

NTLA University Curriculum

Day One

NTLA Welcome.....	Brad Westover	5 Mins	1:00 pm
Introduction of Instructors	Brad Westover	5 Mins	1:05 pm
Brad Westover / Pat Greene / Robert Keyser			
Student Introduction	Brad Westover	15 Mins	1:10 pm
NTLA University Overview & Purpose	Brad Westover	10 Mins	1:25 pm
Debunking Myths (Bad Education)			
Tax Lien 101: The Intro	Brad Westover	30 Mins	1:35 pm
Public Sector Finance			
Local Government Services & Revenue			
US Property Tax Revenue			
US Property Tax Delinquency			
What is a Property Tax Lien?			
The Tax Lien Solution			
Pre-Acquisition Due Diligence	Pat Greene	60 Mins	2:05 pm
Assess Your Goals (Arbitrage vs REO)			
State Statutes & Local Administrative Code			
Audit Government Assessed Values			
Reliable vs. Not Reliable			
Break		15 Mins	3:05 pm
Setting Screens/Filters.....	Pat Greene	60 Mins	3:20 pm
Years Outstanding			
Property Type			
LTV % or HLTVV%			
Lien Priority			
Land to Improved Value Ratio			
Mortgage vs No-Mortgage			

Day Two

Review Day 1 Westover/Greene 15 Mins 10:00 am

Q&A

Tax Lien 202: A Deeper Dive

Tax Lien Acquisitions Brad Westover 30 Mins 10:15 am

Auctions

Online vs. Open Outcry

Bid Down Interest

Bid Down Interest w/premium (overbid)

Bid Down Ownership Interest

Rotational or Round Robin

Bulk Sales

Securitizations

Due Diligence & Pricing

Buying a 3rd Party Portfolio

What you don't know could kill you

Servicing Pat Greene 75 mins 10:45 am

Post Sale Reconciliation

Lien Boarding

Relational Database vs. Spreadsheet

Portfolio Management & Reporting

Managerial Accounting

Lunch 75 Mins 12:00 pm

Tax Lien 303: Graduate Tax Lien Education

Legal Issues Bob Keyser 90 Mins 1:15 pm

Proper Due Process

Workout Solutions

Judicial vs. Administrative

Title Issues

Bankruptcy Matter

REO Management	Greene/Keyser	60 Mins	2:45 pm
Financing Tax Liens	Greene/Keyser	20 Mins	3:45 pm
Tax Lien Mathematics	Pat Greene	75 Mins	4:05 pm

ROI Calculations for Various States by lien and by portfolio

Day Two Adjourns.....			5:25 pm
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Day Three

Review Day 1 & 2	Westover/Greene	15 Mins	9:00 am
Student Q&A			
Sherman Anti-trust Training (Video)	Westover	15 mins	9:15 am
Review Sample Test Questions.....	Westover	45 Mins	9:30 am
Review Glossary Terms			
Break		15 Mins	10:15 am
NTLA Plug (Conference, Certification)	Westover	10 Mins	10:30 am
Assessment Exam		60 Mins	10:40 am
Course Completion & Issue Diplomas		20 Mins	11:40 pm
Class Adjourned		1 Min	12:00 pm

Glossary of Terms:

Accreted Value:

Arbitrage:

Auction:

Bulk Sale:

Due Diligence:

HLTV%: Horizon Lien to Value Ratio

Leverage:

LTV%: Lien to value ratio

Property Assessor:

Property Appraiser:

Securitization:

Tax Deed:

Tax Lien:

“REO” Real Estate Owned