



Course Syllabus

Instructor: Bradley Westover, CTLP® and Executive Director of the National Tax Lien Association (NTLA)

Format: Online modules, case studies, downloadable resources, video lessons, NTLA resources

Length: 12 Core Modules + Supplemental Module

Total Time Commitment: 10–12 hours (self-paced)

Course Description

This MasterClass provides a comprehensive education in Tax Deed Investing, designed for both beginner and intermediate investors. Students will learn the fundamentals of tax deeds, due diligence, auction strategies, legal considerations, quiet title actions, exit strategies, financing, and state-by-state variations. Supplemental resources, case studies, checklists, and visual guides ensure students finish with both practical knowledge and actionable strategies.

Learning Objectives

By the end of this course, students will be able to:

- Understand the tax deed process and how it differs from tax lien investing.
- Perform effective due diligence on properties before auction.
- Navigate state-by-state variations in deed laws and redemption periods.
- Execute strategies for resale, rental, or redemption profit.
- Manage legal risks including quiet title, IRS liens, bankruptcy, and environmental liabilities.
- Scale their portfolio responsibly with financing and partnerships.
- Apply ethical investing practices consistent with NTLA standards.
- Give back to communities by supporting local governments and organizations like the NTLA Foundation.

Modules & Lessons

1. **Welcome to Tax Deed Investing** – Course overview, what tax deeds are, and how they differ from liens.
2. **Practical Steps of Tax Deed Investing** – Auction schedules, due diligence, registration, auction process, redemption periods.
3. **Due Diligence in Tax Deed Investing** – Property valuation, environmental & zoning considerations, title research, financial risk analysis, due diligence checklist.
4. **Auction Strategies & Bidding Tactics** – Preparation, formats, registration, bidding strategies, post-auction steps.
State-by-State Variations in Tax Deed Investing (Supplemental) – FL, CA, TX, GA, IL, OH, CO, AZ with comparison matrix & strategies.
5. **Redemption Periods, Deed Recording & Taking Possession** – State timelines, deed issuance, eviction and possession, risks and best practices.
6. **Quiet Title Actions & Clearing Title for Resale** – Quiet title process, costs, timelines, alternatives, NTLA resources, preparing for resale.
7. **Exit Strategies, Workouts & REO Property Management** – Flips, rentals, workouts, judicial vs. administrative foreclosure paths, building a team.
8. **Financing & Scaling Your Tax Deed Business** – Financing options, lender expectations, scaling strategies, state-specific considerations.
9. **Legal Considerations in Tax Deed Investing** – Bankruptcy, compliance obligations, federal liens, environmental risks, recoverable expenses.
10. **Tax Sales & The Sherman Antitrust Act** – Auction integrity, antitrust basics, prohibited practices, compliance best practices.
11. **Case Study: Three Investors, Three Strategies** – Conservative Carrie, Balanced Billy, Foolish Fred; lessons learned.
12. **Your Future in the Tax Deed Industry** – Continuing education, avoiding misleading educators, building a sustainable business, giving back.

Resources & Materials

- State Comparison Chart
- Handout: Fast vs. Redemption vs. Judicial States
- Due Diligence Checklist
- Module Key Terms & Notes (downloadable)
- Final Exam & Review Guide



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Assessment & Completion

- Quizzes included in key modules
- Due Diligence Exercises
- Final Exam (comprehensive review across all modules)
- Certificate of Completion through NTLA University