

EPISODE 537

[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 Maureen Miles. Thanks for being on the show, Maureen.

[00:00:32] MM: Thanks for having me. I appreciate it, Whitney.

[00:00:35] WS: Yeah, I'm honored to have you on. This is one opportunity that the coronavirus has brought to the show anyway, getting you to slow down enough. We had to lock you up before we could get you on the show.

[00:00:46] MM: Literally. But I do appreciate it. It's helped keeping me sane. I have been wanting to help. I love to help kind of shine the light of this business for new people trying to do it, so I appreciate the time to get caught up to this. I am glad to be here, Whitney. Thank you.

[00:00:58] WS: Yeah, I'm – We are glad to have you. Maureen is a rock star in this space. If you haven't heard of her, you should have. But a little about her, she started with renovating singles and duplexes and successfully made the transition to syndicating 100+ unit complexes. She's also the founder and general partner of a property management company and construction company. She went from broke to 3,000 units after leaving her job six years ago.

Maureen, again, I'm thankful for your time being on the show and I want to hear a little about that process and maybe give us some background getting into this business. I think a lot of the listeners probably have that single-family or duplex that they're working on just pushing and dreaming about, taking that next step and making it to where you are, and so I'd love for us to dive into that a little bit to help them and myself.

[00:01:43] MM: Sure, sure. Well, we were working on small duplexes and singles back in like '06, which is just before the last recession kind of downturn. We started buying a few ourselves because they – I mean, at the time, the banks were just lending you just fine, and they would lend you money, which I got some people in trouble. But we were [inaudible 00:02:01] to buy on and made sure that cash flowed at least a little bit. I actually still have a couple of those properties today, which is funny. [inaudible 00:02:09]. I came out of the recession like the rest of the world did.

Anyways, we kind of started doing that. My husband had a job with the city but he didn't have a great retirement, so we were kind of looking at just ways of – We wanted to build a future for our kids. We wanted to have something for them and we thought even if we could never figure out how to leave our jobs, maybe they could someday, right? So we kind of did it as like a retirement thing for us. If we bought the two, three, four-families, we renovated them ourselves. I would turn into a pumpkin at like three or four o'clock. I change for work and go do my network engineering job in the evening, so renovating houses during the day and collected rent. I'd run them, lease them.

One of the things I do want to share with your listeners out there that are doing it, I used to think I was wasting time like, "Gosh! I wasted so much time doing that with the smaller stuff." But it's what really gave me the experience to be able to go into these larger things and understand any part of. So anything that ever gets wonky with one of these deals or if something starts to slip, I can jump into any aspect of it and catch it or fix it. It's really I think made the difference between being really successful at this. I'm just kind of coasting along if you will, but what you're learning now doing that is going to prove you well in the future. It's going to help out a lot.

[00:03:29] WS: I appreciate you mentioning that. I think a lot of people feel like they've wasted so much time while doing small multis or single-family but I feel like you – I'm grateful that you feel like it's very beneficial for you and the listeners as well.

[00:03:40] MM: Definitely. I like the maintenance guys now, like they – I have one that's been with me for quite a while and he'll take the new guys. He's like, "Don't mess with Ms. Maureen," he calls me. "Don't mess with Maureen." He's like, "She'll call you on your BS. She knows." I asked him if he did this, if he did this before they call a vendor out and things like this.

It is important to know and understand that, because then you know for sure you're representing your investors correctly by making sure that you're not getting overcharged on things. You know what CapEx projects should cost you, so I think it's a great entry into this. A lot of people we compete with are doing it from behind a desk in New York or whatever. They don't kind of get down in the weeds like we do. But being in the weeds is what – Like I said, it makes the portfolio perform I think a little bit better than most.

[00:04:25] WS: Well, why are you still doing single-family and small multis?

[00:04:28] MM: That's a great question. What happened was I built up to about 30 units. We have 30 units that I was managing myself, and these were all ones that we wanted renovated. Some of them are vacant for years. I mean, we were buying really 30 disgusting ones that we kind of like those things that has some issue. But you can see the opportunity in them, right?

But I get up to about 30 units and I realized that I'd never be able to get to a point where we could leave our jobs. There just wasn't enough time in a day. I had investors that I worked with then, so they earned a piece of those. There was – I just ran out of time. There is only 24 hours in a day. I still worked at night. I realized that was holding me back was my job. I mean, I made six figures. I had a good job. I was a network engineer for one of the big telecom companies. I enjoyed my job to some degree but I couldn't work any harder. I got to the point where I just hit a max. I didn't know how to get the help I needed. I couldn't just hire a property manager because I would look for some in my area and I would go drive by their deals and I'm like, "I would look into renovating this. They didn't take care of their properties like I wanted my properties taken care of." I just hit this wall.

About that time, my work had offered a package for people, and a lot of people had been in there 35 years, 40 years. They're there forever. I was going there 12 years at the time and I came home and I asked my husband. I said, "Are you okay if I take this package?" I said, "Are you okay with living in one of the multifamilies if I can't figure this 100+ unit, old stuff out fast enough?" Once I left, that was it. I was going for broke. I was going until I either figure it out or I died. I wasn't going to stop until one of those two things happened. He said, "No, I'm okay with that. If you can't figure it out, go for it."

I did leave my job. I got like six months of my health insurance and I got a nice little package. This is now or never. At one of the networking events I went to right after that, I met a guy that he had bought a mobile home and he actually rented his own personal house out and lived in his mobile home and traveled around, purchasing houses on like tax auctions and things like that. That paid – His house is paid for. It's like I went home to my husband. I said, "Guess what? We don't have to live in a multi. We're going to buy an RV." I actually went and bought an RV. That was [inaudible 00:06:43] is we're going to live in the RV. I was going for it. There was no stopping me.

[00:06:49] WS: I love that, just the dedication and just really burning the bridge to going and making it happen like that. I can relate but I wanted to ask you. You mentioned your job was holding you back. You said you're making six figures, and that's probably hard to comprehend for most people, if they haven't jumped into this yet. Dive into that a little bit more. How was your job holding you back? It probably seemed like a great career to a lot of people. Tell me how was that holding you back. What did you see at that time that was going to change by leaving that behind?

[] MM: A few things kind of came into play there. One is I had an hour drive back and forth to work every day. That hour-drive, I used to listen to CDs. I used to take advantage of it. By the time I got to work, I was so pumped up in real estate. I'd listen to so many motivational real estate CDs and podcasts or whatever there was out there. I heard my husband saying, "Are there any demotivational CDs you can listen to? Tone it down a little bit." I'm like, "No." That was one aspect of it. I would just get so pumped up. I had all these ideas. I had time to think on my drives and things like that.

I would get to work and I worked in a room with no windows. I worked second shifts, so I wasn't home when my kids were home. I remember like I had to be late to work every day if I want to get my kids off the bus. My boss wouldn't let me switch shifts. I had made my way pretty high up, and a hundred thousand plus sounds great and it is a good pay. But I was really sacrificing my whole life for that. I didn't see my kids. I didn't get to see my husband. Like I said, I would be home during the day. Then at night, I would have to go to work. There was a lot of sacrifice then, and I also worked with it.

I mean, some of the people with are fantastic, but other people were just so miserable, and sometimes you'd just be in a room with this person day after day after month after – For years. It would affect your thinking. I know [inaudible 00:08:32] some of you in the IT business, you understand what I mean. That was difficult.

I remember driving to work one day. I like was driving, and if a car comes into my lane, I'm not swerving. I'm not going to swerve. That's when I started knowing. It really started affecting me. I'm like, "I have to figure out something different to do." Then also, I live in Connecticut, so 100,000 sounds great but it's expensive to live here too.

[00:08:56] WS: You mentioned that like you got to the max. You just couldn't work any harder. You're doing I think real estate while doing the full-time job at the same time. When did you know that, okay, this is – They offered you the pension or they offered you the package, and so was that just the kick? You said, "Okay, this is like now or never opportunity."

[00:09:13] MM: Well, that was. But what had happened is as I was learning how to work, I started taking some of these networking different courses and attend different events because I wanted to learn how to work with investors. My goal was just to work with the investors on the two-families and the three-families, because we – As you're doing renovations, your funds get tapped out very quickly, so I was trying to pull investors in. I didn't know what I didn't know, so I wanted to make sure I was doing everything legally.

I started attending these events, and that's where I stumbled on the 100+ kind of unit kind of deals. Before when I started this, I never imagined in a million years that that was impossible

that somebody could own these or manage them. Or you could own a part of those. I thought companies all know those and life insurance companies and things like that. I never realized it was within my grasp.

When I started learning about how to do this, I'm like, "Well, I got it." I'm good with numbers. I understood it. It just clicked for me, but I couldn't say to investors like, "Hey! I'm going to pull together \$5 million and buy this property," but yet I couldn't do that and still work because I can say, "Oh, if there's a problem with the property, I'll go check it out next Tuesday when I could put in a personal day." At the time, I couldn't fathom having people's money and being responsible, because I might not be able to just react on a dime and be totally committed to that.

I think that's the biggest thing that held me back. I mean, in hindsight, with the right partner, you could probably do that. Or under the right circumstances, there probably are ways to keep your job and kind of end or merge into this business a little bit differently. But at the time, I just didn't.

[00:10:43] WS: You left the day job before you syndicated your first deal.

[00:10:46] MM: Yeah. It took about a year to syndicate my first deal after I left. I had about four or five almost like false starts I would say or deals I thought for sure were going together. For one reason or another, they fell apart. Those are heartbreaking. I think some of them was harder on my husband than it was for me. I'm just like, "Okay. Let's go attack another one. What are you going to do?" It is hard because you do get ramped up, but I think what people have to remember too is that whenever those situations happen, how far did you get? I used to lose sight of that. We try so hard. It's hard to get that first one done. But each time we try, we're getting that much farther and we –

At first, we're afraid to call brokers, so eventually we get over that one. But now we're afraid to put LOIs in. Then we eventually get over that one. Then God forbid, the LOIs – Somebody accepts your LOI like, "Oh, my gosh!" That was the scariest thing for me. It's like, "What if they accept it?" You eventually get over that. I think we have to stop sometimes and realize how much knowledge we've gained. I tell my people too that nobody's born knowing this. Nobody is, so we've all had to learn it at some point. You should never feel bad for asking a question or not understanding something, because we all came from that spot.

[00:12:00] WS: I appreciate you being so willing to answer questions. Every time I've had a question or I see other people asking you as well, and you're just very willing to help and we're grateful for that. On that note of like learning this business, how did you have the confidence to say, "Okay, we are going to make this happen," what did you do to learn? What did you do to educate yourself about the syndication business?

[00:12:19] MM: That first year when I left my job, I just – I went to every networking thing I could. If it had anything to do with real estate whatsoever, I was there because I was just fascinated with. I was literally like obsessed with it. I wanted to gain as much experience I could just from hearing other people and understanding. I think too when you're responsible for other people's money, you have to do that. You have to educate yourself to the maximum that you could, because it's just what we have to do, right? We can't leave any stone unturned. We can make mistakes, and there are things that we could maybe not foresee but we have to really make a conscious effort to acknowledge anything out there we can and to learn everything we can.

I just went to every networking event, like I said. That's really made the difference for me too is meeting the right people too, because we're able to – Maybe I don't know everything but I know other people that might be good at that. Or if I have a question, I know 10 different people that I met through these different networking events that I could call.

The thing that gave me the confidence for that first deal that actually went through all the way, it was 117 units. It was in Atlanta, Georgia, and I remember standing at the bottom. It was like U-shaped, the buildings, and it was like one straight strip off. It was like a T-shaped driveway. I stood at the bottom of that thing and I was looking. I'm like, "All right." I never worked with a third-party management company before. I didn't know what to expect and I was – We raised \$1.1 million for that deal, which is a ton of money. At the time, it seemed like an incredible amount.

I remember thinking. It's like, "All right. If all else fails –" I'm like, "I can manage this sucker myself. I could come in and I could rent it out myself." I feel like we could fix it. We could turn units. We could control those our self. I knew we could do it, so that's what gave me the confidence to do it, and I got into it and just realized I was good at it. Again, it came from my

experience with the two-families and the three-families that it's really not much more than that. It's actually easier. It is easier than the smaller ones.

[00:14:15] WS: Any doubts during that year or times where maybe you and your husband were like, "Maybe I better – We'd be looking for another J-O-B or maybe I wish I hadn't have quit?"

[00:14:25] MM: I never said that once. I never said I didn't quit. For my soul, I had to quit. I don't know how to explain it, but we did all kinds of side jobs too. I have a relative that ran a roofing company. I went and got like Haag-certified, so I could mark out hailstorms. I was doing all kinds of crazy things. We call it shiny object syndrome. I would get stressed that the money wasn't coming in yet and that I wasn't able to accomplish it yet, so I just sidetracked on just little side hustles. You can say that would make some money and that in turn would pay for more real estate training too, so not only support my family but pay for more real estate training.

I do remember a time when my husband was standing in my office door and one of the deals had fallen apart. It was a pretty good deal that we were supposed to get involved in. It was before my first one came through. He's like, "Are you done with this? Are you going to go back to work now? Did you get this out of your system yet?" I remember looking at him and saying, "You just don't understand. I'm never going back. I will live under a bridge before I have to go back to a normal J-O-B." Once you're free from that, and I'm sure a lot of people out there do understand. But once you're free from that and you understand that you can survive on it, even if you have to – I'd rather work 120 hours a week than 40 hours a week for somebody else, right? So 120 for myself. But once you are free, you never want to go back ever.

[00:15:46] WS: I love that. Here's a question for you. I was just thinking about this, thinking about just the listener situation and just the experience that you have in this business now and what it took for you to make that first deal happen, that commitment level, just the mindset behind just pushing forward like that. I love that. If you were – I would say, knowing what you know now and you were in those shoes right now that you were in right before you quit, okay? Before you went to your boss or whoever, and the coronavirus has hit. Everything else is the same. You've done the single-family. You got that experience. You're wanting to pursue the larger deals. Now, there's some – Something happens. But right now, it's the coronavirus, and

we don't know what's going to happen in the economy over the next few weeks, but would you still quit?

[00:16:27] MM: Well, I would. In fact, I sent out some information today to somebody that was looking to show like they're going to do a class on how to make money online. I said, "Now is a great time." One of the things that I think made me able to quit is where I worked we kept having layoffs. I was like the lowest person in like the whole eastern half of the United States for like every quarter, my job was on the line. It was such a uncertainty to me, and so I think with things like the coronavirus and like these things, we realize that we think our the jobs are the source of security, but we can be wiped out in a second. It doesn't matter even how hard we worked and how dedicated we are.

When you have somebody many states away deciding your fate on numbers of an office or something like that, and you just have no control. I understand the mindset that there's safety in an job and why people think it's great to go to work every day and get that payment, but I'm sure a lot of people understands it's a very risky thing too. I'm kind of grateful that I as put on that layoff list every week or every quarter I should say, because it made me realize that I wasn't safe there.

I think with coronavirus, if you're making money, depending on – Maybe you want to shift into what you're making money on, but at least if you have something on the side going to rely on yourself a little bit. There's a lot of ways out there to make money. You just have to find it and be dedicated to it. When we started this business, I mean, there were some times that kind of sucked because I remember like our neighbors, our family were having fun. They were going camping. They're going to the football game. They were going – We're like, "Oh, there's paint on our clothes." When we go pick up the kids from school and had paint, I'm like, "Oh, yeah. Our bedroom is this color," or whatever we were painting and working on.

That was hard, but they say – I forget the saying, but basically we work hard now so that later we can like make those choices to do those things. There's some saying along those lines that you just have to want it and you just have to know that you can do it. It is a little bit lonely because you're not like everybody else. A lot of people thought we were crazy. But now, I don't know what our neighbors think of us. They would see our cars here all day long. Sometimes,

they don't know what we do. But, yeah, it's – You definitely kind of have to mark by your own beat I guess you say getting into this, and you have to be okay with that.

[00:18:45] WS: What's been the hardest part of this syndication journey for you?

[00:18:49] MM: Hardest part. I don't know. I still feel like I'm just getting started in this. I love what I do. I do. I just love it. I love that I have control over who I work with, whether it's an investor or a team member or a colleague. If I don't like that person and if they're not a good person in my book, I don't have to deal with them. I'm grateful for that after being in a corporate job for so many years and having to work alongside somebody that is just a horrible person that you just have to work with those people. You can't get away from them. So I think I'm most grateful for that. But what's the hardest thing is I think in the – It is the weight a little bit of having – I think I've raised up to about 75 million now private money from people. It's just knowing even when you're tired, even when – No matter what happens, you can't quit because those people are depending on you.

Also knowing that I have about 50 employees now, and so I put a lot of stress on myself because I can't make a mistake. I have those people, their family relying on me, investors relying on it. So it's just putting that weight I think, and that's probably the most difficult thing is that you know if you screw up, it's not just you and your family. It's affecting just so many more people. You always have to be on. You can't – It's hard to kind of stop I guess is the – Would be what I'd say.

[00:20:06] WS: Wow. 50 employees. That's incredible. You've grown a great empire. That's for sure. I tell the listeners too, we're going to have Maureen back numerous times to talk about some specific topics about the business. Before we run out of time, just a few more questions.

[00:20:20] MM: Sure.

[00:20:20] WS: What about a way that you were prepared? I like to ask guests how they're prepared for another potential downturn, and it's like we're in the middle of one now. If you could kind of go back a little bit, how are you prepared for this, say, before it happened? Or how would you advise other people to be prepared in the future?

[00:20:34] MM: I mean, one of the biggest thing is reserves. We never know what's going to happen, no matter how experienced we are or what we can see. I have a construction background. I can go through property pretty good and get pretty zoned in on my CapEx budgets. I know I can expect, depending on the year of the property, where it's located, maybe some potential risks that we have or things we have to protect ourselves against. But I still – You still raise extra money that the private equity portion you raise is the most costly of the money, right? So of all the funds that you raised, that's costly but it's important to raise.

So matter what I think I need, I always raise another 250,000 minimum, and it just sits there. A lot of times, we'll sell that project, and that money never got touched. It's costly because we've held for maybe three years or four years. We've had to pay returns on that, but it's sleep good at night money. Our very first deal we did, 117 units, we did with \$50,000 capital budget. In hindsight, that was insane. We survived luckily, but in hindsight like –

At that time in the beginning, you make these mistakes. You don't even know what you don't know. I said it worked all great. But right now, if we were in that situation now and we had tenants maybe not paying all their rent for a month or two or whatever, that could've sunk us. That could put us under because we didn't have the money at the time to start doing this. I tell people on my first deal, I remember my partner. He said, "Hey! Can you pay the video guy 750 bucks?" I've been out of work a year now. My savings went down, and I was just like, "Where am I going to get 750 bucks," but I couldn't tell him. I felt terrible. All my credit cards were maxed from doing these real estate events. It was horrible.

But my whole point to that is now I'm well-funded. We have reserve funds ourselves with our company. Have somebody experience look at your capital budget for you would be my number one advice and make sure you have that reserve, because that's really what can make or break a deal. Just being able to ride through those roller coaster kind of events.

[00:22:34] WS: What's a way that you've recently improved your syndication business that we could apply to ours?

[00:22:39] MM: Probably getting reporting done. We use a company called Juniper Square now to do our investor reporting, and they're good. We like them. We switched from IMS. They have some factors but it's just – For the investors, you always want to have everything the same. You don't want to have erratic reporting. You just want everything to always look the same. You want your reports going on the same day. You want dividends to go out the same day, the month, or the quarter. That's what gives investors comfort .

For the syndication, I would say just make sure have – I have a girl, Jennifer, that's in charge of that, and she's awesome. She is so organized and she is so dedicated and she makes sure nothing is ever missed. That's just I think the most important thing as far as the syndication business and dealing with investors. The other thing we've employed recently is through Traction, the EOS Model just to try to get the team flocking together and everybody on the same page, because sometimes we're just running and we don't realize some of the information doesn't get to the whole team or sometimes it's hard to stay up if you have a lot of capital projects running at once. That's really helpful to stay organized and kind of have everyone on the same page.

[00:23:46] WS: Number one thing that's contributed to your success.

[00:23:48] MM: Number one thing, I would say my ability to network and connect with people. I love this business and I am truly interested when I meet people of all aspects. I love hearing somebody does something a little different or like I'm willing to help. I tell those people, sometimes it's harder to catch me. But if you can catch me, I'll always answer anything for you. I think just loving what I do and being able to meet great people like yourself and others interested in this. I am. I'm so grateful for what I get to do every day. So even when it sucks, I still kind of like it. It's just networking and not holding back.

I've never been fake. What you see is what you get truly. I don't have much of a filter. It just kind of comes out of my mouth. But I think that that has not only been great for raising funds but also just meeting other great people in this industry that I can ask any question to if I want.

[00:24:40] WS: Was there a way that you developed that networking skill or grew into that? Or is it just something you've always loved to do and been good at?

[00:24:48] MM: People have asked me like, “Oh, can you give me tips?” I’m just, “Be yourself.” One of the things I did learn when I was younger and I had to go for interviews and I used to be nervous about like going in for the interview is – I’m not sure why. It just kind of clicked in my head. I said, “Okay, I going to go in and I’m going to pretend the person I’m interviewing with is like a person I kind of know their parent.” That was always my mindset coming in.

One of my friends – This is their like mom that I’m going to see or their dad or their uncle, so I’m kind of related. I kind of like – I get [inaudible 00:25:21] like I already had the job. After I started doing that, there was never an interview where I didn’t get my job. It never failed me, because I always had go in so comfortable, and I think I’ve just learned to kind of create that mindset where it kind of takes that fear out of it or that uncomfortableness where it’s all about the story we tell ourselves, right? So you have to learn how to kind of work with your own brain and make sure you don’t get psyched out when you meet people.

I say, if somebody doesn’t like me, I’m okay with that because I probably don’t like them [inaudible 00:25:47]. It’s all right. There’s other people in the world. Not everybody needs to like me. It’s cool.

[00:25:53] WW: It’s great to just have that confidence. I think it helps you to approach a conversation or networking much differently. I like how you think about that. Before we have to go, tell us how you like to give back.

[00:26:02] MM: Well, we do like to give back. Not only do we donate to great causes. We’re heavy donors of the Operation Underground Railroad. We’ve been very involved with that. My whole team, some you know well too I know. We’ve partnered up on some events and things like that. They save kids from the sex trafficking industry, which is a horrendous thing. There’s a movie coming out called Freedom, and it’s something that’s uncomfortable. Nobody wants to see that. But, I mean, it happens right here. It happens under our nose.

I know I’ve been in like a restaurant in Atlanta and I go in the room and they have like these shots you can order. It’s like a code like call the police. I think they call it – I don’t even remember what the name of the shot was. But if you order it with a lime or without a lime, it

meant certain things. I'm like, "What a great thing, but why is this here?" I was totally unaware of it until I really started traveling around. I met other people that were involved with raising money for this foundation.

When you start hearing of the horrific things and ages of the kids involved, you think all teenagers – They run away. They get addicted to drugs. These are like six-year-old kids. It's crazy, so I don't know. I mean, it's such a good cause I think to help out with, and the people that had really stuck their necks out to try to help girls and boys that kind of get involved in this stuff. That's something we do, but I love to support too the local community. I'm a huge supporter of the police. We've teamed up on a lot of our properties. I say without their support, we couldn't do what we do, and they usually appreciate us that we're actually responsible owners that will – It help their jobs be easier. It helps them be safer as well.

We put things like camera systems in our complexes. We give them the codes. We also support – They have a Christmas party or they accepting donations to do things with kids in the community or they need a facility for something. Sometimes, we'll lend our amenities. We let them borrow them or whatever. Anything we could do to help the community try to support people and trying to make each of our communities better. We do a ton of stuff. I should list it out sometimes. I just like to give. We don't look for recognition.

[00:28:03] WS: Thank you for sharing that, Maureen. Thank you for just sharing on the show too and just being so willing to share from your experience and help educate all of us. I look forward to having you back numerous times to just really focus on some different topics I know you're very experienced standing and can help all of us. But tell the listeners now how they can get in touch with you and learn more about you.

[00:28:21] MM: Sure. Our website is www.4mrei.com, as in the number four, m like Miles, rei.com. So www.4mrei.com. I'm also on Instagram and Facebook. They can look me up Maureen Miles. Also my email is mmiles@4mrei.com. Like I said, I'm always willing to answer questions too. You just got to catch me.

[00:28:44] WS: Awesome, Maureen. That's a wrap. Thank you very much.

[00:28:46] MM: Thanks, Whitney. Nice to see you again.

[END OF INTERVIEW]

[00:28:48] 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'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]

[00:29:29] 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.

[END]