

**FI 1108 – SHIFTING INTO FORWARD & REVERSE EXCHANGES: A 1031 TAX EXCHANGE SEMINAR FOR REAL ESTATE BROKERS**

A Broker's perspective on using provisions of Section 1031 of the Internal Revenue Code to provide added value to the real estate consumer as well as generate additional commissions. With broker relevant anecdotes and actual case studies, the course will look at the rules, regulations and procedures for tax deferred exchanges which provide opportunities to list, make two deals out of one and one (or two!) out of none. Starting with the benefits, the history and the process of Section 1031, the course will focus on the additional opportunities presented by: The 15% Myth, Swap to you Drop, Don't ask...Don't Tell, The Year End Push, Belts 'N Suspenders and Park it, Don't Lose It!