



Ian Charles Parrish has been a private investor in tens of millions of dollars in real estate transactions over a career that spans nearly two decades. He has created wealth for himself, for his community, and for his partners - the Members of the school of which he is President, Investors United School of Real Estate Investing.

In light of his initiatives, Ian Parrish was named "Young Entrepreneur of the Year" by the U.S. Small Business Administration. He has earned official citations from both the Mayor of Baltimore and the Governor of Maryland for outstanding leadership and commitment to the community. He serves as a guest lecturer at several universities and professional organizations, is a member of the USA Today Entrepreneurs Panel, and is a member of the Real Estate Educators Association.

Established in 1980, Investors United is America's first brick-and-mortar career school dedicated exclusively to teaching the techniques of successful real estate investing. On-campus and online, Members enjoy a comprehensive curriculum taught by distinguished faculty, state-of-the-art real estate resources, and personal coaching. The school's method is described by its slogan: "Earn while you learn."



INVESTORS UNITED
SCHOOL of REAL ESTATE INVESTING

"You will succeed. Guaranteed."



Awards

Awarded "Young Entrepreneur of the Year" by the U.S. Small Business Administration

Awarded Governor's Citation for "outstanding leadership" by Governor Ehrlich of MD

Awarded Citizen Citation for "commitment to the community" by Mayor O'Malley of Baltimore

Nominated among Baltimore Business Journal's "Top 40 Executives under 40"

Nominated Maryland Association of Private Career Schools' "Teacher of the Year"

Nominated Real Estate Educators Association's "Educator of the Year"

Memberships

The RealSmart Radio Show, Expert Panelist

USA Today, Entrepreneurs Panel

Maryland Real Estate Exchange, Chairman Emeritus

National Association of REALTORS®

MD Association of REALTORS®, Legislative Board

Greater Baltimore Board of REALTORS®, Trustee

University of Baltimore, Real Estate Advisory Board

Loyola University School of Business, Guest Lecturer

Freeland Legacy Alliance, Board of Directors

Jeremiah Housing, Board of Directors

Better Business Bureau (A+ Rating)

Free and Accepted Masons of Maryland

Media Highlights

Expert panelist on real estate investing and legislation on RealSmart Talk Radio Show

Featured in Baltimore Magazine's "Success Stories"

Featured in Marie Claire's Successful Career section

Featured on The Tom Marr Show on WCBM 680AM

Featured in the Baltimore Sun

Provided Expert Testimony before MD State Senate

Featured on the nationally syndicated talkshow "This Week in Real Estate"

Featured in Baltimore Magazine's "Baltimoreans of the Year" Issue

Appointed to Maryland Association of REALTORS® Legislative Board of Directors

Appointed Legislative Board Vice-Chairman of the Greater Baltimore Board of REALTORS®

Interviewed MD Comptroller Peter Franchot about real estate issues for WBAL Radio 1090AM

Featured on the nationally syndicated talkshow "This Week in Real Estate"

Mr. Parrish has also contributed to and been interviewed by a number of other publications including: The Baltimore Business Journal, The Daily Record, The Avenue News, Creative Real Estate Magazine, The Baltimore Messenger, Corridor Inc., Personal Real Estate Investor Magazine, and Smart CEO Magazine.





Suggested Interview Questions

1. How's the real estate market? (There is no single real estate market.)
2. What challenges are real estate buyers, sellers, and owners facing today, and how do you propose to overcome them?
3. I've heard you say, "Location, Location, Schmocation, Quotation, Vacation, Whatever". What do you have against the old adage about Location?
4. Are there any hot locations for real estate investing these days?
5. How did you get started in real estate?
6. What are some of the real estate investment avenues available to people today?
7. Tell me about one of the biggest mistakes you've made buying real estate.
8. How would someone just starting out know what makes a "good deal?"
9. People always throw around the catchphrase "creative financing"; what does it mean, and can you give me one example of how it's done.
10. An inescapable part of the real estate business is property repairs. Can you give any advice on working with contractors?

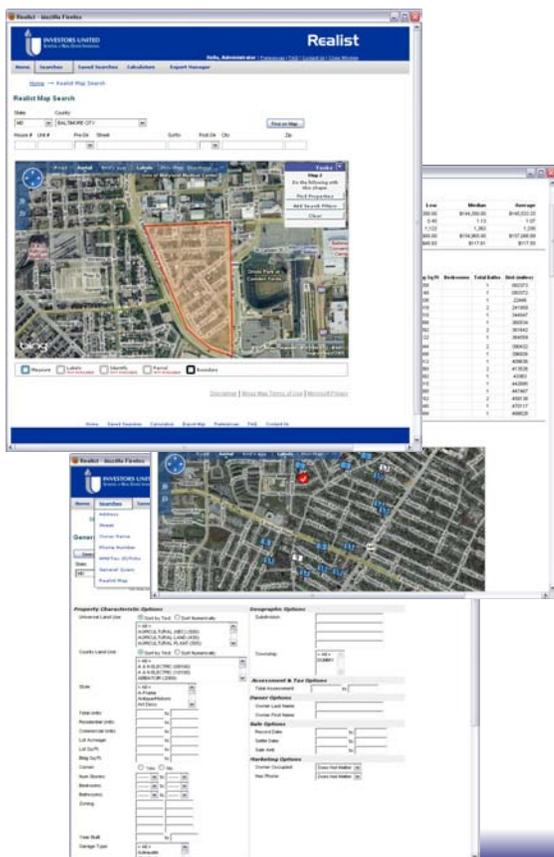
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by Investors United

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