

EPISODE 463

[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 Anthony Pinto. Thanks for being on the show Anthony.

[0:00:33.2] AP: Whitney, I'm happy to be here and it's really truly an honor. So, thanks for having me.

[0:00:37.3] WS: Year, it's great to have you on the show. It's incredible we can do this when you're halfway around the world, it's just, it blows my mind that all the stuff works and we can make that happen.

[0:00:47.1] AP: Leah, absolutely. I mean, I'm not going to let moving to Japan stop me from pursuing my passion in real estate investing.

[0:00:55.7] WS: Awesome. I'm looking forward to getting into that because I know the listeners are going to be able to relate to that. A limiting belief that we have about all these things we got to get done and do and you know, it's too difficult, right? To get a deal done and you know, a lot of people are right here in person at the property and you're doing it from halfway around the world, this is going to be great.

A little about Anthony: He's an active duty Naval Officer, currently stationed in Japan has been investing in real estate since 2016 and focuses mainly in smaller multi-family investments. Recently acquired eight units in a span of four months while on active duty. Anthony, give us a little more background. I'm looking forward to hearing just about your story of being in Japan but being able to close deals in the US and how you've made that happen.

I think you're going to be able to help listeners and myself get past some of those limiting beliefs and I look forward to even hearing about some of your systems to be able to make that happen. Give us a little more details about who you are and let's dive in to how you're making this happen.

[0:01:52.4] AP: Yeah, absolutely. As you said, active duty Navy, I've been about for six years, most of the time, I've been stationed in Norfolk, Virginia which is if you're not familiar with it, about two to three hours south of DC. Virginia Beach is probably the biggest city you could probably think of. There for about a total of four years and now I'm here in Japan. I'm a submarine officer and did a lot of cool stuff under the water and above the water and above the water and with you know, different forces and military stuff. Just call it that.

But during the – my sea tour, I kind of realized that I didn't want to stay in the military for the next 15 years to get to that pension point. Whitney, you served as well as I'm sure the feeling is understandable. And I just started looking for different methods to supplement my income and really kind of transition out of the military.

I knew I had a lot of time left. I knew I was coming here to Japan so I had about at least three years left on my contract for it to get out. I knew I wanted to move in to something else. I started doing a lot of research, you know, kind of drinking from the fire hose if you want to call it that and it was very overwhelming at first. BiggerPockets, podcasts, books. Just so much out there to learn about.

And so, I really kind of needed focus and someone to help guide me through the huge amount of resources that were out there. I ran into a guy named Stuart Grazier which I think you had him as a guest recently. Super awesome guy, out of Colorado and he runs through the Military Investor Network. Anyway, we chatted on Facebook and said, "Hey, I see what you're doing, I'm

interested in getting into this, I didn't know anything about real estate investing. You know, where should I start?"

We really got started talking about different books to read. He's setting me on *Rich Dad Poor Da*, you know, that whole cliché there, got into reading. Scott Trench's *Set for Life*. I read both of those books when I was underwater for about two months on my last sea tour.

[0:03:52.4] WS: It just blows my mind that you can be under the water for two months at a time.

[0:03:56.6] AP: Yeah. I mean, it's not all fun and games, you got to have something entertaining to take up your time. I started reading all these books and just clicked at me and like, "What am I doing with my life? I have all of this resources available to me, right?" I had used my VA loan before 2016 when I bought my first those to move to Norfolk and I kind of vaguely I knew I was going to rent it out eventually. But I didn't really consciously factor that in to purchasing a house.

And so, I started reading *Set for Life* by Scott Trench and he talks about house hacking as a concept or purchase a house and you rent out a number of other units or rent out rooms and basically have your mortgage paid for. As you can imagine, I was doing all this research myself underwater without being able to communicate that to my spouse.

I got off being underway and I was like, "Babe, we're going to go buy a house and I know we've never done that before. But we're going to buy multi-family house and it's going to be great." As you can imagine, it went over well, she thought I was crazy and she thought I was just in some kind of fling and this is all going to kind of go away.

But a month later, we had our first quad and a contract in the Hampton Roads area specifically in Portsmouth and moved in January into that. And then, while that one was still on the contract, we found another triplex and the same rough area about 10 minutes away and we purchased that one with a joint venture with a couple of other Navy guys.

And that's really kind of my break in to multi-family within you know – started to see, started in November, really doing the research and by February had an eight unit under or under our control, right? From there, I was like, "Why would I stick with smaller multi-family and four units at a

time when I can do 40 units or a hundred units?" I really started looking into larger multi-family and apartment buildings as the really the means to be financially free.

A lot of people talk about how it's really the same amount of work and it's just extra zeroes where really, it is. I spend just as much time on my single-family home as I do on my quad, right? I'm sure once we get this property contract closed on, it's going to be the same amount of work, right?

Arguably, it's less work because you have more property management involvement, we have a lot more people able to take a lot of the responsibilities. I'll get off my stream of consciousness there.

[0:06:16.8] WS: Yeah. Let's go back just a little bit because it's incredible that you know, obviously you started educating yourself and that's what everybody says, you know? You got to educate yourself first and I couldn't agree more. You have to have some understanding, I made those mistakes early on.

You know, just not educating myself enough and jumping in. However, you know, you educated yourself and within a month, you have a fourplex under contract. Tell me about that a little bit, were you in the states then or were you overseas then?

[0:06:42.0] AP: Yeah. I was still in Norfolk. I was in Virginia Beach and I had just transitioned and on to my shore tour. I had a little bit more time to actually go look at houses, not going away all the time. Yeah, that quad was when I was still there, we used our VA loan to purchase that which if –

[0:06:58.6] WS: So smart by the way. So smart to use your VA loan and get a fourplex, you can still get a residential loan, house hack and amazing, go ahead.

[0:07:08.3] AP: Yeah, I mean, for your listeners that don't know what a VA loan is, it's veteran affairs loan and it's essentially a zero-down payment, owner occupied loan to be able to purchase up to a four unit. Really, any residential property. It really is used to allow service mem-

bers to purchase a house in within area that they're going to be living for a certain amount of time, right?

One of the advantages of that is you can buy a duplex or a triplex, a quad. We used my VA loan to buy a quad, we lived in one of the units and rented out two more of the units and then we Airbnb the last unit.

[0:07:45.6] WS: Did that cash flow for you all, did that prove to be a great venture?

[0:07:50.6] AP: Yeah, I would say it was a learning experience. It was great in that we didn't have to pay for our mortgage like it wasn't coming out of our own pocket but we weren't actually cash flowing while we were living there if that makes sense.

[0:08:01.3] WS: How'd you have the confidence to know that this was a property you should pursue? I mean, you just educated yourself and within a month, you had this under contract, have the confidence, "Okay. This works, let's pursue this."

[0:08:12.2] AP: Yeah, I think being able to use the VA loan and knowing that I get a zero down payment loan essentially on this, in my mind, I think it seemed less risky to be able to do that. And also, the fact that I had a stellar real estate agent who was former military herself like, she was an investor herself. She knew how to analyze this property to make sure that it's actually a good investment. She had like all of these contacts that needed to get done. Honestly, it was very smooth process.

But in terms of buying the property itself and kind of taking that leap of faith, it was not easy. It was not easy, as military officer, I had some insulation like I had income. It wasn't like I was you know, quitting my job and going to work full time in real estate. I had a little bit of security there with it. But it was not easy.

Not only financially but in my relationship wise as well. You know, my spouse, she didn't read the same books I did. She didn't really kind of – I had like a two-month head start on her for this whole process, right? And then, within a month, it was just like, "Bam, we're now had a property under contract, how are we going to pay for this and what if we can't pay for it?" It did put a

strain on our relationship in that case. But in the end, we kind of came together and we talked about it, our finances and now we're even stronger for it, right?

It's a learning experience financially and real estate but it was also a learning experience for our relationship and especially being somewhat newly married, you know? Only come up on our three anniversary, here in September. I think it really kind of shook out a lot of conversation that we needed to have, right? If you don't get anything else from this, it's real estate can kind of lead to some more deeper understanding of you and your relationship with others.

[0:09:58.9] WS: I can relate to that as well. My wife and I purchased a couple of triplexes like within the first year of marriage and my goodness was it a learning experience. Not just in business and in real estate. But just in our marriage just like you're talking about. While you had this under contract, you also put another fiveplex under contract, is that right?

[0:10:15.4] AP: Triplex.

[0:10:16.7] WS: Triplex. Okay. A triplex under contract and you had some partners on that. How did you make that deal happen?

[0:10:22.6] AP: I had aa contract and I worked at the shipyard about three minutes away from this quad and I had – I was trying to figure out different ways to look for the specific type of multi-family properties. I mean, you can have a real estate agent kind of just sends you whatever, same thing as you can have a broker send you deals, right?

I really wanted to be more active with it. I started looking for different ways to directly look for these properties and so I set up red fin alerts four multi-family properties. Realtor.com, Trulia, Zillow. All of these different sites, I was like, "Hey, now, this is the criteria I'm looking for, this is the price range." If anything comes up, it sends me an email.

That's exactly what happened with the triplex. I was at work one day, I as leaving and I had this pop up in my inbox. "Hey, this triplex is just on the market today, you know." I kind of mentally ran the numbers really quick in my head and I was like, "Wow, this is like one and a half percent on the 1% rule." And I was like, "Man, really got to jump on this." That afternoon, I contacted my

real estate agent and was like, “Hey. Send me information on this. I want to know what your thoughts are.” And you know, by that, next morning, she got me the information for it and we talked through it some and then we put it in an offer that afternoon and you know, within three hours, we had in our contract after that.

Let’s see, I think I found another Monday morning and then by Tuesday afternoon, we had it under contract.

[0:11:47.5] WS: How about these other guys that partnered with you, how did you talk them into doing this with you?

[0:11:52.2] AP: Yeah. Funny story actually, I felt like a complete idiot when this happened to me but it was a good learning experience. I thought that I was going to use a residential loan on the triplex and be able to bring in investors on it. Well, turns out, you can’t use a residential loan and use investors as well. You have to have the money in your account, right?

I didn’t really understand that. I kind of scrambled to find these investors within like the last two weeks of this deal. What I did is pretty similar to what I did with what you do with the larger multi-family. You know, I got the property, I got it under contract, get all the lending documents and everything, figured out and I just put a deal packaged together. I put an offering and an offering memorandum, if you want to call it that.

I kind of just listed out the property, put in rental comps what the market, looking like, what other property rents have been going for. What the renovation plan was going to be with the long-term hold was going to be. I just put this you know, 10-page deal package together and I just hit the street.

I started going to five, six real estate in the area, started reaching out to people in BiggerPockets, Facebook, real estate groups. I really just kind of shook all the trees that I could, I started reaching out to my friends and family group, seeing if anybody would be interested in it.

The two people I found were through two different methods. One, I found BiggerPockets and he happen to be a local investor and we actually went to school together, he was a couple of years

behind me and end up finding out and you know, he was interested in getting into real estate as well but he was going on deployment and then really had money but he didn't have time.

We just kind of clicked and you know, that was my first investor.

[0:13:26.8] WS: Nice. You had to make something happen here, right? It's nice that you still made it happen, you didn't just quit and say, "We can't do that now." You still – you put a deal package together and then you started hitting the streets like you said. Anyway, congratulations to you for making that happen like that, not just quitting, it's so easy to throw your hands up, right? You know, that just didn't work out. But nope, you found a way but tell me. Now you mentioned, the time spent on a single family or your fourplex, you know, versus the time spent on much larger property.

What's your plan now moving forward as far as what type of multi-family or what type of asset class you're looking at?

[0:14:08.4] AP: Yeah. Okay, I guess I kind of give a background on that. Got all those properties closed on by the end of February. And then in April, I kind of had this conversation in my head like why am I not looking for larger properties, I just started getting into a lot of research, got into a couple of different programs and courses, started going to conferences and really just delved head first into multi-family and apartment buildings.

[0:14:34.6] WS: Now you're increasing your network, increasing your knowledge?

[0:14:37.3] AP: Exactly, right. I just fell in love with this idea, right? It was just very energizing to me to go to these conferences and see people who were just as passionate about finding financial freedom and doing – getting into real estate investing in a multi-family side of it, and it can do not only for them but for the people that they're helping at these apartment complexes.

I've really just spent the last year building all of these relationships, getting partners in place in a different market I'm looking in. Getting all of these broker relationships established. Knowing that I will be coming to here to Japan. And that my communication is going to be cut in like a tenth of what it used to be, right?

That's really where I focused on for the first year is just trying to cultivate all those relationships, looking at deals. Building out my kind of underwriting skills, raising private capital, right? Talking with investors. So that eventually when a deal came along, I could tap into that.

It's kind of come to fruition now because we have 104 unit under contract in the Hampton Roads area. And it's large part to the lead sponsor on this deal who is a good friend and a mentor of mine and you may have heard his name, his name is Phil Capron and he just – he reached out to me and said, "Hey, are you interested in kind of helping take down this deal?" And I kind had worked out a deal with one of my friends, college friends that was going to lend me some money to put into this deal.

So, I had EMD money ready to go to put into that deal. That got my foot in the door and I tell people that to get your start in real estate, you need one of three things. You need either money, time or experience, right? And for me, I had the longest time I had time. I just had time to call brokers, you know beat the pavement and talk to investors and coming here that was you know, it kind of went away.

And I had some experience, right? You know I dealt with the issues that you deal with multifamily and tenants and property managers and the whole nine yards there, right? But that really doesn't help me when I am not physically there. So, I had to think of other ways to kind of contribute to these deals and the thought was, "Okay. If I don't have time or experience, I got to bring something to the table. So, I got to bring money, right?"

So that's what got me thinking about, "Okay. Can I provide, help provide EMD or risk capital?" But really that just got my foot in the door. Now I am really having to put in the work and actually prove that you know, I deserve a certain amount of the general partnership, right? Phil can do this on its own. Honestly, you could do it by himself, right? But he is bringing in other people that can help take down this deal not only is it a learning experience but it is to build our own credibility and our own unit cap as well.

[0:17:19.8] WS: So, tell me about – you know being from so far away and making something like this happen, tell me about some of your systems, your processes of being able to make this happen from being halfway around the world?

[0:17:30.4] AP: Yeah. You know it is definitely made me a lot more conscious of my time and prioritize my time. The fact that we are talking here at 10:30 at night my time, which is early in the morning your time, I really have to block out my time to be efficient knowing that “Okay, I need to talk to Phil but Phil is not going to be awake for another eight hours. Okay, so what can I plan the rest of my evening so that I can talk to him when he gets up in the morning?”

“Okay, so how can I plan dinner? What time do I need to get done with dinner?” And it just backtracks from there. Okay, how do I plan out my day to take advantage of the fact that the people I need to talk to on the east coast United States are going to be awake for five hours that I am awake for? So, it’s definitely made me a lot more deliberate with my time.

The second part of that is I just – I really just sat down and self-analyze what can I actually contribute from here, right? Obviously, I can’t do asset management of the properties. You know I can’t go checking on the property every so often. I can’t do due diligence to an extent when I am not physically there, right? So, I just thought of some other things and one thing I can help do is raise private capital. I can help put a deal package together. I can help with investor relations.

And it just goes to show that it doesn’t matter if you only have one hour a day to work or if you are halfway around the world, your time is your time and how you prioritize and use that time is really going to make you successful or not. And so, it’s really taught me that being in this business and really being in business in general is all about time management. And if you just waste your time watching Netflix or whatever else you end up doing, I can’t even think of any activities, that lends itself to what your mindset is going to be and what your future success is going to be.

[0:19:19.5] WS: Where you’re spending your time shows what’s important to you.

[0:19:22.0] AP: Yeah, exactly. So, long story short, I have had to be very deliberate with my time. In terms of processes, it has – being in Japan has helped in one regard is that I am trying to post a lot of content and so it gives me an extra 14 hours to be able to get that content ready,

right? Because now I have content for Monday because it is Monday evening my time but it is Monday morning your time, right? So, all day my Monday to get whatever content ready that I needed to for that day.

[0:19:52.0] WS: That is kind of an unfair advantage isn't it?

[0:19:54.1] AP: I know right? But you know, some of the other processes that I started getting into and honestly, it is thanks to your show and listening to your podcast with Neal Bawa and you talk about it yourself too is using virtual assistance. I listened to that episode maybe three months ago and I was like, I really sat down and it's like, "Why would I use a virtual assistant? What can I use them for?" Like why would I have someone tap into my finances or help book something or edit videos or whatever?

You know, I could do that myself. And then I just started trolling around on Upwork and then the next thing I know, two weeks later I have five or six virtual assistants doing a ton of different tasks for me. So, for example, we just launched our new podcast called The Lessons of Real Estate Show. So, thank you for helping with that as well Whitney, I really appreciate it.

[0:20:42.2] WS: Yeah, my pleasure.

[0:20:43.5] AP: So, it is launching this week and it's been a long road making, not only just making the podcast episodes but taking them, editing them together, putting a show intro in, Getting the intro credits, getting the outro credits, kind of piecing everything together, right? And it's just my time is better spent doing other things that will make me money, right? Analyzing deals, talking with investors, helping track down different things that we need to do to get a property closed on, right?

So, I brought in virtual assistant and she does editing for me, she does the shownotes, she does the cover art, she does everything for me, right?

[0:21:19.8] WS: How much more efficient are you now than you were before?

[0:21:22.6] AP: Oh, extremely efficient. And for me, I don't like delegating and so it was a learning curve too.

[0:21:31.5] WS: You're an officer in the military.

[0:21:33.2] AP: Yeah, it's been kind of a constant thing. And releasing control was kind of catharsis to me. And so how I released that control is I being in the military I wrote a standard operating procedure. So I wrote down exactly what I wanted done. It was like, "Okay, you have these many files, they are going to go into this order, you need to do the shownotes in this way." Right? And once we had a clear set of standards and expectations, it is going to go in smoothly, right?

You know sometimes something will happen and I will just message there really quick and she'll just change it, right?

[0:22:05.4] WS: And it makes you better.

[0:22:07.4] AP: Yeah, exactly right.

[0:22:08.0] WS: Right, yeah and so I am glad you bought that up because I cannot agree with you more building a process otherwise you have no way to improve. You know they have no system for them to track and that's exactly what I have done. I will record my screen and show processes or build a word document in Google Drive, you know Google Doc. But then we can improve it and she knows. Okay, as soon as we think of a better way to do something, we document it.

We take that out or put this, you know so it just continually gets better. But also, when you have to hire somebody else because it happens, right? You know this person doesn't work out, they don't have enough time for you or whatever as you grow but guess what? You already got that system there so it is so much easier to bring on somebody else.

But Anthony, a few more questions though before we run out of time and I wondered your opinion now as far as the listeners who maybe haven't done a deal yet, they are trying to get into the

syndication business, they are trying to learn to raise capital or they are growing their brand. However, you know they might still think, “Well it would be nice to do a four-plex,” or something like that. Would you still recommend going that route and house hacking like that or would you say, “No, let’s move right into a hundred-unit complex,” or larger?

[0:23:17.7] AP: So, I would say it depends on the individual. I had the luxury of time to go track down these properties and the fact that I had the VA loan available to me, I wasn’t striving to get a deal done. I just happen to just do it and so it really depends on what your end state is, right? Do you want to amass 2,000 units in a year? Do you want to just get your feet wet and just dabble this as a side hustle? Do you want to make it a full-blown career, right? I think a lot of these questions need to be answered before you can get specifics into it. Now for me –

[0:23:54.0] WS: Would you do it that way again?

[0:23:55.6] AP: I would. I would and I would tell you why. We learned a lot of lessons on that quad and especially on the triplex that would have been much more costly and much more stressful if it had been a 30 unit or a 300 unit. I mean I could go – We’re running out of time but I could go on and on and on about all the issues that we have in this property but I am thankful that –

[0:24:18.8] WS: You are still married, awesome.

[0:24:20.2] AP: Exactly, right? I am still married but I am thankful that it happened with a smaller unit and I was able to get those lumps out of the way so now I bring that forward onto properties that I am looking at now. So, for the triplex, I had a whole bunch of red flags going off when I was walking in. I was just like, “Uh...” I just push them to the side. It was like, “You know they are not going to be that bad.” The properties were practically brand new like there is not going to be an issue.

Well, most of the things that were going off in my head ended up going wrong. And so those same flags were going off in my head like spidey. I call it my spidey sense, my spidey sense was going off with this 34 unit I was looking at in Kansas City and I was thinking to myself like if it is going off now and I ignore that before, it is going to be that much worse for a property that is

10 times as many units. And so, honestly it saved me from a lot of financial heartache and really stress by having that experience, right?

And like I say, it goes back to what I say, you got to have one in three things to get started, time, money or experience, right? And if you have the time, totally take advantage of that. Go look at properties. Get educated, take action and then that experience will come and then that money will come and then you'll have more and it is just a cycle that just builds upon itself.

[0:25:37.1] WS: How are you prepared for this potential downturn that everybody is talking about?

[0:25:41.7] AP: Oh, that is a good question. So, I am partnering up with individuals that have an established track record within that particular market, right? Guys, you have seen, having gone through a market cycle like this. The guys that I am working with that have been investing in the particular markets we are looking in for 10 plus years. They have lived there for the majority of their life. They have seen how prices go up and down. How multifamily shifts and then people's mindset shift.

So, with that in mind I know that I can't be as active as I want to be in these deals, right? So, I just partner up with people who can be. I partner up with people who have experience, build a mastermind if you will. So, with that regard, I'm building up not only my investor base but I am also building up my own experience, right? Actually, it is interesting that you mentioned that because I talk to a fellow investor the other day.

And he asked me that exact same question and he was like, "You know, a lot of people are talking about the market that it is going to turn soon and do you think it is good to just sit on the side with all of this money or do you think it is good to get in?" And I told him honestly my opinion, you know if you have never done a deal before and you expect that your first deal win and it is at the bottom of the market, you are not going to have the experience of what to look for and some issues might come up, right?

You are not going to have the experience to go into our closing process. You may not have experience of making a deal package or talking with investors, right? So, I think that experience is

absolutely vital. Now I am not saying you should go buy a 100 unit right now. But just think about the fact that yeah, you are putting all of these money on the side to buy something but at the same time, how you get – it's like dating. You date all of these people trying to find the perfect person and eventually the love of your life, right?

But if you never date a single person and that love of your life comes along and you don't know how to act because you have never dated someone, right? And I think it is similar with real estate. I hope that answers your question.

[0:27:40.0] WS: Yes, so what's a way that you have recently improved your business that we could apply to ours?

[0:27:44.4] AP: Oh, let's see. I got myself an office that's for one. We've been transient the past really four months. And I never really had the space that's been mine to just get away and just work on work, right? And it really honestly, it's a mindset thing for me is when I walk through the doors and I slide the door shut, like it is all business, right? And then when I leave it is family time or it is going to work time or something else. So honestly for me that may not seem like a lot but it's really made a difference in my mindset moving forward.

[0:28:20.8] WS: What's the number one thing that's contributed to your success?

[0:28:23.5] AP: Oh. I would say my wife getting on board with real estate investing. Because without that I would not be doing this honestly.

[0:28:33.0] WS: Wow, me either. I appreciate that answer. It's important. It's a team operation no doubt about it inside the home and out. And so, Anthony, tell us how you like to give back.

[0:28:43.5] AP: So, it's been a little difficult since we've been in a flux these past few months moving to Japan but there is a local animal shelter on the base here that we are looking to get to volunteering for that. We had an orientation coming up within the next month that we are going to do volunteer. Both my wife and I. Animals are really a passion I've had for a while. Wherever school I end up going to, whenever I travel around, I would just go visit the animal shelters

and try and volunteer as much as I could. So that is my intended plan is to give back to the local animal shelter here on base.

[0:29:15.5] WS: Awesome. All right Anthony, thank you very much for your time and spending time with us from halfway around the world, staying up a little late to make this happen and it's incredible to have you on the show and get to know you even a little better. And congratulations on your podcast launch. I am looking forward to that and be sure to tell us again about that and obviously how people can get in touch with you. But thank you. I want to thank you again for your service. It is definitely a sacrifice to be in the military for one but two, to have to spend a few years so far away.

But congratulations again to making that happen even from such a distance. You know you didn't allow that to stop you or make you give up in this real estate desire dream that you have and your pursuing at making that happen. So, congratulations to you and we can all learn a lot from that but tell the listeners how they can get in touch with or learn more about you and your new podcast?

[0:30:03.5] AP: Yeah, absolute. So, you can email me at anthony@pintocapitalinvestments.com that is my email. I am on Facebook, LinkedIn, our company name is Pinto Capital Investments. We have a website, we also have a blog called The Rookie Real Estate blog, which basically chronicles my life from fledgling investor to getting into multifamily and being a multifamily syndicator and a lot of the lessons learned along the way.

And then the new podcast we just dropped this week is called The Lessons in Real Estate Show, where we talk with multifamily experts and kind of dissect their lessons learned on their path to success and you can find that on Stitcher, Google Podcast, Spotify and on iTunes as well.

[END OF INTERVIEW]

[0:30:48.3] 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 Es-

tate 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]

[0:31:29.0] ANNOUNCER: Thank you for listening to the Real Estate Syndication Show, brought to you by Life Bridge Capital. Life Bridge 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. Life Bridge 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.

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