

THE IRA ACCOUNT YOUR FINANCIAL PLANNER DOESN'T
WANT YOU TO KNOW ABOUT.

WEALTH BUILDING SERIES

Self-Directed IRAs

HOW TO TAKE BACK YOUR POWER AND EARN HIGHER
RETURNS ON YOUR RETIREMENT FUND!



VERONICASALDIVAR
Millionaire Mind and Spirit

I never knew I had such profitable retirement fund options! Did you?

If you're like me, you spent years funneling retirement money into your IRA accounts — the ones traditionally recommended by your banker, broker, insurance agent, investment advisor, or accountant. Typically, the money is invested in stocks, bonds, and mutual funds and you hope it grows enough by the time you reach retirement to provide some level of freedom.

I'm so glad I didn't wait until that critical time to find out that I actually have other options for investing my IRA funds. *Really* good options. As I began discovering them over the years, I started asking my financial planners if I could direct the investments in my retirement account myself. "Sure you can!" most would say. But what they meant was: Sure, you can choose any of the investments I represent (and get commission for). Other advisors simply acted like they didn't understand the question!

I finally realized I had to start looking out for myself and do my own research. That's when I discovered the Self-Directed IRA account. Who knows why it has flown under the radar so long, but it does what IRAs were originally meant to do: give you the flexibility to invest your money exactly how you wish. And that means options outside of traditional stocks and bonds, like real estate which can yield significantly higher results.

As a highly successful business owner and CEO, passionate community leader, and innovative property manager and investor, I wish I had come across this opportunity earlier and had access to the information in this VS Insight Guide™. That's why I'm making sure *you do!* I think you'll find it an eye-opener, with enough information to get you started thinking bigger.

When you're ready, give me a call and I can guide you toward your next step or point you in the direction of some of my favorite resources. You'll find more info on that at the end!



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The Self-Directed IRA: A Wealth-Building powerhouse.

Aren't all Independent Retirement Accounts (IRAs) about the same? They all provide a tax-deferred way to save for retirement. And they all give you the opportunity to invest the money while it sits in your account.

The difference is in *how* you are able to invest those funds. Most of this investing with traditional IRAs is handled through brokerages, investment advisors, banks, and life insurance companies who represent various stocks and mutual fund options. You not only have fewer investment choices and less control over where to put your money, but you are required to put your faith in others to look out for your best interests.

The Self-Directed IRA, on the other hand, opens up your ability to invest in numerous other ways and without a middleman or investment broker. In essence, you get to make all the buy and sell decisions. You still retain the traditional tax advantages, yet are able to build more wealth in areas you may be more comfortable with, such as real estate. In fact, investing your IRA in real estate, like commercial property and residential income properties, tops my list of recommendations, as it not only helps you build a healthy nest egg for retirement, but can dramatically increase those benefits through a significant rental income stream.

Tax savings and ongoing income — all from money that is just sitting there ready to help fund your dreams and desires. It's what Congress had in mind when it created Self-Directed IRAs in the 1970s. This forgotten secret is just waiting for you to put it to work. Read on and find out how.



Revolutionize your IRA account through real estate investing.

While traditional IRAs can let you invest in things like stocks, bonds, and mutual funds, your fund custodian or the IRA's parameters may not allow you to allocate your money outside of this narrow realm. With a Self-Directed IRA, however, you open up a world of investing possibilities, such as real estate.

Historically, real estate has been one of the most solid and lucrative investments. Add in ongoing passive income from rentals, and it gets even better.

When you self-direct your IRA, you can invest in such real estate as:

- Raw land
- Farms
- Pre-construction investments
- Residential property
- Multi-family units
- Commercial property
- Resort property
- Real estate development companies
- Private real estate investment funds

Great funding options and flexibility.

As you can see from the list above, a Self-Directed IRA gives you a lot of investment flexibility. And though there are some restrictions due to government regulation, it also gives you quite a bit of versatility when it comes to funding your real estate investment.

For example, you can fund your investment in full or in part through your self-directed IRA. You can join your IRA funds with someone else's to jointly purchase property. You can even purchase debt-financed property. The options are nearly unlimited. The opportunities for you to grow your retirement fund exponentially in unheard of ways are finally within reach!

Passive Income: your retirement dollars harder at work (while you take it easy).

Passive income is what everyone dreams of. It's the ultimate component in any good investment. It basically means that you earn money on a regular basis without having to do anything. Just sit



back and collect your check! That's what income from a rental or commercial property is all about. Yes, you can make a significant profit by buying lower and selling higher. But with multi-family homes (like apartment buildings or condominiums) and commercial and office buildings, you can also earn additional money the entire time you own the property by collecting rent. Imagine how much your retirement fund could grow with that kind of infusion.

How it Works.

Setting up and using a Self-Directed IRA is just as easy as any other IRA account. You open the account, make your deposit, and you're ready to go. On the final page of this Insight Guide, you'll find my direct line. Call me if you need help with any of this, want to know my recommendation for a Self-Directed IRA resource, or simply need to ask what is best for your particular situation.

With a Self-Directed IRA in place, you are ready to begin exploring your real estate investment options. I've had great success in this area and so have many of those I've helped or guided, which is why I believe in it so strongly.

A Typical Example.

To give you an idea about how it works, take a look at this example:

Jim Smith and Bill Ellis decide to partner and purchase a 15-unit apartment building for \$720,000. Bill contributes half the asking price from savings while Jim uses funds for the other half from his self-directed IRA.

Jim completes an Investment Direction form for his IRA and they open escrow. Again, they split the deposit amount of \$72,000; Jim with a check for \$36,000 from his IRA and Bill for the other half from savings.

On the preliminary title report and subsequent deed, ownership is listed as: 50% undivided interest in the name of Bill Ellis; 50% in the name "The Custodian" FBO: Jim Smith IRA.

The partners each pay the remainder of the sale price: Bill from savings and Jim from his IRA. Title transfers and records and ownership is complete!

Since Jim isn't legally able to manage property he purchased with his IRA (see next section), he hires a property manager to collect rent on behalf of both partners. The property manager then



distributes the net receipts equally: 50% to Bill Ellis and 50% to “The Custodian” FBO Jim Smith IRA.

The partners decide to keep \$20,000 in the property account for repairs and maintenance and split the monthly rental income of \$60,000 between Jim’s IRA and Bill.

Some Self-Directed IRA Guidelines.

When using your Self-Directed IRA for real estate or other investments, you will be treating your IRA as its own legal entity, just as described in the previous example (“The Custodian” FBO Jim Smith IRA). All profits will go to this entity and all expenses will be paid from it, as well.

To ensure its tax-deferred status, the government has set up certain guidelines for your IRA so you know what is permissible. Below is simply an overview. Consulting an expert in Self-Directed IRAs before investing with yours is a good idea so you fully understand the parameters.

All transactions must go through your IRA.

Your IRA owns the asset, so all income must go into this account, where it is taxed later like any other IRA. All expenses must also be paid from this account. If the IRA owns only a percentage of the investment, then it would pay that percentage of the expenses. Even financing for the investment must go through the IRA, requiring a specific kind of loan. On the other hand, some transactions, even if through the IRA, are not allowed. These include things like taking a loan from your IRA, using the IRA as security for a loan, or issuing a mortgage from it on a relative’s new residence.

Eliminate conflicts of interest.

Profiting in any way other than from your investment, through your IRA, is prohibited. This means things like collecting a fee for managing your own property, accepting a commission on property sold to your IRA, selling property you currently own to your IRA, or buying from anyone other than true third-parties. These prohibitions extend to your immediate circle, such as spouse, parents, children and their spouses, certain business partners, and key employees, to name a few.

Investment only.

Your investment may not be for personal use. So Investing in a lake cabin or vacation condo is off the table. Using the property or staying in a unit, even to do maintenance, is not allowed. This extends to family members, as well. And you may not write off any portion of your visit to the property. The law also won’t allow you to locate your business on any part of the IRA’s property.



Start making your IRA fund work smarter.

I come from a long line of entrepreneurs and business leaders — all of whom taught me about strong work ethics, honesty, and integrity. However, after beginning down the business ownership paths they followed, including building a successful multi-million dollar national company, I realized that there had to be an easier way. Sacrificing health, free time, family togetherness, and many other good things in life didn't have to be the admission price to making a good living and preparing well for retirement.

So I trained at some of the finest schools and institutes; consulted with leaders in the field; and learned the best practices, becoming an expert not only in wealth- and business-building, but in the little-known shortcuts that can help anyone work smarter. And that means helping your money work smarter, too.

My hope is that through my Wealth Building Guides, you too can bypass the hard work and reach your financial goals well-ahead of schedule. The guide you have just finished on investing in real estate through Self-Directed IRAs is one of my favorite secrets. If you'd like to hear about the others, please get in touch.



What's your next step?

You've read the guide and you can clearly see how a Self-Directed IRA can revolutionize your retirement plans. But you likely have many more questions about how to get started, who to call, how to set up an account, and where to find the right investments. I've set aside a limited number of 20-minute consultations that will give you these answers and point you in the right direction. No charge and no obligation to me at all. Just get in touch, mention this Wealth Building Guide, and let's talk!

Email me at veronica@VeronicaSaldivar.com or call 949-468-2010 to schedule today.



About Veronica Saldivar

Veronica is a dynamic business leader, strategic visionary, and successful owner and asset manager for extensive property holdings. Her success in forecasting, acquiring, and managing commercial multi-family investments stems from her entrepreneurial, operational, and expense-reduction expertise as a respected business consultant, coach, and founder of an innovative electronic payment processing company. After growing it to more than 1,000 accounts and \$300 million in annual transactions, she sold the firm to focus on commercial real estate investing. Veronica holds a degree from California State University at Fullerton and received advanced training from leading business institutes.

