

# POWER OF STRATEGY

Know the options available and profit with the surge of Section §1031 activity

FRIDAY, MAY 4<sup>TH</sup>



Annamarie presents the class with a focus on how the agent can benefit professionally and monetarily \$.

Annamarie is not a "suit talking about the § 1031 tax code".

Friday, MAY 4<sup>TH</sup>, 2018

Registration: 8:15

Course Starts 8:30 –11:30 AM

## WHERE

1924 N Ash St. Spokane, WA 99205

**COST: \$ 30 SAR members & non-members**

**EARN: 3.0 CE Credit hours Washington**

## RSVP:

Online: [www.spokanerealtor.com](http://www.spokanerealtor.com) OR

Mail check to Spokane Association of REALTORS®  
1924 N Ash St. Spokane, WA 99205

*Especially for the* **Members of the**

**Spokane Association of REALTORS®**

*Instructor*



**ANNAMARIE KOONING**

**Northwest Division Manager**

**Asset Preservation, Inc**

**Help your clients maintain &/or increase their wealth in the real estate market**

Understand the trends affecting investors with highly appreciated properties in 2018

Learn 6 ways to increase your commission\$

Determine your role as a Broker/Agent in the 1031 exchange process

Know the 4 levels of capital gain taxations.

Full Deferral vs Partial Deferral: Agents make \$

Properties Held for Sale vs Held for Investment: *what's the difference?*

Super Tax Break:

weaving Section 121 with Section 1031

Strategize with properties that have: ADUs,

Airbnb/VRBO/Vacasa, or run a Biz out of

Vacation Homes: ...turns into a second home?

Entity issues: *can delay your sale*

Intent: *why all the fuss*

Like-Kind & Holding Period Issues

**Section § 1031 is an equal opportunity tax!**



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