
FROM WALL STREET TO MAIN STREET: THE ACCREDITED INVESTMENT PROFESSIONAL



Most real estate investors face the nearly impossible task of competing for the few quality deals in their market against tens, if not hundreds, of deep-pocketed, well-connected and established investors already there. To survive, new and undercapitalized investors are forced to work many fruitless hours blindly mailing, calling, driving and knocking on random doors to find whatever scraps may be left over. After all this effort, in the rare instance a good deal is finally secured, investors are typically rewarded by a time clock on escrow that is subject to the whims of an unprofessional “hard money” lender, or a race to close another buyer. On the other hand, those who do have access to funds typically underestimate risk and expenses overpaying for assets and eventually incurring unexpected financial loss. All the while, the few real estate brokers and agents who even attempt to work with investor clients generally serve as little more than conduits to the MLS, limited by their general lack of investing knowledge.

This investing culture is unique to real estate, and it’s not how the professional world of investing works. There’s a better way, and the financial firms of Wall Street, such as hedge funds and investment banks, capitalize on it everyday. As a financial firm who deals in residential real estate as its primary asset class, we at *Adagio Group* have developed a course to empower emerging real estate investors and their agents to break through the established competition and daunting hurdles. We have distilled the insights of Wall Street into one concise package: the *Accredited Investment Professional (“AIP”)* course and designation; it includes everything one needs to become a fund manager: no upselling, events, bootcamps or any other shady sales tactics. The AIP course covers risk analysis, deal structuring and investment fund creation; upon successfully completing the course, AIP designees are afforded the financial backing of Adagio Group, which includes a **\$5MM proof of funds letter**. This program takes students from fighting for a few thousand dollars to making potentially millions with their real estate investment business by bringing the exclusive expertise and professionalism of Wall Street to their Main Street.

The AIP course provides an introduction to basic financial and economic principles to serve real estate investors in developing and executing investment strategies that improve risk-adjusted returns and liquidity relative to traditional real estate investment strategies. This course also teaches students how to access the private capital markets raising capital on terms and rates that are commensurate with risk enabling them to establish and manage their own investment fund.

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The AIP course is divided into four lessons with a final exam and is offered entirely online via the Blackboard platform; it includes risk calculation and pricing (CAPM, Sharpe Ratio, etc.) spreadsheets and a private fund offering documents template with SEC Form D, in addition to sample financial industry-standard marketing materials (**\$35,000+ value**). Further, the instructor is available for virtual office hours to assist students as needed with course content and materials (**\$750/hr value**). For more information, review the *AIP syllabus* (http://www.theadagiogroup.com/realestate/AIP_Syllabus.pdf).

The AIP designation is awarded upon successful completion of the 150-hour AIP course. AIP designees have demonstrated the knowledge and skills required to develop their own institutional-grade private fund(s) issuing debt and/or equity to form risk-priced capital for deployment into the investment model of their choosing: from traditional wholesaling/arbitrage trades and rehab/value-add projects to a portfolio of structured products or even other companies. AIP designees are empowered to beat local competition, no matter how established, with the strength of skills and resources utilized by the real players in the world of investing, Wall Street.

Real estate brokerages and unlicensed legal entities (i.e. LP or LLC) may become accredited by registering for the AIP course and having all of its managing principals (i.e. broker of record, managing partners or members, etc.) pass the final exam; all registered brokerage and entity principals and associates are allowed access to the course. The course *registration link* and tuition are the same for brokerages and entities as for individuals and includes the final exam for one broker or principal; each additional broker, principal or associate (i.e. real estate agent) must pay one installment to take the exam. The registering entity representative must submit a *.pdf copy of the entity's Articles of Organization listing each of its principals to solutions@adagiollc.com as a condition of enrollment. All individuals who pass the exam will be awarded the AIP designation independently of their respective brokerage or entity.

To begin the process of becoming an Accredited Investment Professional, *register* (<http://mkt.com/adagio-llc/accredited-investment-professional-course>) for the AIP course; *financing* (<http://mkt.com/adagio-llc/aip-course-installment-payment>) is also available with six pay-as-you-go installments.

If completing the AIP program requires more of a time investment than you are willing or able to make, we will create and manage an investment fund supplying capital to your business and provide ongoing support at ultimately no expense to you with our *Investment Banking Services*.

LEGAL DISCLAIMER: The contents of the AIP course are not to be construed as or used for the purposes of offering investment advice, tax advice, legal advice or brokering securities, nor is the AIP designation to be used as a marketing asset for securities issuers.