

**NOTICE: NET-LEASED PROPERTIES  
ARE "MOVING TARGETS"...**

**SUGGESTION: "SHOOT FIRST,  
ASK QUESTIONS LATER"!...**

...(i. e., simple, fast Letter Of Intent ["L. O. I."] and response from Seller negotiates price... effectively "ties property up" with minimum of time & effort expended. Request all additional information you need [demographics/copy of lease/ title data, etc.] in your L. O. I.)

**THE "RULES": WE MUST VERIFY FIRST!!**

Don't count on the target still being there! To save everybody's time, this is the sequence we require:

- 1) make basic yes or no decision from spreadsheet data.
- 2) request a more detailed information sheet (or "set up") from us on a specific property or properties (not too many please!)
- 3) when you have received the set up and have definitely decided on pursuing a certain property, tell us, and we will re-verify availability at that time (we fax verify every 45 days...)

>>>SPECIAL NOTICE: Re fees - Principals cannot act as Brokers/ Brokers cannot act as Principals - we consider this a conflict of interest and our lawyers will not allow us to be a party to it. Instead of commission, you may pay yourselves a fee by adjusting the price accordingly.

**NOTE: HIGHER PROPERTY NUMBERS ARE THE MOST RECENTLY ADDED DEALS AND HAVE HIGHER ODDS OF BEING STILL AVAILABLE.**

**REGULAR BROKERS PLEASE NOTE:**

"Free" Broker--Members: The properties marked "B" in the leftmost column of our list contain other Broker's properties that we admire for one or more reasons. The fee you will earn will vary from a low of 25% to a maximum of 33-1/3% of the over-all commission, depending on how the "listing" Broker is willing to split. (About 30% of the listing Brokers we deal with will split 1/3, 1/3, 1/3...)

**CLUB MEMBER BROKERS\* ALSO NOTE:**

For Gold (Broker) "Club Members," if listing Broker ("B" list deals) will take 20% off the top of the total fee, then you and he split 80% of fee (except Principals - see "SPECIAL NOTICE" above). At worst, if he will only give us 50%... then you get 30% of total fee, we get 20% of total fee.

\*Club Members pay us an annual fee for extra and regular service and (Brokers only) for a more favorable split on "B" list deals:

Gold Members - \$500/yr - new deal data faxed immediately & Master list every month/ Blue Members - \$300/yr - monthly supplement - four Master lists per yr.

**1400 Group**

Broker: Shelton Fisher ("Chip") 303-333-9000 (FAX 333-9006) 1660 South Albion Street #300, Denver, CO 80222

A or B List #	Type	Name <small>(Deals marked Letter of Intent "L.O.I." may become re-available)</small>	State	Price	Approx. Yield NET (to Buyer)	Escalators	Lease Expiration Date (Mo/Yr)	Lease (P) Parent Guarantor: (F) Franchisee			Lease (P) Pure Net Type: (R) Roof & Structure		Notes
								Options	Terms	Net Worth			
B 8 9 2 4	Health Club	The Ranch Health Club	TX CTX	\$2,950,000	8.30% net	checking	Ask	checking	Cash	Checking	P	P	Highly desirable location! Above average household income \$102,483...
B 9 0 1 1	Health Club	LA Fitness !!MOTIVATED!! MAKE OFFER!	IL	\$10,925,000	7.21% net	CPI every 5 yrs	2022	3/5 yr	Cash	135 clubs nationwide and growing!	P	R	Adequate reserves allowed in yield presented.
B 9 3 2 1	Health Club	LA Fitness	FL CFL	\$12,660,000	See Notes	10% every 5 yrs & @ Options	2023	3/5 yr	Cash	135 clubs nationwide and growing!	P	P	Call for yield... Others in the area are Walgreens, McDonalds, CVS, Blockbuster, and more...

**BROKER'S NOTE: Deals marked "A" are direct from the Sellers -- no other Brokers are involved. We split all fees 50-50. Deals marked "B" are other Broker's deals (only 1 Broker involved). See split rules on top of first page.**

THE ABOVE STATEMENTS, WHILE NOT GUARANTEED, ARE FROM SOURCES WE BELIEVE RELIABLE. PRICE, TERMS AND INFORMATION SUBJECT TO CHANGE DUE TO PRIOR SALE OR WITHDRAWAL BY SELLER

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B	9	Goodyear Tire & Rubber Company	TX	\$2,092,000	7.45% net exclu. equip. 8.25% incl.	None during base term / 5% ea. option period	7/31/21	6/5 yr	Cash	Investment grade	P	P	P	P	Price including equipment:\$2.092 Mil. / Price excluding equipment: \$1.997 Mil. Equip. lease pays out over 5 yr.s. - total cash return incl. equip. pymt.s + Goodyear pymt.s = 8.25%! Ask for details on equipment... Located close the the main arteries of the city (a very exciting, fast growing suburb of Dallas..!