

# BUFFALO Multifamily Investment Property Expo & Trade Show

Saturday, September 22, 2018  
9:00 am. – 1:00 pm.  
(Registration & Trade Show Doors Open At 8:00 am.)

*Presented By:*

*Qualified Intermediaries For 1031 Exchanges*



*Real Estate Investment Specialists*

CORPORATE HEADQUARTERS  
3865 Seneca St., Buffalo, NY, 14224  
(716) 675-1500 [www.rjgullo.com](http://www.rjgullo.com)

*Real Estate Investment Specialists*



*Qualified Intermediaries For 1031 Exchanges*

PRRST STD  
US POSTAGE  
PAID  
BUFFALO, NY  
PERMIT NO. 571

# **Prepare Yourself For The Boom In Real Estate Investing...**

This Half-Day “**EXPO**” will prepare **Real Estate Investors** for the real estate investing revolution of the 21st Century. Through this state of the art **EXPO** you will be ready to take advantage of this Boom, and not lose out to your competitors.

Our premier educational sessions, will give you the tools needed to prepare yourself for this Boom. By attending the **BUFFALO MULTIFAMILY INVESTMENT PROPERTY EXPO & TRADE SHOW, You Will LEARN HOW TO CREATE WEALTH USING REAL ESTATE AS AN INVESTMENT VEHICLE.**

## **Educational Topics To Be Covered:**

- **Learn Why Multifamily Investment Property Is An I.D.E.A.L. Investment**
- **Learn The Most Common Mistakes By Landlords**
- **Learn The Benefits Of Having Your Property Professionally Managed**
- **Learn How To Analyze A Multifamily Investment Property (The Numbers Game...)**
- **Learn How To Reduce Your Property Taxes**
- **Learn About The New Tax Law Changes Affecting Real Estate Investors**
- **Learn How To PAY NO TAX When Disposing Of Investment Property**

**PLUS Much More...**

# BUFFALO MULTIFAMILY INVESTMENT PROPERTY EXPO & TRADE SHOW

## GENERAL INFORMATION:

### ADMISSION:

Students must be pre-registered and must complete the attached “REGISTRATION FORM” and send it in with a check for \$20.00 per Student no later than three (3) days prior to this event.

Seating is limited to 200 attendees and is offered on a first-come-first-serve basis.

There will be absolutely no walk-ins allowed the day of this event.

REAL ESTATE AGENTS OR BROKERS WILL BE CHARGED THE NORMAL FEE OF \$199.00 and NOT the special fee.

### DATES & TIMES:

Saturday, September 22, 2018

Registration & Trade Show Doors Open at 8:00 am.

Start Time: 9:00 am. until 1:00 pm.

### LOCATION:

MILLENNIUM HOTEL

2040 Walden Ave., Cheektowaga, New York 14225

(Adj. to the Galleria Mall)

### PRESENTED BY:

This “Real Estate Event Of The Year” is being presented by the R. J. GULLO COMPANIES which are Qualified Intermediaries For 1031 Exchanges and Real Estate Investment Specialists.

### EXPO WORKBOOK:

Please include your e-mail address when completing your REGISTRATION FORM. We will e-mail you a copy of the EXPO WORKBOOK the day before this event. Please bring it with you.

### TRADE SHOW

In addition to our expert educational sessions, we will provide a TRADE SHOW of Multifamily related Vendors starting at 8:00 am. This will run in the morning during the Registration Period, during the educational sessions break, and at the end of the educational sessions.

Each Vendor will provide a FREE Gift to Raffle and all Raffles will be pulled at the end of this event and students must be present to win.

### CONFIRMATIONS & CANCELLATIONS:

Registered students will NOT receive any notice of confirmation. All EXPO events will run as planned. If you have any questions, you can reach RUSSELL J. GULLO at (716) 903-9011.



**KEYNOTE SPEAKER:**

Russell J. Gullo, CCIM, CEA, is Founder & CEO of the R. J. GULLO COMPANIES, Founder & Director of Operations of the AMERICAN INSTITUTE OF REAL ESTATE EXCHANGORS (AIREE), and Founder of the BUFFALO INVESTORS & EXCHANGORS GROUP (BIEG).

Mr. Gullo has worked in the real estate investment industry for over thirty-five years and has structured thousands of transactions totaling over eight billion dollars. He is acknowledged throughout the United States as a leading authority on 1031 Exchanges and also has experience with real estate transaction advisory, investment brokerage services, co-ownership investments, acquisitions, dispositions, asset management, and property management.

Mr. Gullo is a former adjunct professor at Canisius College (1980-1990) where he taught Real Estate Investment, Real Estate Taxation and 1031 Exchanges. He is one of the pioneers in the 1031 Exchange arena and one of the most sought after 1031 Exchange trainers in the country. Mr. Gullo has authored hundreds of articles on real estate investment topics and is the former host of the “Real Estate Wealth Building Strategies” radio program.

Mr. Gullo holds a B.S. in Finance from Canisius College, is a Certified Commercial Investment Member (CCIM), a Certified Exchange Advisor (CEA), and a Licensed Real Estate Broker in New York. He is also a member of the CCIM Institute and the American Institute of Real Estate Exchangors.

Mr. Gullo was listed in “Who’s Who In Creative Real Estate”, received the “Most Informative People In Creative Real Estate” award, and was the first inductee into the Exchangor’s Hall Of Fame.

**SPEAKERS:**

- 1.) **Russell J. Gullo, CCIM, CEA, CEO, R.J. GULLO COMPANIES**  
**Topic: Multifamily Investment Property An I.D.E.A.L. Investment**
- 2.) **Robert Friedman, Esq., Friedman & Ranzenhofer, P.C.**  
**Topic: The Most Common Mistakes Made By Landlords**
- 3.) **James Lawson, President, Real Property Management Of Greater Buffalo**  
**Topic: The Benefits Of Having Your Property Managed Professionally**
- 4.) **Russell J. Gullo, CCIM, CEA, CEO, R. J. GULLO COMPANIES**  
**Topic: How To Analyze A Multifamily Investment Property**
- 5.) **Donald A Griebner, Real Property Services, LLC.**  
**Topic: How To Reduce Your Property Taxes**
- 6.) **Esther Guylas, President, EG Tax Service**  
**Topic: New Tax Law Changes Affecting Real Estate Investors**
- 7.) **Russell J. Gullo, CCIM, CEA, CEO, R. J. GULLO COMPANIES**  
**Topic: How To PAY NOT TAX When Disposing Of Investment Property**

**REGISTRATION FORM**

This Registration Form must be fully completed and returned with a check in the amount of \$20.00 per Student no later than three (3) days prior to this event. Please make check payable to **R. J. GULLO & CO., INC.**, and send to R. J. GULLO COMPANIES, 3865 Seneca Street, Buffalo, New York 14224.

---

<b>Student Name</b>	<b>Home Telephone #</b>	<b>Business Telephone #</b>
---------------------	-------------------------	-----------------------------

---

<b>Student Address</b>	<b>City</b>	<b>State</b>	<b>Zip Code</b>	<b>E-Mail Address</b>
------------------------	-------------	--------------	-----------------	-----------------------