step of the way.

PREFERRED LENDERS:

Greg Iverson
Delmar Mortgage
8837 Manchester Rd.
Brentwood, MO 63144
314-658-9400
giverson@delmartmortgage.com

Aaron Chapman
Security National Mortgage, Inc.
1819 S Dobson, Suite 203
Mesa, AZ 85202
602-291-3357 Ext: 2371
Fax: 800.829.6504
Aaron.Chapman@snmc.com

Graham Parham
Highlands Residential Mortgage
Senior Loan Officer
NMLS #195724
12001 N. Central Expressway, Suite 750
Dallas, TX 75243
Toll Free Direct: 855-326-6802
Office: 972-581-2998
Cell: 214-679-3396
Toll Free Fax: 855-326-6801

Joe McBreen
CrossCountry Mortgage, Inc.
520 W Erie Street, Suite 400
Chicago, IL 60654
Direct: 312-319-8710
Mobile: 773-203-4843
jmteam@beloan.com

CLOSING ATTORNEY:

APPERSON CRUMP PLC
Joe Aldridge | Attorney
Connie McTamany | Closer
6000 Poplar Avenue, Suite 150
Memphis, TN 38119
Phone No. 901-756-6300
Direct No. 901-271-2734
Fax No. 901-756-9782
cmctamany@appersoncrump.com

Melissa Jaynes | Pre-closer
Direct No. 901-271-2736
mjaynes@appersoncrump.com

HAZARD INSURANCE MASTER POLICY PROVIDER:

Lipscomb & Pitts Insurance, LLC
John P Carpenter
Commercial Lines Account Assistant
Lipscomb & Pitts Insurance, LLC
2670 Union Avenue Extended, Suite 100 · Memphis, TN 38112
901-321-1033
jpc@lpinsurance.com



You are invited to visit our campus and meet the team, located at 6000 Poplar Ave. Memphis, TN 38119 Suite 250. Each week we have clients visit Memphis to see for themselves why so many people are talking about America's #1 cashflow city. During your visit we will tour properties under construction, completed inventory, new construction, and multifamily. We will show you the areas we invest in and the areas we avoid. You will leave with an in-depth understanding of the Memphis Metro Area and assured that you are in good hands with the team at TurnkeyInvest.com and FoundationPM.com on your side.

MEET THE TEAM



JAMES WACHOB
Chief Executive Officer



LOUIS ROSENBERG
Implementor



AMY HOLLAND
VP, Sales & Marketing



PORSCHE RANSOM
Property Manager



JENNY GRAY
Director of Contract Admin



PATRICK ROATEN
Head of Construction



PATTI KINCAID
Staff Accountant



CAROLE HOSFORD
Accounting



ASHLEY MURRAY
Accounting



RYAN MULDEZ
Investor Relations Manager



PAUL GRANADA
Business Development Representative



KATHY CANTO
Team Leader



MAYLA ILIGAN
Tenant Communications Specialist



ANN ABROT
Contract Administrator



JOSEPH GOMEZ
Contract Administrator



HARVEY ABROT
Operations



JACKIE IDOL
Marketing Manager

TURNKEY INVESTING CHECKLIST

1. Is this an A, B, or C neighborhood?
2. What is my estimated cash flow?
3. What expenses were accounted for in the proforma?
    a. Vacancy __ %
    b. Future Repairs ___%- Homes built before 1985 8%, After 1985 5%, 2000 and newer 3%
    c. Property Taxes
    d. PITI Principal, Interest, Taxes, Insurance
    e. Property Management Fees – (Included but tax deductible)
4. Is the property vacant or occupied?
    a. Vacant – How many leads does the property manager have on this home and what measures are being taken to find a quality tenant? Is the target rent achievable?
    b. What is your typical vacancy rate? 4% - Our average tenant stays 3 years. 10 homes, every three years 1 goes vacant, it takes 45 days to get home rent ready and new tenant in. This does not work on 1 property.
    c. Occupied – When does the lease begin and end? What can you tell me about the tenant? How much of a security deposit is being held? How do you determine if all or a portion of it is returned?
5. Detailed Scope of Work that shows all work being performed on the property.
    Your big-ticket items are: 1. Roof 2. Mechanicals 3. Trees 4. Flooring – Hard surface flooring in high traffic areas and wet areas.
6. What appliances are included?
7. Is there a washer /dryer Hookup?
8. What is the crime rate in this area?
9. What are typical weather conditions? Above hurricane belt, below rust belt.
10. Does your inspection test for mold? Mold test is optional $250, optional.
11. Third party Home inspection and repair guarantees
12. Copy of a sample contract to purchase. What contingencies are in the agreement?
13. Copy of a sample property management contract.
14. Copy of a sample lease.
15. A complete step by step game plan to purchase.

16. Company Bio – who am I trusting with my investment?
17. Interior and Exterior Photos
18. Comparable sales
19. Comparable rents
20. What are the annual taxes and how are these calculated?
21. What are my insurance options?
22. What size is the lot?
23. Foundation: Basement? Monolithic Slab? Crawl Space? Split level?
24. Is this property located in a FEMA flood zone?
25. Exterior construction:
    a. Brick, Vinyl Siding, Aluminum Siding
    b. Roof: Age ___ material?
    c. Windows?
26. How close is this property to major employers?
27. What shopping is available in the area?
28. What parks and outdoor features do the residents have?
29. Are there sidewalks and streetlights?
30. What type of resident will be attracted to this home?
31. Who provides utilities, fire, police, etc.?
32. Public Sewer or Septic? Public Water or Well?
33. Attached or detached?
34. Storage?
35. Parking: Driveway, 1-car carport, 2-car carport, 1-car garage, 2-car garage, street parking only?
36. Is there an HOA? If so, how much are the annual dues and what does that cover?
37. What is behind the home?
38. What lender should I work with?
39. Square footage? Source? Appraiser, Tax Assessor, Realtor
40. Type of property: Ranch Style SFR, 2-story SFR, Duplex
41. What type of warranty is provided with your homes?

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