

# MH2X – Infill & Upgrade Workshop

Wednesday, 08/21/24, 8am – 6:30pm

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

## Agenda/Sessions:

Time	Title	Topics	Speakers
8 – 8:30am	Registration, Setup	Install financial calculator app, access Dropbox	Dayana Gonzales
8:30 – 9:15	Introduction	MH production, MH2X, attendee introductions	Kim Shultz-Rainford, Tom Lackey
9:15 – 10:45	Lease-Option	PPI experience, transaction structure, examples, L-O assistant, legal basis, NADA, acquisition lenders, L-O contract, attorneys, buyers, demographic data, application processing, chattel lenders	Spencer Roane
10:45 – 11	<b>Break</b>		
11 – 11:45	Acquisition lenders	Conventional lenders, investors, loan documents	Maryuri Barberan, Kevin Thrash, private investor, Chris Roane
11:45 – 12:30	<b>Lunch</b>		
12:30 – 1:30	L-O attorney Q&A	Q&A L-O structure, legal basis, requirements, exclusions, evictions	Lex Watson
1:30 - 2	Qualifying buyers	Pre-Qualification Worksheet (PQW), application processing, credit scores, L-O closing docs, credit bureau reporting	Angela Vera, Maryuri Barberan
2 – 2:15	<b>Break</b>		
2:15 -3:15	Ordering & installing MHs	Ordering specs, installation, onsite costs, maintenance/repair issues, MH plants serving you	Maryuri Barberan, Ricky Thomas, MH mfg. reps
3:15 – 4	Selling MHs	Social media, flyers, newspaper ads, municipal infill	Alexandra Stone, Maryuri Barberan, Maiara Spinetta, Chris Nicely
4 – 4:15	<b>Break</b>		
4:15 – 5:15	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, Tom Lackey, Bryce McMurry, John Gelzer
5:15 – 5:30	More ...	Future topics TBA	Maryuri Barberan, Spencer Roane
5:30 – 6:30	Pizza & Beer	Review	

## Thursday, 08/22/24

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.