



Section 1031

For Real Estate Professionals Course Outline

Edmund & Wheeler, Inc. QI
567 Cottage Street
Littleton, NH 0561

603-444-0020

www.section1031.com
exchange@section1031.com

In Maine

Edmund & Wheeler, Inc. QI
581 Carter Hill Rd.
Fryeburg, ME 04037

207-221-3456



"The Power of Section 1031 for Real Estate Professionals" is presented in three modules with two 15 minute breaks. The course takes approximately 3.5 hours to deliver, for a total time commitment of 4 hours including breaks.

The Power of Section 1031 - For Real Estate Professionals
Course Outline

**Section
1
Introduction &
1031 Basics**

Section 1 provides students with an outline of this course, an introduction to the Section 1031 Exchange and the essential elements required for successful exchanges.

This section lasts approximately 75 Minutes, and is outlined on Page 3

**Section
2
Case Studies &
Real-life Examples**

Section 2 contains case studies of the various types of Exchanges as well as real-life examples of actual transactions that will assist students in developing their own Section 1031 strategies.

This section lasts approximately 70 Minutes, and is outlined on Page 4

**Section
3
Alternate Exchange
Opportunities**

Section 3 outlines the viable alternatives for Exchanges that can be used for diversification, relocation or the desire of a client wishing to exit from the real estate investment class.

This section lasts approximately 45 Minutes, and is outlined on Page 5

**Course
Summary

Post Quiz

Section 1031 Glossary**

Course Summary – “Must Have Section 1031 Concepts”

The Post Quiz

The Glossary will be introduced to students.

**Section
1
Introduction &
1031 Basics
Course Outline**

- | | | |
|--|---|------------|
| 1. About Edmund & Wheeler, Inc. | } | 20 Minutes |
| 2. Course Outline | | |
| 3. Course Objectives – Pop Quiz | | |
| 4. What Is A Section 1031 Exchange | } | 10 Minutes |
| 5. The Five Critical Elements of an Exchange | | |
| 6. The Regulation | | |
| 7. An Exchange at A glance | } | 10 Minutes |
| 8. Section 1031 (a)(1) IRS Code | | |
| 9. What Are the Benefits of an Exchange? | | |
| 10. The Essential Elements | } | 10 Minutes |
| 11. Replacement Property Rules | | |
| 12. Real Property (What is Like Kind?) | | |
| 13. Personal Property | } | 10 Minutes |
| 14. Timing Is Everything | | |
| 15. Can Anyone Handle an Exchange? | | |
| 16. Who Qualifies for an Exchange? | } | 15 Minutes |
| 17. The Qualification Tool | | |
| 18. The Five Most Common Section 1031 Misconceptions | | |

**Section
2
Case Studies &
Real-life Examples
Course Outline**

19. Hypothetical Example – Pay Taxes / Defer Taxes.	10 Minutes
20. Edmund & Wheeler Case Studies	45 Minutes
a. Case Study 1 – Delayed Exchange 3 Real-life Examples	
b. Case Study 2 – Reverse Exchange 2 Real-life Examples	
c. Case Study 3 – Build-to-suit Exchange Real-life Example	
d. Case Study 4 – Delayed Build-to-suit Exchange Real-life Example	
e. Case Study 5 – Delayed Exchange, Reverse Format Real-life Example	
21. The Four Simple Qualification Questions	15 Minutes

A note about Case Studies & Real-life Examples:

This section of the course has been derived by the actual Section 1031 Exchanges that have been facilitated by Edmund & Wheeler. During this section of the course, we attempt to demonstrate to real estate professionals how their client’s daily real estate activities relate to the utilization of Section 1031.

The 5 Exchange types reviewed account for the vast majority of situations where a Section 1031 Exchange can be extremely beneficial to clients, and often inspires lively conversations surrounding real estate transactions and the use of Section 1031.

During this portion of the course we typically have to keep a close eye on the time, as many professionals would like to discuss situations that they are currently involved in. We allot enough time after the course should students wish to discuss their particular situations.

Sections
3&4
Alternate Exchange Opportunities & Summary
Course Outline

22. Tenants-In-Common (TIC)

- a. Why use a TIC?
- b. How does it work?
- c. Direct ownership vs. a TIC
- d. Case Study
- e. TIC Benefits
- f. TICs vs. Real Estate NNN and Master Leases

15 Minutes

23. Umbrella Partnership Real Estate Trust (UPREIT)

- a. Section 721 Exchange Overview
- b. UPREIT Benefits

10 Minutes

24. Oil & Gas Leases

- a. O&G Characteristics
- b. O&G Benefits

10 Minutes

25. Structured Sales

- a. The Structured Sale in Real Estate Transactions
- b. The Structured Sale and 1031
- c. The Structured Sale and selling a business

10 Minutes

26. Course Summary – Post Quiz

20 Minutes