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NTLAUNIVERSITY.COM



Tax Lien Investing

MASTERCLASS



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THE INDUSTRY'S MOST COMPLETE TAX SALE EDUCATION



The Only Training Built by the
Nation's Tax Lien Authority,
the NTLA — visit ntla.org

If you want to invest in tax liens or tax deeds with real confidence, you need more than surface-level videos and recycled content. You need education **created by the people who set the standards** for this industry.

NTLA University gives you the most comprehensive, honest, and experience-driven training available today.

No other course walks you through the full lifecycle of tax sale investing with this level of clarity, transparency, and depth.

Whether you're building passive income or creating a long-term investment strategy, NTLA University **prepares you** for informed, intelligent decision making.

Why This Course Stands Alone

- ✓ Step-by-step instruction from the National Tax Lien Association
- ✓ Detailed coverage of both tax lien and tax deed investing
- ✓ Practical guidance on safe investing, risk management, and real-world decision making
- ✓ Information you will not find grouped, explained, or taught cohesively anywhere else

What You Will Learn

This course goes far beyond the basics. It answers the questions new investors should ask, but rarely know to. **Topics include:**

- Understanding the difference between liens and deeds
- Safe investing principles and what must be analyzed before buying a certificate
- How counties handle taxes and prepare for sales
- Auction formats, bidder requirements, and how interest rates work
- Redemption timelines: how and when you get your investment back
- What happens when taxpayers do not redeem
- Liens, encumbrances, bankruptcy, federal liens, environmental issues, and other risks
- Foreclosure paths, quiet title, and maximizing the value of acquired property
- How to evaluate land, structures, market value, and lien-to-value ratios
- How to compete with institutional buyers
- Determining which states and which sales fit your goals

Built for Real Investors — This training isn't theory. It's the real playbook.

INVEST WITH CLARITY, CONFIDENCE, AND REAL KNOW-HOW

A Masterclass That Breaks Down Every Step

NTLA University gives you the full picture, including key terminology and operational knowledge, **such as:**

- Due diligence and risk management
- Auction terms: bid floors, bid ceilings, premium bidding
- Foreclosure processes: judicial and administrative
- Property considerations: easements, plat maps, market value, homestead exemptions
- Lien priority, subsequent taxes, and assignment purchases
- Key financial concepts: arbitrage, liquidity, redemption curves, securitization

Most online programs stop at the surface.

This course gives you the knowledge professionals use to succeed at scale.

What Makes This Course Different

- Presented by the only national trade association representing the tax lien industry
- Material shaped by actual investors, servicers, attorneys, and county experts
- Honest insights into risk, not watered-down overviews
- Real examples, real explanations, and real instruction
- Designed to protect your investment interests, not just teach terminology

You'll gain the tools to evaluate opportunities, manage risk, and **operate like a professional.**

12 Self-Paced Learning Modules



Who Should Enroll

- **New** investors who want to avoid costly mistakes
- **Experienced** investors seeking a refresher aligned with national best practices
- **Professionals** working with tax sales, servicing, or property acquisition
- **Anyone** interested in generating reliable, long-term investment income

Ready to Enroll?

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