



A warning on workshops on profiting on foreclosure

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By Steve Levin, Pittsburgh Post-Gazette

The message is hard to miss: In big newspaper ads, Focus on Foreclosure says it's a great time to invest in real estate if you want to make hundreds of thousands in profit. You can learn how at one of six local free foreclosure workshops next week, it says.

But before you give up your day job, be forewarned. Over the years, the consumer protection offices of attorney generals in three states, including Pennsylvania, have been in contact with self-acclaimed investment guru Russ Whitney, whose Florida-based company Whitney Information Network runs Focus on Foreclosure and other workshops.

In each case -- Tennessee (1996), Michigan (1998) and Pennsylvania (1999) -- the involved programs of Mr. Whitney admitted no guilt but were required to pay fines of several thousand dollars and sign an agreement to comply with each state's consumer protection law.

The Whitney Information Network's Web site (www.wincorporate.com) claims its courses provide instruction in "real estate investing, business strategies, stock market investment techniques, cash management, asset protection and other financially-oriented subjects."

If you're still interested, the classes are at 12:30 and 6 p.m. Nov. 28 in the Crowne Platte Hotel, Bethel Park; at 12:30 and 6 p.m. Nov. 29 in the Radisson Hotel Green Tree; and Nov. 30 at the Pittsburgh Marriott North, Cranberry.

(Steve Levin can be reached at slevin@post-gazette.com or 412-263-1919.)

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