

The Seventeen Issues of Own a Million

- **Criteria**—Always the Guiding Light
 1. Stick or Switch
 2. Become an Expert
 3. Think in Units
- **Terms**—Hold Them Dear
 - Acquisition Terms
 4. Control the Property and Negotiate Everything
 5. Finance Creatively
 - Operating Terms
 6. Max Your NOI
 - Disposition Terms
 7. Know Your Opinions for Property Disposition
- **Network**—Together Everyone Achieves More
 1. Make Associating with Talent Your #1 Priority
 2. Top-Grade for Ever-Increasing Leverage
 3. Always Work from Written Proposals & Contracts
 4. Protect Your Reputation & Operate with Confidence
- **Money**—Give Your Money A Work Ethic
 1. Hold Your Money Accountable to Work For You
 2. Minimize Your Tax Exposure
- **You**—Your Primary Asset
 1. Protect Your Time
 2. Protect Your Assets
 3. Be Learning-Based
 4. Be Accountable