

MH2X – Infill & Upgrade Workshop

Wednesday, 11/20/24, 8:30am – 5:30pm

Country Inn & Suites, Galleria/Ballpark, Atlanta, Ga.



Time	Title	Topic	Speakers
08:00a	Registration, Setup	Install financial calculator app, access Dropbox files	Ami Chirinos, Kim Shultz-Rainford
08:30a	Introductions	MH production, MH2X, attendee introductions	Kim Shultz-Rainford
09:00a	Lease-Option	PPI experience, transaction structure, legal basis, NADA, acquisition lenders, attorneys, buyers, demographic data, application processing, cost-benefit home & infill, chattel lenders	Spencer Roane
10:00a	Defaults	Default-related costs = frequency of default x cost of default	Spencer Roane
10:30a	L-O examples	Structuring sample L-O Transactions using spreadsheet template, L-O contract	Ed Barber, John Gelzer
11:30a	Acquisition lenders	Conventional lenders, investors, loan documents	Travas Plats, private investor, Kim Shultz-Rainford, Maryuri Barberan
12:15p	Lunch	Lunch - Review	Lunch
01:00p	L-O attorney Q&A	Q&A L-O structure, legal basis, requirements, exclusions, evictions	Lex Watson
02:00p	Ordering & installing MHs	Ordering specs, installation, onsite costs, maintenance/repair issues, MH plants serving you	Maryuri Barberan, Ricky Thomas, MH
03:00p	Selling MHs	Social media, flyers, newspaper ads, municipal infill	Alexandra Stone, Maryuri Barberan, Maiara Spinetta
03:45p	Qualifying buyers	Pre-Qualification Worksheet (PQW), video, application processing, credit scores, L-O closing docs, credit bureau reporting	Angela Vera, Maryuri Barberan
04:30p	CO panel	L-O transaction structure, buyer demographics, home specs, new vs used, SW vs. DW, defaults, converting POH to L-O.	Maryuri Barberan, Ben Braband, Ed Barber, Bryce McMurry, John Gelzer, Jane Yang
05:45p	Pizza & Drinks	Review, Q&A, tour tomorrow, & more ...	Maryuri Barberan, Dayana Gonzales, Spencer Roane

Thursday, 11/21/24 (transportation not provided, carpooling encouraged)

7:30am - Breakfast at Trading Post Cafe, West Bankhead Hwy #2b, Villa Rica, Ga.

9:00 – 9:30 – Visit American Commerce Bank, 400 US Hwy 27, Bremen, Ga.

10am – 2pm – Visit Cedar Village MHC, 250 Cedar Heights Road, Carrollton, Ga.

[NOT REGISTERED YET? REGISTER NOW HERE](#)