

EPISODE 325

[INTRODUCTION]

[00:00:00] ANNOUNCER: Welcome to The Real Estate Syndication Show. Whether you are a seasoned investor or building a new real estate business, this is the show for you. Whitney Sewell talks to top experts in the business. Our goal is to help you master real estate syndication.

And now your host, Whitney Sewell.

[INTERVIEW]

[0:00:24.1] WS: This is your daily Real Estate Syndication show. I'm your host, Whitney Sewell. Today, our guest is Ellis Hammond. Thanks for being on the show, Ellis.

[0:00:32.3] EH: Hey, Whitney. Really glad to be here, thanks for having me on man.

[0:00:34.6] WS: No, I'm honored to have you on the show and you and I have communicated a few times so I've enjoyed getting to know you and I know you can provide a lot of value to the listeners and myself. So, happy to have you on the show but a little bit about Ellis, he's the founder of ellishammond.com and an experienced real estate investor, manages a private network of investors that focus on acquiring multifamily commercial real estate assets in Phoenix, Arizona. Began syndicating real estate projects in 2018 with a goal of helping his friends and colleagues build wealth outside of Wall Street.

He's a LinkedIn influencer and enjoys helping other real estate investors utilize this platform to find more deals and capital for their projects. He's the director of a local Christian nonprofit focused on spiritual formation and leadership development for college students in the San Diego, California area. Ellis, thank you again so much for your time and being with us today and sharing –

I'm looking forward to this topic and you know, even in your bio, you mentioned a LinkedIn influencer and haven't had anyone come on and maybe talked specifically about that platform and how to properly use it and how it can be so important to our business and you're going to bring that value today.

But before that, you know, give the listeners a little more about who you are, your multifamily business and what you're up to and let's dive in to how this platform is helping you at your business.

[0:01:52.6] EH: Yeah, thanks so much Whitney. I'm really excited to talk about it. A little bit, you know, quick – a little bit more about myself anyways. Yeah, I'm originally from South Carolina, I move to San Diego about six years ago to start this nonprofit that really does serve kind of college students on the west coast and you know, I tell people I'm missions to multifamily. You know, and really do still see myself as a missionary living on mission and real estate is just an extension of that.

We got to a point in our nonprofit where my wife and I was like hey, we need to figure out better ways to create cash flow and to really find a vehicle that can help us build wealth to support the things that we were passionate about. You know, people who are listening, they love real estate, they probably love talking about it and I do too.

But I didn't get into real estate because I just love real estate. It was a way, it was a calling almost to say hey, go find something that you can really begin to build wealth and support the things that we're passionate about. That really is our heartbeat and kind of why we got into this and come to find out, we enjoy it. We love talking about multifamily, we love talking about that kind of the residential space and how that can impact your city and our tenants. Yeah, it's been a lot of fun.

[0:03:04.7] WS: Nice, I know you and I have talked about you know, some deals or a deal that you're working on different things that you're doing in the space and I know specifically, we've talked about the creative way that you have in leveraging your network and increasing your network and specifically today, you know, where you are influencer is on LinkedIn and I wanted us to talk about LinkedIn.

I'm definitely no expert on LinkedIn and I'm going to learn a lot. But let's just jump in to how this platform has helped your business and why it's so important and then let's get into some of the things we need to know on how to properly use LinkedIn.

[0:03:38.3] EH: Right. Let me ask you a question, Whitney. The percentage of your listeners, how many do you think are on Facebook?

[0:03:43.7] WS: I would say 100% of them literally are on Facebook.

[0:03:45.9] EH: Because Facebook is the platform, right? It has just blown up, it's everywhere, everybody uses it. LinkedIn is where Facebook was eight or nine years ago. It is going to be the Facebook of business professionals. I mean, it already is that you know? Microsoft has now owned it, they're taking it to the next level. Think about like –

It is the place that you can go, because if you're on Facebook, you know, it's still kind of has the friends and family type fields so if you're just constantly promoting your business, you're talking about business, you know, it gets a little weird but LinkedIn is the place that you can unashamedly talk about who you are, what you're doing. I mean, it is a 24/7 billboard for business owners.

The great thing about it for small business owners like ourselves is that the big companies are not really using it, you know? It's a platform that really also benefits from kind of an organic approach and so it's a relationship builder. I tell people all the time, it's a 24/7 cocktail party, you know what I mean?

You're not there to just pass out business cards, you are there to build relationships and so that's – you know, we can get into how I do that but I really got onto LinkedIn because I was in the nonprofit world. I wanted to get into the syndication business and I didn't really have a network of folks who could invest in our deals. I mean, I work with college students.

How many college students do you have investing your projects? Probably not many.

[0:05:19.0] WS: I don't know of any.

[0:05:22.7] EH: I needed a place to really – to where I could go on my schedule and build a network and LinkedIn has really provided me the opportunity to do that.

[0:05:29.2] WS: Okay, you mentioned, you're building a relationship on there, you're not just handing out business cards and I like the – it's the cocktail party that's happening, you know, all the time and so, how are you going about building relationships on there? Obviously, in this business, we're looking to build relationships with investors and promoting our business and things like that. Let's dive into how do you do that?

[0:05:52.4] EH: Let's get strategic, I think that will be most helpful and I do this with a lot of investors. I kind of walk into a process and the first thing I would say is start with your bio. You need a professional headshot, just need to be a good headshot. You think about when someone comes to your page, it's a first impression. Your headshot is really important.

You know, get rid of the selfie on your phone or whatever and get a professional headshot. The second thing I like to do is talk about a bio and so a bio, I see a lot of times people are just putting the resume. That is so boring and not interesting. I always say, the bio is the about you that's about somebody else, right?

It's the bio, it's the about you that talks about you in a way that serves your client and so the three questions I always have people talk about is who are you, who do you serve and what do you do for them? That's how you should write your bio. Who are you? But not just like hey, you know, I'm Whitney Sewell, I'm a father, I'm a husband, you could add that, that does kind of make you more human but who are you in the sense of who are you trying to also reach.

I'm Whitney Sewell, I'm a real estate syndicator and my passion is not just in multifamily but I'm passionate about building a vehicle to help families with their adoption, you know? Funding their adoptions. Boom. That's powerful, it says who you are but it also says who you're working with and why you do it.

And so a bio is you know, really important and even having some key words in there so when people are searching for multifamily or investor or San Diego or Phoenix, it's important to have those things in there because all that can come up in your bio as well.

[0:07:31.7] WS: How long should that bio be? Should it be short, you know, I feel like if it's really long, people aren't going to read it anyway but any suggestions?

[0:07:39.0] EH: You could look at mine like – I always like to definitely – shorter is better in the sense of people aren't going to read this big, long paragraph but the more interesting you make it and especially if you're telling a story. I like to kind of hit – I think I have my first two paragraph says everything and it's not paragraph form. That's also important. Nobody reads paragraphs anymore, right?

Maybe a couple of sentences, line break, a couple more sentences, line break. You're getting the first who I am, what I do, who I serve and like the first five lines. If they're interested then I go into a little bit more and so there's a little bit extra there if they like to be a part of it and then really, the most important thing is you have to have a call to action in your bio. Who you are, who you serve, what you do for them.

And then, what do you want them to do? For me, it's hey, this is who I am, I'm Ellis Hammond, you know, I started in the nonprofit world and now I'm in multifamily. Why? Because we're passionate about building vehicles for wealth, for change. This is who I'm looking to partner with, other operators of multifamily syndication and investors who want to be a part of this journey.

You know, if you're interested, here's a way to get a hold of me, here's my calendar. In there is a schedule. They know exactly what to do in my bio. That's really key.

[0:08:47.7] WS: Nice, okay. Bio is very important. Like you said, that's the first impression, you know, the headshot, the professional headshot and then that bio is so important. Okay, I appreciate you laying out, you know? Who are you, who do you serve, what are you going to do for them and then a call to action, I find early on, I didn't think about a call to action.

You know? I didn't think about having those things, even when I'm interviewed on shows or if I'm, whatever I'm doing, even you know, on the website and things like that, it wasn't – it didn't click at first, right? That I needed, this is so important. I haven't thought about it either in my bio on LinkedIn. It's great information.

[0:09:26.0] EH: Well because the next step is content, right? You think about it, if you're doing all the hard work of creating great content or interacting with people's content, why are you doing that? You're doing it because you want people to click on your page.

You're doing all this work to get to – people to your profile and if you don't have an action step for them, what's the point? Right? That's why that's so important. Let's get into that content creation, there's two ways I'll say that you know, you can do that, it's organic. I mean, this is – that's why I love LinkedIn right now, it's so under-utilized, you don't have to have a big marketing budget to do this. You know, if you're creative or you're producing content, you still give a podcast show, you could put that in three different ways on LinkedIn.

You have video clips of your podcast, you can turn that into articles, there's so many different things on your podcast you could do. There's content creation which is really key and kind of shows you as a main influencer on LinkedIn but a lot of people are like hey, I don't know about creating content, I'm not very good at content. I don't have a lot of content, they just don't know how to get started – the second best thing you can do, interact with other people's content.

You know, go find who are the main influencers in your industry and go interact with their content and the reason that's so important is because they're already getting a ton of views on their page or they're already getting a ton of interaction on their content is what I meant to say. When you show up on that content and people are interacting with you there and you're leaving meaningful stuff, a couple of things going to happen.

One, that influencer is going to interact with you so that's key, right? His audience and your audience are seeing you interact with this main influencer and so you just begin to show up in multiple places and people start taking notice. It's a huge way, I tell people, go add your 18 cent or the advantage of this. Go add your dollar twenty which just means, go put your two cents on a bunch of different post each and every day.

That is a huge – it benefits the other influencer because the way LinkedIn works is that if you comment on somebody's post, it shows that post to your network. In a way, you're really serving that person by commenting on their stuff and it's much better to comment than to share. Sharing doesn't really – the algorithm on LinkedIn isn't really good so it's much better to like and comment than it is to share that post.

They reward organic interaction. Again, it's that relationship builder, it's that cocktail party and that's what LinkedIn wants to do. If you're not going to create content Whitney, the second best thing to do is really interact. You know, the best thing to do is do both. A post or two post a day if you can do it and then really put in 18, 20 cent on LinkedIn. It's going to really start to – you'll see a huge increase on your page views when you start to do that.

[0:12:08.7] WS: Okay, you've got to interact with other people and got to leave meaningful comments sounds like. I've even heard people talk about leaving questions so people interact again, is that something you like to do?

[0:12:19.6] EH: Yeah, absolutely. You know, you think about when you're creating content, I mean, there's – we could get into that too. There's a couple of different ways to create content. You could just put out stuff that just kind of shows you as a main influencer and that's good to have a couple of post in there, you know, people kind of begin to see you as an authority in this space but if you really want to get results, you're not there to just – I tell people this:

Who cares if people really know you? What you really want is people to know you and do business with you, right? So what if you have a big brain or you're not doing anything with it and so yeah, absolutely creating content and not just show you authority but content that causes people to interact with your stuff.

Yeah, okay, cool, you have a podcast with you know, Robert Kiyosaki. Sure, that shows you have an authority but what about posing a question in there and say hey, Robert's said this on his podcast, that college education is a thing of the past. What do you think about that? You know? Then you begin to kind of build this conversation on LinkedIn and again the more people that engage with your stuff, the more views that gets for, for your content.

Absolutely, not just thinking about creating content but how do you create engagement on your post?

[0:13:29.8] WS: Let's get into how has this increased your investor network? How did you go about doing that and walk us through that?

[0:13:37.4] EH: Consistency is so key and it doesn't take much. We have a — there's a commercial real estate kind of group that I'm a part of on LinkedIn and we do different challenges throughout the month and I think there's like maybe 25 or 30 of us and that's been really great because that's allowed us to kind of form this tight knit group and we're posting good stuff and we're interacting and so it's kind of put me in this industry of folks of real estate kind of commercial real estate people.

It really shows me as an authority in the space and I think I'm probably one of the top influencers. It's funny, I get comments of all the time — you know, LA — like you put me in the category with these other, you know, commercial people and I'm thinking wow, I don't think I deserve to be here but because I've shown up enough, I've put out enough content and interacted with other people, you know, people begin to see me as an authority.

That's really helped me, I mean, I get inbox messages all the time saying "Hey, I saw this, I really like your content. I would really like to talk to you about investing in commercial real estate," or what's been really key early on is a lot of my friends who are on LinkedIn, they may not be interested in investing in real estate but you know, they're working with other people and I'm sure people are talking about investing or whatever and so I had multiple people reach out and say "Hey, I saw you on LinkedIn, I have a colleague who is interested about real estate investing. Can I connect you?"

I'm thinking, yeah, that's what I'm doing this for, right? I think that's probably been the biggest way, kind of establishing myself in the space, my friends and my network really seeing that. I'm staying top of mind and when they think about real estate or they have a real estate conversation. Who do you think that they think of? They think of me because I'm on their newsfeed about three to five times a day, right?

What are these business people doing throughout their day when they're on their coffee break or they're bored at work? They're scrolling through LinkedIn. They're going to see me at least once if not, five times every single day you know? I'm talking about real estate. I'm doing something creative, short videos or an article or something like that.

I'm just trying to stay top of mind so that when they have those conversations, they think of me.

[0:15:39.9] WS: Nice. Now, I've seen you work for so many people that exact same thing. Obviously that's a big part of what I'm doing, I just haven't been on LinkedIn enough. I'm on there every day but not like you are, not like I should be, you know? That brings me to another point. A few other things I wanted to ask you about but what about time management?

I can't spend 30 minutes to an hour every day on Facebook, another 30 minutes to an hour on LinkedIn, another 30 minutes to an hour on you know, whatever other platform or numerous platforms, it's just not possible. How do you manage the time to be this active on LinkedIn and other platforms?

[0:16:16.6] EH: Right. Well, right now, I'm just on LinkedIn because of kind of other jobs, I don't really do much on Instagram and Facebook, not yet anyways. LinkedIn, you know, if time management an issue for you. Just pick one of those strategies, go in there and leave your 18 cents on other influencer page, that will take you 25 minutes.

Maybe 30 minutes, you know? Go in there in the search bar and type #multifamily or #cashflow or my hashtag is think wealthy, so #thinkwealthy and you can follow all my stuff, interact with my stuff. Pick one strategy and then go in there and do it, you know? It's better than doing nothing, you know?

That's an easy strategy or you know, what I do is on Sundays, I just open up a word doc and I just try and create different content so I am not trying to think about that during the week. I kind of have some things that I want to say already lined up and you will find that when you start creating content, you're always thinking about content now and so the content begins to flow a

lot more organically once you start putting stuff out because everything is an inspiration. Oh I can use that for LinkedIn, oh I can use that for LinkedIn.

People see you as an influencer so they are sending you stuff. I think I posted about a Corvette a couple of days ago and instead of saying, "Oh here is this cool new Chevrolet Corvette it is going to come out of 65K" say, "This is a really cool car but is it better to purchase this with cash or with cash flow," you know that is the question I post and so I am just using different things now for content so.

[0:17:47.3] WS: I mean that is getting creative, I really like that. I mean you post that question, "Is it better to purchase with cash or cash flow?" Instead of just posting this car then nobody is probably going to hardly comment but if you ask that question then it gets people thinking and so what about hashtags. You mentioned that how do we use them or have you been successful for using hashtags?

[0:18:06.4] EH: Yeah, so I like to have my own hashtag just because for me I can go back and follow all my stuff because LinkedIn is one of those platforms who does it. Unless you can create a page that's a whole other episode, we can come back and talk about LinkedIn pages but for your personal profile, the content doesn't stay there. It's there on the feed and then it is gone and so it's nice to have a hashtag if you are a content creator because people can follow your hashtag.

So I do have a hashtag, it's #thinkwealthy, but when you are posting other stuff, you know what I found and this has been proven, when you are creating content you want to have no more than three to five hashtags on your post. Anything more than that starts to get negative effects and you want to use hashtags that are relevant to your industry or you think about when I go to look at LinkedIn and I am looking for good content, what are the hashtags that I am using?

Well I am using multifamily. You know, what are the things that I think people are interested in? Well they are interested in passive investing. They might be interested in cash flow, alternative investment, family office and so those might be some of the hashtags that I will use. I have a couple that I use multifamily, thinkwealthy and I will play around with passive income or cash

flow. Things like that that I see other industry leaders using just to kind of associate myself in those ways.

[0:19:20.5] WS: That's a good thought. So you are looking at hashtags that other influencers are using. So that way you can put those into your post as well so I guess that way, if I am searching Gary V and I search through a hashtag and you're saying that he was using the hashtag and put it in yours, well I was searching for Gary but then all of a sudden Ellis' posts are popping up. Is that the purpose of that?

[0:19:41.2] EH: Yeah absolutely and there is two – one other quick thing I will say about hashtag, you can click on the hashtag and see how many followers it has and so there is a sweet spot especially in the small business you have. If you type it, if you put hashtag real estate that has a million followers. When you put in hashtag real estate, the likelihood unless you're this big industry leader, you are a small fish in a big ocean. So real estate might not be a good hashtag for you.

But multifamily might be niche enough where you can still gain some traction using a hashtag and so my recommendation is go find that sweet spot between at least 500 to a couple of thousand and use that hashtag. That way there is definitely some traction people are using it because most people use hashtags because "Oh this sound good" hashtag whatever, no one is following that hashtag so you are just literally wasting a hashtag. So go in there and click the hashtag. It will tell you how many followers it has and use that.

[0:20:34.1] WS: Great advice. So I am learning a lot here and I wanted to ask you, so just to clarify about hashtags in case there's listeners who are even new to social media and we are not really sure about this. So you know you said this is the hashtag you mentioned it again that you are using #thinkwealthy. So that is not like Ellis's hashtag that is a hashtag that lots of people are using. Is that correct?

[0:20:57.2] EH: Well no, actually only myself and one other guy uses that hashtag and I am okay with that. I think that's why I used that and a couple of others because I want people to follow that hashtag and only see my stuff. So when they type in #thinkwealthy they are only

going to see my content and that's just a way for them to track and follow all of my posts because again, once you post something on LinkedIn, it is really hard to go find it again, right?

And so if you are not using a unique hashtag it could be really difficult to go back and find all of your stuff especially somebody else who doesn't have your profile information. So the thinkwealthy hashtag is just a way for people to tie me into the search bar and now they can go see all of my old content. It's just a way to keep that post on.

[0:21:41.7] WS: What keeps someone else from using that hashtag also?

[0:21:44.8] EH: Nothing and actually I have another person that I say or I actually encouraging people to use this hashtag #thinkwealthy because I wanted to show up more. I don't want to become this huge thing but I am okay if a couple of other industry leaders start using #thinkwealthy because that is only going to get my post more traction. So anyway, again it is not something maybe for everybody to start doing if you are not creating content enough but for me, it's just a way to stand out a little bit and get a little bit more niche so that people can follow along to Ellis Hammond.

[0:22:17.4] WS: Okay, so now somebody has reached out to you through LinkedIn, what happens then?

[0:22:21.7] EH: Yeah, so normally they inbox me and it is either about a post or "Hey I would love to get connected with you" and so I use another great app called calendly.com and that's a scheduler app and if there is some interaction I'll say, "Hey, if you're interested in talking more I would love to jump on a 30 minute call with you. Would you mind just finding a time that works for you on my calendar?"

And I send them a link to my calendar and they find a time that works for them and I have phone calls set up all day every day to talk with either investors. Or other industry leaders and for me, where I am on the business, I really like talking with people and they don't have to be ready to invest and might just want to know more about syndication or know more about real estate or like yourself, I think that's how we met and just say, "Hey I would love to connect more."

[0:23:08.3] WS: So what about paid memberships versus for your account.

[0:23:12.2] EH: On LinkedIn?

[0:23:13.0] WS: Yes.

[0:23:13.8] EH: You don't need the paid membership. It helps you search for people a little bit better if you want to really grow your network much faster. There is some automation tools you can use and you want to have the pro membership there. If you are really trying to search for people a lot, I mean really find a really targeted client or a multiple of clients that you are going to just – you are creating lists let's say, with for different people then it is nice to have the pro account.

But just getting starting or just organically trying to use this platform. I've had both and it is nice to really try and grow your audience or season maybe but it is not necessary.

[0:23:53.9] WS: What kind of automation tool are you talking about?

[0:23:56.4] EH: There is automation tools to help you, so you use the pro tool and the pro subscription to essentially create a list of people that you want to connect with on LinkedIn. So you can target that down to their position, their title. I don't think you can do income but you can do location. So if you are looking for an investors in Denver let's say you can say investors in Denver, you only want to work, you only want to target founders and business leaders of 50 to 2,000 employees.

You know males or females, you know whatever your niche is and then you can build that list and you can essentially get another automation tool. You just send them invites and send them a quick intro message and so if you are looking to invite a 100 people a day, it will take a long time to go in there and click and connect with all of those people. So there is automation tools just to allow you to do that but remember nobody likes spam, you know?

And so I get a 100 messages a day to say hey, especially from mortgage brokers, we get this new policy or this new funding thing and I am like, here it is again and so you don't want to be

that person but also you want to make your life easier. So there is a right way and I don't think it's this huge salvation.

[0:25:02.8] WS: Yes, I do not respond to messages and I get them every day as well that say you know we've got a new loan for you or whatever that is their very first message or even other people, the very first, you know you can tell there is no thought into it whatsoever you know?

[0:25:16.2] EH: It's always that question of should I add an intro message and I would say, it depends. I think if you have a good enough title under your name like Whitney: Podcast host, multifamily investor, real estate investor, something about how people would fund their adoption, that's intriguing and it sets you apart and so no one is going to ignore you most likely especially if you are building that list of people you know that are probably interested in connecting with you already.

So that is something that I was like you don't really need a message. Sometimes that could look spammy. If you have a good title and you are connecting with the right people that maybe enough.

[0:25:56.5] WS: Okay, wow. Well this has been a great episode. Some great information here and we have run over a little bit so I am going to have move on but this is good, some great content. I know the listeners were thinking, "Oh wait a minute, I am missing out here. I am not using LinkedIn to the extent that I could," but what is a way other than LinkedIn that you have recently improved your business that we could all apply to ours?

[0:26:19.6] EH: That's a great question. Mentorship programs have been really key for me and not just every mentorship or best in finding an industry of leaders that has gone ahead of you that you could really learn from. You know it is an investment yes but it is really worth it especially for a young guy like me who's new to an industry, who really want to really multiply his network and his knowledge really quickly to really get behind or come alongside another industry leader is just really taken me to the next level.

I've got access to his network, Hunter Tops is actually the mentor I am talking about. He has a great mentorship program and he has even introduced me to other podcasts hosts, which has helped me. So that's been something that been really key for me early on.

[0:27:02.8] WS: Nice, yeah Hunter is a great guy. He's been a guest on the show. I would encourage people to go back and listen to the show. I don't know the show number off the top of my head but yeah, great guy. He also has a great podcast that I am happy to blast out and tell people about as well and so, what is your, quickly, your best advice for caring for investors other than communication? Unless you have some other way that's out of the ordinary to communicate.

[0:27:25.2] EH: Yeah for me it's I just want to resource them. I have a due diligence checklist. It is a 111 questions actually that Hunter has been a big influencer on and essentially that is how I want to care for investors. So they are a part of my group. I just want to go the extra mile. I want to make sure that they know, "Hey, here is not just a good deal but here is what we've gone through to make sure that this deal qualifies," because most of these investors don't have the time to really do that 111 checklist.

That really needs to happen in a market place like today with so many deals coming at them. So that is one of the ways that I go the next level not just send them a deal deck but hey, here is a packet that has a 111 questions that I have answered to go through this deal.

[0:28:09.7] WS: Nice, I like that. That's good. I haven't heard that. A lot of people have checklist but I haven't heard of them including that when they are sending this deal to investors showing that you have done your homework and that is awesome and so what is a way you like to give back?

[0:28:23.7] EH: Well again, I work for a Christian non-profit and essentially my whole professional career I still work for them full-time. The ministry is called Campus Outreach we're in San Diego, California. I love influencing and really helping young men and woman really think about their faith and how that faith interacts with their life, their studies and kind of life after college, the relationships, you know as a Christian my faith is not just something I do on Sundays but it really is who I am.

It is part of my identity. So I love helping college students and really young people in general, really think about that especially getting into the business world. I want to help other kingdom leaders to really think about how their work is a part of their calling and a part of their identity to bring about change in our world. So I would love interact with more people like that as well.

[0:29:10.4] WS: Awesome, I couldn't agree more Ellis. Thank you very much for sharing that and your desire to give back in that way and before we have to go, you know thank you again for just an amazing show and breaking down LinkedIn and why it's so important, why we should be in there but tell the listeners how they can get in touch with you and learn more about your business.

[0:29:26.5] EH: Yeah, sure. My website is ellishammond.com. You can either checkout more of what we are doing there or just email me at invest@ellishammond.com and from there, if you are looking for help with your LinkedIn and I do this as a service for many others. I am happy to help you there or if you like the 111 checklist that I told you about. I am happy to share that with your listeners, just email me at invest@ellishammond.com and I can send that over or LinkedIn. That is #thinkwealthy on LinkedIn.

[END OF INTERVIEW]

[0:29:55.7] WS: Don't go yet, thank you for listening to today's episode. I would love it if you would go to iTunes right now and leave a rating and written review. I want to hear your feedback. It makes a big difference in getting the podcast out there. You can also go to the Real Estate Syndication Show on Facebook so you can connect with me and we can also receive feedback and your questions there that you want me to answer on the show.

Subscribe too so you can get the latest episodes. Lastly, I want to keep you updated so head over to lifebridgecapital.com and sign up for the newsletter. If you are interested in partnering with me, sign up on the contact us page so you can talk to me directly. Have a blessed day and I will talk to you tomorrow.

[OUTRO]

[0:30:36.1] ANNOUNCER: Thank you for listening to The Real Estate Syndication Show, brought to you by Lifebridge Capital. Lifebridge Capital works with investors nationwide to invest in real estate while also donating 50% of its profits to assist parents who are committing to adoption. Lifebridge Capital, making a difference one investor and one child at a time. Connect online at www.lifebridgecapital.com for free material and videos to further your success.

[END]