EPISODE 339

[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]

[00:00:24] WS: This is your daily Real Estate Syndication Show. I'm your host, Whitney Sewell. Today, our guest is Juan Vargas. Thanks for being on the show, Juan.

[00:00:31] JV: Hey, Whitney. It's a pleasure to be on your show, man. I've listened to your episodes. I know you put out a lot of great content. I know you have a lot of good guys on your show, and it's just an honor to be on your show. So thank you so much for the opportunity.

[00:00:41] WS: No, I'm honored to have you on the show. It's been great to see your growth and the things you're doing in the marketplace and different properties and what you've accomplished. We're going to get into some of that. I'm looking forward to it.

But a little about Juan, he started a multifamily in 2016 with a 32-unit acquired via direct mail. That's interesting as well. A passive investor in 1,100 units GP and 600 units, totaling 1,700 units. He's closing on a deal this week on 200+ units in Phoenix. So, congratulations to you, Juan. That's a great accomplishment there. I know it's exciting. But tell the listeners. In case they haven't heard of you, tell them a little about you and tell them about your syndication business, what you all are doing right now, and let's dive in.

[00:01:20] JV: Yeah. Thank you so much for that introduction. So, as you mentioned, I started in multifamily in 2016. That was with a 32-unit. So, some people have asked why direct mail.

Simple. Calling brokers didn't work for me, so I had to just take it through my own hands and do it that way. So, I've read a couple books, and I was like, "Okay, that's enough right there, so let's take action." Six months after, I "educated" myself. I acquired a 32-unit. Since then, as you mentioned, I have invested in some deals. So, 1,100 passively with the 600 units, apart from those 1,100 units that are our GPN.

As you mentioned as well, 200+ unit that we're closing on in Phoenix this weekend. Things have worked out well. I'm very fortunate. It's all about teamwork. A lot of the success is due to a team that I've been able to surround myself with.

[00:02:06] WS: I appreciate that. Before we started recording, just about your specialty or your role in this team, and that team is so important. We talked about it numerous times is the importance of that team and that's how you're going to get places faster and make sure you're doing it correctly. Everybody kind of knows their role and can specialize and improve, because they're not having to focus on everything. Getting everything done halfway, they can actually do something really well. Your role in this team is asset management or part of your role, I will say. I know you do lots of things.

I'd love for us to elaborate on just the asset management side of the business from beginning to end. Maybe you can get us started as far as having that asset manager head-on, knowing, "Okay, this is going to be my specific duty for the team after we close." We'll start back though when we were first starting to look at this property. Maybe even due diligence process and some of that. We don't have to elaborate in depth about due diligence specifically unless it's something you need to know, which most of it is, but most of it you need to know when you're kind of asset managed. But help us to think through that process of when we're first looking at properties, getting to the closing table. Then let's go specifically after closing as well. When that's your role, what should we be doing?

[00:03:18] JV: Yeah. I would say before my first couple deals, I actually got into the GP side by assisting with equity. I do want to clarify that upfront. So, there's multiple ways to get into the GP side. I do want to say, so just figure out what your skill really is. Sometimes, you don't know what that is, but you'll learn it. You'll learn what you are good at, what you're not good at. My entry into GP side was through raising capital, and that's one of the ways.

My focus now is on asset management. You'll ask, "What's the role? What do you do?" As far as finding the opportunity, you've got to find the opportunity. You find the opportunity. You get them into contract. What we've been wanting to do on some of our deals is actually build in an early-access agreement, or early-access period into the contract. So, what that has been able to help us do is we're actually able to go in there in under seven days. So, we're able to go under and do a lot of the due diligence within those first seven days. If you have hard money, before your hard money goes hard.

So, we've been able to structure our agreements. During those seven days, you want to have access to the property. You want to be able to go into the property and got into the units, take a team with you. So have roofers, electricians, plumbers, all those kinds of guys. Also, your property management team can also help you out with doing their lease audits, doing their own survey, and also getting some of the budget and the pro forma put together and button down.

So that's kind of what we do just to help us eliminate some of the risk upfront. If it's something that we find out that it's not worth going or moving forward with, then it's easy. We just walk away, and hey, it didn't work out at the end. If it does, then we're able to move forward, and our money goes. So that's kind of the way we started.

[00:04:59] WS: I think that's some great advice right there, and I haven't really heard anybody elaborate on that or talk about building in the early access. I've heard people in the industry maybe mention or talk about it but not on the show. That's great advice. Do you have that in your LOI or is that something that's in the contract?

[00:05:17] JV: Yes. So, you want to make sure that you put in the LOI, so that whenever you go to finalize the PSA, the seller knows what you are expecting. We know every time we're submitting an LOI, we always make sure that we have that early access in there. It can vary. We do it for seven days, because a lot of times the seller doesn't want to give you that. They're like, "Why would I allow this guy to be on my property and go into my units to do all this, their own homework?" Then they're not really100% committed at that point.

So, what we do is we put that in there, but we go ahead and wire the money as if we're going to ahead and pursue it, as if we're going to for sure take down this deal. So, wire the money. It doesn't go hard though until day eight, but we make sure that we have our attorney and put in there, "Hey, if we don't feel comfortable with it, we can walk away, and the hard money that's [inaudible 00:06:02] company can be returned to us." So, we've got to make sure that we do that, because a lot of these deals these days, the reality is that you have to go hard money. If you're not going hard, then you're not winning anything. So, a lot of people, they don't want to go hard, so you're not winning deals. That's part of the terms.

The price I think is the most important, but the terms are right there with it. Then there's your track record, who you are, and all that good stuff. So we always try to make sure that every time we submit an offer, we got to make sure that we have that in there.

[00:06:31] WS: I know you just saved somebody $200,000 right there.

[00:06:36] JV: Hopefully, yeah.

[00:06:37] WS: Thanks for talking about that, because it is very important. I love that tip that you put out there and getting that time agreed upon that you can do an inspection, and hopefully the sellers cooperate and let you in and provide access and those things. You're not one to waste your time either. It's costing a lot of time and money for you to come do that early due diligence like that. But tell me about that team though that you have ready come in with you. You want them there. I mean, you want them coming in those units and giving you some really solid advice on what needs to be done. What do we have to do going forward, and what's the cost going to be? Who's that team, and what are their roles?

[00:07:15] JV: Yeah. So, before you're able to do that, hopefully you were able to get like an operating budget to do your pro forma and see if the numbers work out on a deal, first of all. Usually, that's a property manager. Reach out to their property manager, somebody that's well-known, somebody that manages properties that are similar to the property that you want to acquire. So, if you're looking at a C deal, then don't look for a manager. They're going to be useless for you. Vice versa, if you're looking at a B+ deal, don't look a manager that does C deals. Find somebody that fits exactly the kind of product that you're looking for. I think it's very, very important.

A lot of people, they see managers as somebody that can manage a property regardless of what kind of property you have. I don't think so. I think there's C managers, and there's mangers that that's their focus, and that's their strength. That's their bread and butter. Then there's B managers, and that's their bread and butter. Yes, some of those may interchange and might do B and C, but they're going to focus on one master class versus the other more. That's what we do. We try to find that manager that fits, and we look at their portfolio. We interview them. We do all that good stuff. Then we tell them, "Hey, we're about to get this property in the contract. We have LOI that's about to be accepted or whatever." Those kinds of things, just to prepare them and have them ready.

Apart from that, because they're usually going to handle your lease audits, they're going to be onsite, they're going to be doing a lot of that. But you still need somebody to go in there and check out your roof and then check out your plumbing, your electrical, your units. Your units, it's usually going to be your manager, but it's still one team to go under and do all that. All that's going to cost you, so you're still going to have to put some money in, and it's going to cost you. If you walk away from the deal, you're still going to have to have spent some of that money. If you don't move forward with the property, then you still have to pay your property manager for their due diligence costs. Usually, they'll take care of it and do it for free if you move forward with the property, if you are to use them. If not, then you have to write a check for their services. It is not for free either.

So those are the people that you want to have really on the property ready to go. As soon as you signed that, then bring them on and have them ready.

[00:09:13] WS: I like how you're talking about having a management team who's used to managing this class of property. I think that's misunderstood a lot in the industry, especially if you haven't had many units, or you see a company who is very well- established. But if you start looking after the properties, they look really nice. But they're all class A, like you mentioned. Maybe the property that you're looking at is a big reposition or a very heavy lift in a very hard part of town. Is this team ready for this type of turnover, this type of intense management time? The management team is so crucial. I appreciate you elaborating on that.

Then having that plumber or electrician and as managers come in, having them ready at the same time, so you can just maximize that window. Those few days that you have and just gather all this information before that eighth day.

[00:10:03] JV: Yeah. I think it's very critical and very important. Before all the reports come back and it checks all the way through, then you feel good about it, then you move forward, eighth day comes around or whatever day you negotiated, then it's good. It's very important to have those people ready to go for you and do the homework. The earlier the better, because usually it will take them two, three, four days. Sometimes, they get back with you on those reports. If you're bringing those guys in on day five, then you already lost five days. You want to bring those guys in day one, day two. Then by the time you get to day five, day six, you already know what their reports say, what the property looks like. Then you have a couple says still to digest it and make your final decision and then move forward.

[00:10:45] WS: Before we move to closing, after closing, what you're going to do as assert manager, at that time you're talking about, you're going to get them in there that second or third day, so you can have time to get those reports in. But before that time, you're going to have to understand your parameters very well. So, when you get those reports, you can quickly make that decision and figure out does this work, does it not. Are there a couple things you can share with us that those reports might tell you that are going to say, "Wait a minute, this is this is not going work. We need to call this off."

[00:11:15] JV: Yeah. So, some of those could be major physical challenges on the property. Sometimes, you don't see – like if there's piece of roof, you can see it. You can see if it's going to need to be replaced just by walking the property. You don't have to necessarily get up on top and see if it's really damaged. A lot of times, you can see it from just walking the property. Sometimes, there's some things that you cannot see. For example, if you're working on a chiller property, a chiller for those of you guys that don't know what that is. It's just like one big AC unit that runs the whole property. So, you always got pipes that go underneath the ground, and it dumps water. It does whatever. I'm no expert in that, but it pretty much cools the whole property.

But as one chiller for the entire property versus individual [inaudible 00:11:55] where you have each [inaudible 00:11:58] is controlling each unit. Sometimes, some of those things, you're not an expert in that, so you want to get those guys to go out there. If it's something that's really, really expensive, they say, "Hey, this thing has no life left in it," then you have to kind of look back and say, "Hey, either, A, we re-trade on this deal, because these chillers could cost you 100 grand plus, 200 grand plus," and that's a big CapEx item that you may not have budgeted for.

That's one thing for sure, so you have, A, you either re-trade on property. Or, B, it's not going to work, and I'm just going to walk away from the property at this point, because we didn't budget for this. Now, if I account for 200 grand more, our numbers don't work anymore. So those kinds of things is something that you should look for, and they're going to give you those reports. They're going to give you their best opinion. They're experts but they're going to give you their best opinion, because it's always an opinion. That's one thing.

The other thing is maybe on the lease audits, whenever you have your property management doing the audits, then you're able to find now, "Hey, some of these tenants maybe they're section eight tenants, and we didn't realize that there were section eight tenants," or a lot of these are month to month, and there's no real contract in place. Those kinds of things. Once you start doing renovations, you start changing the property around, a lot of people can go, which can be a good thing. It can also be a bad thing. So, your offer could dip severely.

But a lot of times, the kind of properties that we look for, we're okay with those people heading out, because we want to turn those units anyways and get better quality people in there anyways. I mean, those are some of the things you want to look for. Obviously, your survey. I'm no expert in that, but survey. That's an issue. Sometimes, if it doesn't come out or the seller doesn't approve of the existing survey, then sometimes you have to get a new survey. There's a lot of things to go through with that, but you want to look as much as you can.

So, on a property that we have, there's aluminum wiring. It's something that we didn't realize that it had aluminum wiring, so that could be a deal-cutter for some people, but for us they were just a couple of buildings, and that's something that you can take care of anyways. Aluminum wiring, for those of you that don't know, is a little trickier, because aluminum is more hazardous to the fires. So, it can overheat and cause fires. Whereas a lot of the newer properties are copper wiring, so they're more safe.

Those are some of the things that you got to look for. Obviously, you should know a lot of these things, or try to know a lot of these things as much as you can and beforehand. But some of this is going to come up there in due diligence.

[00:14:11] WS: So, is aluminum wiring specifically something you're going to shy away from? You're going to say, "Oh, no. I don't want that property because of that?" Or is that something where you can create value?

[00:14:18] JV: Yeah. So, a lot of people are going to shy away from that. I'm not saying that I'm looking for properties that have aluminum wiring, because that's my value add. A lot of the properties will have those, and those are typically found on the older properties, so '50s, '60s, '70s, something like that. Once you get older or newer from there, then typically they'll use copper wiring. But it can cost them a pretty good amount, depending on the size of the property to what they call a pigtail. You got to pigtail those, and pretty much what it is is you hang a little piece away from the aluminum wiring to copper. It's kind of the way it is to kind of prevent or reduce the possibility of any fire.

Those are approved by Fannie and Freddie. So, those kinds of repairs are approved by them, because the reality is you can't go there and change all the aluminum wiring. Some people do. It's very, very costly. So, Fannie and Freddie will say, "Hey, as long as you do these repairs, then we're good. We approve of that." But those are some of the things that you got to look for during due diligence.

[00:15:14] WS: Before we run out of time, I want us to jump to closing, after closing. Maybe some things that as you're managing these properties after closing, things that that we should be thinking about that we are doing even on a monthly or weekly basis. Those meetings we should be having and things we should be discussing.

[00:15:31] JV: Yeah. So, we always have weekly calls with our managers. We don't self-manage our properties. We have third party property management, companies that manage our properties for us. We want to make sure that we have calls every single week. You've got to look over all the numbers. You got to look over the KPI numbers. What's going on with the property? What are we doing? What are we renovating? Why are we not doing this? What's working? What's not working?

Every Tuesdays is kind of when we do our calls, and that works out best for us. During those calls, you want to, as I said, talk about the reports. Talk about the number of units that you renovated. How much were you able to get? What did it cost us? A lot of it is testing. Whenever you put your performer out there, you're assuming that if you do these repairs or renovations that you're going to get this kind of rent. But whenever you actually do the renovations, that's not always the case. It can be worse, or it can be better.

For us, fortunately, it's been better and maybe the economy, maybe the opportunity that we found. But it's been better with less capital that we actually put into these units. Those are the kind of things you want to do. As far as leads, that's very important, because a lot of it is lead retention, your tenant retention. You got to try to make sure that you keep your tenants, because that costs you a lot of money whenever you do turnover. The turnover, that's a lot of money wasted, because then you got to market to new people, you've got the unit standing vacant, and those kinds of things. It's very important that you keep track of what's going on with your existing tenants and then your new tenants. Where are they coming from? What's the traffic look like? Did we close on this lead or not?

So those are the kind of calls, and those are the kind of things that you have to discuss on these calls, apart from being on the property. So, you've got to be at the property as much as you can. If you're local, then that's good. You could be there once every couple of weeks or something like that. You don't have to be there every single week either. But if you're not local, you want to be there, at least, once or twice a month. If you have a team, maybe you could take turns, and everybody can be there once a month or something like that.

You always got to stay on top of that, because the truth is they're not going to be watching over your property unless they know that you are serious about it and they know that you are on top of them. Otherwise, they're going to take it easy.

[00:17:37] WS: Some great things that we need to be talking to our property management company about. You said you all are doing it on a weekly basis, which is great. Anything else that might come up during that call that you need to address at that time? Anything else they might bring to you that maybe somebody that's not doing this yet may not realize that they're going to have to talk about or be prepared for?

[00:17:57] JV: Yes. So, one of the things – I'm going to give this credit to Neal Bawa. For a lot of your listeners, I'm sure they know who he is. So, I listened to a podcast that he was on, and he spoke about hiring some VA's to help with lead generation. So, your property manager is going to do their best job. This is his words, and it's not quote for quote, but a property manager is going to do their best job to give people into your property, but the reality is that it's only going to be a handful of people. So, it's only going to be one or two people or maybe three at most, depending on the size of the property, that are going to be doing that.

So, he hired VA's from the Philippines to do calls, to create leads, to bring him to the property. Now, he's not replacing the manager at all, but he's assisting. So, it pretty much is doubling down. So, he's bringing leads from the manager, bringing leads from his Vas, and he's working together. Those are kind of things that these days you have to find every single opportunity you can find, because a lot of the reality is that a lot of these properties are overpriced. So, if you're going to pay a little bit more, then maybe you think it's worth. You want to get a property – I'm not saying to overpay, but the reality is a lot of people are overpaying. You got to find out every single opportunity that you can do to the property to create those revenue streams, because that goes to the bottom line.

I'm going to give him all the credit in the world, because you heard that from him. I thought that was just genius. That guy he's really intelligent and smart in the way he manages his properties. So, I took that page 100% from his book. I thought it was very clever.

[00:19:27] WS: Yes. I've heard him talk about it. Actually, we've had him on the show. We've talked about using virtual assistance and some of the things he's done, just like you're talking about. Hire them to do Facebook ads and ads on Craigslist and things like – the management teams are not doing that, but he's helping direct leads to his property or to their ads and things like that, assisting them at a really low cost, considering increasing the income substantially.

I appreciate you bringing him up, but I would encourage listeners to go back and listen to a couple shows that he and I both have been on using virtual assistance and some really neat things he's done to improve the income. So, what would you say has been the hardest part in this syndication journey for you?

[00:20:07] JV: So, the very beginning, I started with a 32-unit, and the reason why I started with the 32-unit is because I didn't know anything about syndication. I didn't even know what syndication was, like that word didn't even exist to me at that moment. So acquired the 32-unit, and that was a great property. From there, once I started learning about syndication, it was a little bit of a fear. I said a little bit of a fear, because if you're going to do a syndication, these are larger properties. Why would you want to syndicate it if you could just take it down yourself? So, you're syndicating these properties, because they're using larger properties, and there's a lot of moving pieces into it. My fear was will I do it right, what's going to go on? There's so many moving pieces. Am I going to meet people doing this?

Once you start learning about it more, you surround yourself with a good team that has different skillsets, then it becomes so much easier, and you have maybe a mentor or something like that, that kind of helps guide you. Then everything becomes so much easier, and it falls into place. I'm not saying that they'd do it for you, but it just becomes so much easier. First of all, I would say it was a mindset kind of thing. Once you get over that, things fall into place.

[00:21:11] WS: So, what's a way that you have, or your team has recently improved your syndication business that we can all apply to ours as well?

[00:21:17] JV: I would say that really using systems. That's one of the best ways, using systems, networking. Continue the networking. Get out there and know or be known. If you're not known, the reality is it's hard for people to want to do business with you. Those are some of the things, but going back to systems, we use Dropbox. This is something like 101, I would say, but it is very important to use that, because you don't want to have files all over the place, and you want to be more organized. So, use Dropbox and Google Drive.

Those things have been like lifesavers for us, because we share those and we have all the files, and everything is organized. In a way, it keeps us in place. There's other resources that I don't personally use yet, but I have used them with other groups. So that is Slack. That's a very good resource that we want to start to implement. It's easy to use, and I think it's even more beefy than using regular emails or like that. So those are some of the things that you want to use in these systems. Also, like I said in the networking, getting out there as much as you can to as many events as you can. The reality is, as I said earlier, if people don't know who you are, then it's going to be hard for people to do business with you.

[00:22:22] WS: So how do you or your team to prepare for another downturn?

[00:22:25] JV: So, we are being conservative, and everybody says that. I've seen people's underwriting in other deals, and I'm like, "Man, that's conservative." I'm like, "That's not conservative at all." It's actually aggressive in my eyes. So, what we always do is look at the historicals. We use [inaudible 00:22:41], some of those reports, and we look at the historicals. Then from there, we see, "Okay, what was the worst here? What happened to the worst? What was the worst economic vacancy that this property had, or this submarket had, or this star property had?" So, if we're looking at two-star or three-star property, then what was the worst they got here? What was the worst cap rate that it got?

So, we try to model those numbers and report those numbers. When I say worst, this feels like '08, '09 really being hit and dropped off the cliff. If we're modeling those numbers as far as like reversing cap or economic vacancy, and we're checking that out and the numbers work out even there, then we feel good about that. For example, Phoenix is having like – you can argue it's the highest rent growth in the nation right now. Right there, neck and neck with Vegas and some other markets. So, it's not uncommon for them to get 5, 6, 7, maybe 8% rent growth per year in the last few years.

We’re not modeling that. Of course, that would be crazy if we were there, so we’re doing 2% all the way through. If the numbers work out, great. If the numbers worked out, like in this case in the deal that we have, then great. We’re good. So those are kind of ways that we try to be conservative is look at the historicals, because the historicals are going to dictate that. A lot of people, they look back maybe a couple years, two, three, or four years. Everything is okay, but the market has gone up since then. So, you want to look at the historicals maybe after five years, six, seven years, or eight years. We know how they looked then. Let’s model that and see if the numbers still work.

[00:24:12] WS: That’s awesome. What’s one thing that’s contributed to your success? If you could say that this one thing has just really been instrumental.

[00:24:20] JV: Yeah. So, I would say action. It’s simple. It sounds so simple, but really like the 32-unit, I keep going back to that. I read a couple books, and I was always like, “Man, I’m so pumped up.” I was like, “Okay, I’m going to do it.” If you allow thoughts to creep into your head, then you don’t take action, because you’re like, “Oh, what if this goes wrong? What if I don’t do this right? What if I lose money?” So, if you allow those thoughts to creep into your head, then you’re not going to take action, and then nothing will ever happen.

So, for me, I learned a lot on that deal. Also, made money on it, which is the best part. But it wouldn’t have happened if I didn’t take action. I’ll tell you a quick story real quick. I know we’re kind of running out of time. But this weekend, I was at an event. So, there's a guy that pulled me to the side. It was Quest IRA event. I’m not going to name his name. Hopefully, he’s not listening to this show.

But he pulled me to the side, and he’s like, “Man, can I go talk to you?” I was like, “Yeah, sure.” He was like, “Man, there’s so many different things that are out there, man. So you got flips. You got property money lending. You got notes. You got multifamily. You got stores. So many different things. I don’t know what to do. Can you give me some advice on what you think I should do?” I’m like, “Hey. So, what are your goals? Tell me what your goals are. Maybe I can help you from there.” He’s like, “Well, I like multifamily. You’re an expert on multifamily,” and I gave him all the pros and cons about multifamily and why he should do multifamily.

Then he was still like, “Man, I still don’t know. I still like this. I still like that.” Then I asked him, “So what do you do for a living? Tell me what do you do for a living.” He’s like, “Well, I’m an engineer.” Then I was like, “You know what? You’re thinking with your engineer hat on right now, you’re trying to overanalyze everything. You need to stop doing that. Remove the hat and just focus on one and move forward. He was like, “Man, did you know that nobody’s ever told me that? You’re right. I am overanalyzing it.” He did that, and he’s like, “You know what? Let’s have lunch this week. I want to sit down and talk about multifamily only. That’s it.” Sometimes, we just overanalyze and overthink things.

[00:26:09] WS: Great advice. Juan, great interview. I really appreciate your time. Unfortunately, we’re out of time, but tell the listeners how they can get in touch with you and learn more about your business.

[00:26:18] JV: They can reach out to me at juan@genwelathcapital.com. That's juan@genwealthcapital.com. I’m happy to talk to anybody that’s learning or wants to learn more about multifamily investing. I’m all over social media as well, so people could reach out to me on Facebook or Instagram, Twitter or wherever, LinkedIn.

[00:26:36] WS: Awesome. Thank you, Juan.

[00:26:37] JV: Thank you so much.

[00:26:38] WS: Thank you very much. Great show.

[END OF INTERVIEW]

[00:26:42] 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 podcasts 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 see the latest episodes. Lastly, I want to keep you updated. So, head over to lifebridegecapital.com and sign up for the newsletter. If you're 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]

[00:27:20] 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]