

Episode 540

[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 Steve Arneson. Thanks for being on the show, Steve.

[0:00:34.2] SA: Whitney, I'm stoked to be here, man.

[0:00:36.5] WS: Yeah, glad to have you on the show, Steve. A little about him, if you haven't heard of him before, he's a co-founder of the real estate inspiration company called The RE Investors. His focus is cash producing real estate assets with high up side and low risk. He loves to educate and aspire others to not only pursue their real estate goals but to 10x their goals so that they can go big to give big.

I love that, I love that motto. He raised over four million dollars in capital, over four years. Most recently raised \$750,000 in 48 hours for a 12-lot, single-family home development project.

But love the motto Steve, go big to give big. Just some stuff we were talking about before the show, I love just your mindset to give back. I'm looking forward to getting into that today.

Give the listeners a little more about who you are, tell them where you're located and your focus and let's dive in to how you've been so successful raising capital.

[0:01:33.7] SA: Yeah, right on. Thanks for that great intro. I'm from Victoria, British Columbia up here in the Great White North. Basically, just north of Seattle. They're pretty much neighbors to

us. Yeah, born and raised right here. It's a great little part of the country, west coast island vibe, super chill, our city is about 380,000 people so small compared to a lot of markets across North America. But we've really found a cool niche here and have really become experts in our space here. And a big piece of that is just, our commitment to just delivering back value to our community. And a big piece of that is our motto, "Go big to give big."

[0:02:10.0] WS: Love that, let's go back a little bit to how'd you get started raising capital, you know, doing larger deals, tell us a little bit about that process so we can dive in and the listener can understand how you've been successful working with investors and raising capital. But let's go back to, how'd you learn that process and get started into raising capital?

[0:02:29.1] SA: Yeah, well, square one like a lot of my family's from like the real estate industry and they'll do really well. And so just naturally I was kind of like born into the industry and had to kind of like carve my own piece into it. Investing is where I kind of fell and my business partner Randy Molland, he invited me out to one of those kind of like weekend guru courses and I was like, "Dude, this is a total scam for sure."

We went to like a two-hour free thing, ended up buying like a thousand-dollar weekend package and out of the three days, it was like the end of the second day where my mind was just blown. I was like, "holy crap, using OPM, other people's money is a real thing." They taught us the whole strategy, you know, gave us a little bit of a teaser to upsell us into like their bigger membership piece but we committed to it.

I think at that time it was 18 or \$20,000 to be a part of it and it was like just like education platform, called Keyspire,. It's mainly Canadian. But it is in states as well and really just teaches you all the fundamentals of income properties and how to look for joint venture partners and we're looking for joint venture partners, you're asking for other people's money and so we're bringing all multiple partners as the same thing syndication kind of thing.

That is kind of where it all started and Randy and I had just purchased our own houses, both investment properties like fix and flip, live and flip type things and his was a more so traditional income property. And once we got into this group called Keyspire, we realized, because we'd

already been really studying real estate investing, we realized that kind of we were coaching our coach in that program.

We look for an alternative and we ended up investing another \$10,000 into a mentorship with a mentor that we've been working under for the last four years now. Great guy, Rae Ostrander. Huge was love and support for him. And he was really like the bread and butter coach for us and so he taught us all the sales tactics out of it, you know. How to communicate with investors, how to go to somebody and approach them and say, "hey, can we have \$200,000 of your money for this type of development?" And has walked us all the way to the process from buying a single family to buying apartment buildings.

We started off our first one was half a duplex with two suites and then we've – since then, over the last four years, we've done apartment buildings and we're kind of now graduating into development deals as well. So, we have a low rise 30-unit apartment building, purposeful rental that were the split to take on the project as well as a 12-lot subdivision.

It's been a heck of a ride so far and I'm glad that it's just the beginning of it.

[0:05:00.1] WS: Yeah, I think it's also – you found a mentor or you educated yourself, you found a program, you dove into that. But then you found, you needed somebody that was a little further along so you learned the fundamentals and I'll tell the listeners too like in Canada, the normal syndication process or SEC regulations like we do in the states, a little different but it's more joint venture, right? Typical.

[0:05:23.0] SA: Joint ventures and limited partnerships are typically what you see.

[0:05:26.7] WS: Yeah. You found another mentor and I just find that so many people, you know, once they find the mentor that can really help them, that's a way ahead of them, I mean, just speeds up their process so much, you know?

Let's dive in a little bit to how he was teaching you, how you've been successful, you know, having those conversations with investors. You know, that first deal is usually the hardest, you know, you're trying to talk to investors, you had no track record.

Lead us through that a little bit and how you were advised to do it and how you were successful?

[0:05:57.4] SA: I think he gave us the example of going on a date and as soon as you go and pick up your date, you don't immediately hop into bed together. I mean, maybe on Tinder dates, yes. But you know, in a traditional relationship, that's not how it works.

Whereas, it is a relationship game. You know, if the end goal is to form a partnership, you can call that a marriage because a lot of times our projects are years and years, so we're really diving into a deeper relationship. Not just a one-night stand. It's, how do you build the fundamentals of a solid working relationship, something that stands on integrity and trust? We don't just walk into early phone call or early meeting to say, "Hey, give me all your money for this awesome deal, here's the details of it."

We really start from understanding where they're at. I think that's a huge piece that a lot of amateur investors get wrong. Is they just go through the rolodex and go, "Hey, want to give me money? Hey, want to give me money? Hey, want to give me money?" Sure, sometimes that might work.

But our model is more so – let's build a long term relationship so that we do our first deal together and we knock it out of the park so hard that all you have to do on our next deals that come down the pipe is just ask, "Hey, is does this pass the Steve test?" We've given them the thumbs up and like, "Yeah, I trust you because of the relationship that we have, now let's move forward on to the next one." That was a huge one.

Follow up has been one of the biggest things for us, just staying in touch with people, you know, a lot of people don't really have sales background or experience when they're jumping into real estate. I know a lot of engineers that invest in real estate so I don't know if it's just the analytical piece of it or not but usually, engineers aren't really people persons or sales people. So, if you can kind of brush up your sales communication and tactics and negotiation, for anybody who hasn't read the Chris Voss' book, *Never Split the Difference*.

[0:07:48.4] WS: Yes.

[0:07:48.0] SA: Probably the most influential book on my business. You know, I've read *Rich Dad Poor Dad* and *The Compound Effect* and all the traditional standards but when it comes to sales and negotiations, that book, by far, easiest bang for your buck.

[0:08:02.1] WS: I love that. I appreciate you recommending that. Chris is going to be able to show pretty soon as well, yeah, I'm glad you brought that up, gives me a chance to let the listeners know that that is coming.

But I love that, could you elaborate on your follow up process? I want to back up to like, just thinking about it like a date almost, it helps because you're not trying to just get right down to the deal to closing this deal to getting their investment money on the first conversation, right? It's just getting to know them and even if it's a short conversation or two or whatever. You know, tell us about your follow-up process. I'd love to learn more about that?

[0:08:40.4] SA: Yeah, I'll touch on a follow-up process, I just want to touch on something too about the initial conversation. A lot of my initial conversation with people, it's just getting to know them as individuals. Do they have kids? Are they like family people? Where do they live? What do they like doing for fun? And I take notes through all of that. And this is where all segue into the follow up.

When I do follow-up's, Typically it's like you know, a couple of days after our first meeting or our first call or follow up which is just, "Hey, it was great talking with you, I'll send you some more details on our upcoming project that we spoke about briefly over the next couple of days. If you have any questions whatsoever regarding any kind of real estate, if I don't know the answer, I guarantee you, I know somebody who does. So, give me a shout, give me a text message, send me an email with your questions and I'll get those answers for you as quickly as possible."

That's usually kind of my first kind of come around. And then, on my next follow-up, what I'll do is I'll kind of like stalk them on Facebook for a second and just see what they've done recently. It'll usually be a week or two that goes by, maybe a month, depending on what we kind of spoke about on the initial call or initial meeting and I'll go through that as a bit of a reminder for me,

have my notes and I'll be like, "Yeah, you know, met up with Steve and he likes skydiving and hockey and out in the woods and listening to cool music."

I'll use one of those pieces to build – I'll basically, I'll find a common piece of interest and that will become my foundation. If Steve likes hockey, great, I'm going to use hockey as a foundation piece. And I'm going to follow up and say, "Hey man. Did you watch the hockey game with Canucks drew with the Red Wings," you know, wherever you're at. That's usually a really great what do you call them? Just door opener.

Something you can have immediate quick fun, light conversation with to get the other person or the other side of the conversation in a good mood. Kind of have a little joke about it and be like, "Yeah, Canucks kicked ass in the game. Red Wings suck." You can kind of see where I land here a little bit. Kind of use that common of piece of interest as their foundation to build up.

That's probably the number one tip is find that mutual piece and build off of that and make sure that you send them pieces on like their birthday. Or if they hit to mention that their daughter had a dance recital next week or they're going to Mexico, just send them a quick message, jot it down your calendar, that's super easy, just grab your phone, you say, "Hey, Siri, remember me to do this."

And then you know, it takes it 30 seconds to send a quick message, "Hey, hope you had a great trip in Mexico. Hope your daughter had a great recital." It looks like and on the other side of things, when they receive that, they're like, "Holy cow, this guy is going above and beyond, just on communication? I can't wait to see what they do in real estate."

[0:11:15.0] WS: Love that. What I see there though is like, is you're spending extra time, right? I mean, you're going another step there then what most are going to do as supposed to just at first conversation and it's usually what I see is, you know, "Hey, how are you doing?" What do you do or what do you do? I'm in multi-family real estate and this is what we do," and it's a sales pitch somewhat the whole time.

That's the last time they ever hear of that person, you know? Until they have a deal and then all of a sudden, they're inundated with emails about an opportunity, right? But there's no relationship built.

I love how you are focused to – you're taking the time, you even mention going back to Facebook or whatever to learn some play, that was like the key point there to find that foundational piece or common piece of interest you said, I love that. Such a great piece of advice.

I wanted to even go back a little further because I didn't ask. How did you meet that investor? How are you finding most of those and what's been the best way for you to do that?

[0:12:17.1] SA: Yeah, with social media being so impactful these days, it's easy to hop on to commercial real estate or syndication groups. There's usually a group for your particular talents, city or state, province up here in Canada. You can just search on Facebook like real estate investing, Victoria, British Columbia and a couple of groups will pop up, you hop in there and you start engaging and start asking questions, you start direct messaging people who respond back to you, start a conversation and that conversation then leads into –

If you ask a lot of questions about them, you show interest in them, the other person is always happy to talk. If it's a spotlight on me, I'm always happy to talk. That's an easy piece of it.

Local meetups, getting face to faces, there's nothing more powerful than just shaking hands, not while the coronavirus is going on. But you know, being face to face with people, that's super easy. Talking to other investors in your area or across the country.

Asking for referrals is another piece as well. And then there's bigger types of groups where they're like mastermind groups or membership groups, FortuneBuilders is a huge one that comes to mind down the states.

When you get around like minded people and once you spend a year in the industry, you start realizing that there's a lot of people out there, but the industry is still small industry, so, you want to make sure that your reputation's stays high.

[0:13:32.7] WS: I guess dive in a little bit on that, especially right now while everybody's quarantined, right? It's a great subject, as far as being able to connect online and in those groups. Are you just messaging each other then, just like Facebook messenger or on LinkedIn? I mean, something like that?

[0:13:48.2] SA: Yeah, I mean, a lot of what we do anyways is digital so we had to, for the last four years, every month we've been running a real estate investing meetup in Victoria. And it's just an educational component. There's no sales pitches, It's just you bring in experts in the space, whether it be lawyers, accountants, brokers, developers, whatever. We'll do a presentation. They'll do a presentation and just educate our community.

For the first time ever, we had to pivot that because coronavirus and we just did it on Zoom. We just did it webinar style. We had a similar attendees, you know, 75 people or so. Hopefully next month you guys will go a little bit bigger and do a little bit more marketing online because we had people last time we'll have more attendees.

You know, it's pretty straight forward. You can send them a text message. Do Face Time, LinkedIn, direct messaging on Facebook, Instagram, send them emails, however you want to do it. And then I strongly believe that having face to face conversations is still the best way to build a relationship. If you can encourage people to hop on to a Zoom call, and if you can do it like yeah, "Hey, let's have a coffee meeting," anybody listening to the podcast and not watching the video, the coffee mug in my hand.

You can kind of have fun with it and have a coffee or if it's at 7:00 at night, you can pour yourself a cocktail and kind of have like a little more social, casual meeting. We've done cocktail meetings before where there's a couple on their side and they've got their bottle of wine, I've got my nice beer or whatever. Just have some fun with it and but make sure you're staying professional.

[0:15:08.5] WS: Love that. Have a little fun with it. I think that just helps everybody to relax a little bit, right? Build a relationship.

So, we've gone through that, you've met them, whether it's at the group or you know, online somewhere, even messaging, you follow it up, you found some common piece of interest. How often are you following up then after that?

[0:15:28.9] SA: Yeah, it kind of ranges. I prioritize people that I want to communicate with. If it's like one, two or three tiers. And so, my top tier people, I'm probably talking to almost on a weekly basis, especially if I have a project coming up in the next six months. I want to make sure that I'm on top of mind, I want to make sure that I know if they have any kind of capital to use, if they do then I want to make sure that we're going to get that capital, not another person with another deal. My top tier, people I'm communicating with, and I spend most of my time with.

In that kind of middle-tier, I'd say probably on a monthly basis, whether it would be through email communication. A lot of times I start off pretty much every day I always go for a 45- or 60-minute walk and a lot of times in the morning I always call people. And so, there's walk into the park. I live right up against the really beautiful park here and I will just dial an investor that is on my mind and just have a quick conversation.

Say, "I hope you are doing well, keeping safe from corona. Hope making some good money and doing your thing. Have a great day, talk again soon." And we won't talk for another month or two.

And then that bottom tier is more so like my nurture campaign and so while I am nurturing them it is more so how do I ensure them credibility, show them how active we are being. It is a little more about us at that point trying to build our reputation in their eyes versus the top two tiers where it is a little more about them at that point. So, in the bottom tier we have, I know a lot about them already. I know what their history is, what they are looking for and then it is just a matter of making sure that they recognize us as trusted sources.

[0:17:04.5] WS: How are you asking them about their capital that is available? And I love what you said about we want to make sure they have that capital available to invest with us and we are staying top of mind. You mentioned like you maybe want to know how much they have or they're ready to invest or are you asking?

[0:17:19.2] SA: Yeah totally. You know I think it is in both of your interests, you the investor and me the deal maker or whatever you want to call me, it is in both of our interest to make sure we are protecting our own time. And so, if you don't have cash ready or if you don't have any money at all then I don't want to waste your time. I am happy to support you and educate you but me talking about deal is going to be a complete waste of our time.

So, in the early stages, yeah I am pretty candid about it and this is like, "Hey, I want to be as polite as possible," and that is not just a Canadian thing that is just our business thing. But it is a simple conversation like, "Hey, you know maybe we have been having a little bit of fun talking about the relationship aspect and I want to transition it."

So, it's pretty simple, it is straight forward to say. It has been great so far. "Is it okay with you if I get a little bit more like personal and talk a little bit about finances and talk about the deal you have coming up?" Usually they say yes because that is why we're talking and pretty much within the first couple of questions it is, "Are you okay with sharing how much you have and what type of deal are you looking for?" And I would just leave it up to them to be like, "Yep," maybe they will softball it and say, "I've got 200 grand," when they really got a million. Maybe they will just open up their app and say, "Here is my bank account and that's the dollar I've had." I have gotten both.

And other people say, "You know I am not comfortable at this stage but as this grows I am happy to share with that with you later." And so pretty just straight forward and candid. We run a very transparent business and I think that is the best way to run business is, "Here is my books. Here is my reputation. Here is everybody I have worked with. Fact check me all you want I'm as legit as it gets."

[0:18:53.0] WS: Can you give me an example there of just being very open and very transparent maybe what you are sharing with investors? Is that some type of investor booklet some people call it or something that you have developed that you are sending out or what does that look like?

[0:19:07.7] SA: No. It is more so we don't have anything particularly made at this point. That is in the works right now and it will be a digital source that we can share with people. But it is just if

you ask for it you get it. So, you want to see our bank statement, sure. I will send you a screen shot or something along those lines.

If you want to talk to investors that we have closed deals with before to verify how the project went and how we communicated it through the way and just to do your due diligence, great, here is every investor we have worked with within a similar kind of project. If you want to talk to the investor that hates us the most, great, here is their contact detail. And I could say that to people because there's nobody that hates us and you know some deals are phenomenal, some deals are just great. But if a question is asked, we will let you come behind the curtain and take a look at whatever you want to see.

[0:19:58.5] WS: So there's a few more questions before we run out of time Steve but what's been the hardest part of this – I usually say syndication process or a journey for most people but I know you aren't technically syndicating but kind of you are, what's been the hardest part of this business or process for you?

[0:20:14.9] SA: You know what for us it's been inventory. In Victoria and on Vancouver Island, where we live here in the west coast of British Columbia, the market has been so hot here since 2016 and '17 where there is a thousand buyers for every two properties. And so, it's the types of bigger deals that we are looking for, we are competing with international, we are competing with big banks and institutional money.

And so, we really have to try this little small niche of like – If it is apartment building it's got to be between like six and 12 and that is such a small niche to play in here on the island that one or two of those pop up every few months. And when it does because so many other people are competing for it or it is such a crappy deal because the building's in terrible condition or there's no forced appreciation that we can do or increase rent or anything like that to make the numbers better that we invest in time into doing our due diligence we have to walk away because we don't like the deal for whatever reason.

And so, finding the inventory has been actually the hardest problem. We've got lots of money that we can spend and deploy. It's just we don't have a whole lot of place to put it right now.

[0:21:20.9] WS: I understand that.

[0:21:22.0] SA: Yeah. I think a lot of people do, right? And you know perhaps coronavirus will kind of calm that down a little bit. I am not sure but it has made us pivot a lot. So, it's kept us on our toes over the last four years since we've been doing this full-time as a business and I think that is probably one of the things I am most grateful for is just having a business partner with an open mind and investors with open mind as well saying like, "Hey, this particular space is closed now because of these reasons. We have to pivot and go look into this type of area."

So, we have been very agile in that sense and it has been to our benefit.

[0:21:55.0] WS: Nice. And so, I usually ask how is someone prepared for a potential downturn but I'd like to know in this case or where we are at right now in the unknown market how you were all preparing for a potential downturn and what does that look like now?

[0:22:09.8] SA: Yeah, so the spaces in which we work we are typically looking for the majority of our business is cash producing assets. So, it is income properties. So, it's apartment buildings that have immediate cash flow there. So, in my mind that really insulates us because we have a very low vacancy rate in Victoria, we're about just under 1%. So, we don't really have big fears of that spiking anytime soon and going to eight, 10, 12% and just have an income disappear.

And we also don't predict any significant losses and rents either. So, we are pretty cushioned in a sense of the income that is going to come in from the deals we pursue and we have built a lot of our business to make sure that we have some liquidity ready to rock and roll.

So, cash is king in the recession and I can't remember who but somebody really smart said that millionaires are made in recessions. So, from day one we knew that eventually there is going to be a recession. So, from step one, we have prepared ourselves knowing that we need to make sure that we are ready. And for us that means let's have money available for us because right now we could go buy property on discount. If I can go buy a house or a property which is usually a million bucks and I could get it for 750,000, sweet. I know within the next 10 years it is going to be

at that million dollars again or higher. Here, specifically there has never been a 10-year period of time where real estate hasn't increased in value.

So, I am just chomping on a bit waiting for inexperienced people to start to panic. And I am going to provide them a solution and that solution is going to come at a discount.

[0:23:46.8] WS: Yep, we all better be prepared and have some cash on hand that's for sure.

[0:23:52.3] SA: We have told a lot of our investors over the last year and a half specifically to sell a couple of assets that you know don't operate extremely well. You know find the runt of the family and cut it. And whatever that profit there is there to sit on that put it in some super liquid that you are not going to lose on and just get ready to go deal shopping.

[0:24:14.1] WS: Great advice. Just a couple of quick questions before we have to go, Steve. What is a way that you have recently improved your business that we could apply to ours?

[0:24:22.9] SA: I'd say Audible. I love reading but often I find that Audible is a lot faster to digest so I can crush through a book in two days versus it taking me a month. And so, I am constantly trying to learn. The more you learn, the more you earn. And so, I am constantly trying to learn and to grow myself and Audible has been one of the best resources for me this past year.

[0:24:47.1] WS: How fast do you listen?

[0:24:49.2] SA: Usually 1.5 sometimes two depending on the speaker.

[0:24:51.9] WS: Okay, yeah me too. Love it. Yeah so tell me what's the one thing that's contributed to your success?

[0:24:58.2] SA: Yeah investing in my own education. It's been huge. It's been the number one thing so I started off this podcast, this episode here talking about Keyspire and investment that \$18,000 to get the membership piece, the extra 10,000 for the mentor. And since then between Randy and I and our company we spend over additional 120, \$130,000 on masterminds and just our own education whether that would be business or sales or marketing or you know.

Mostly specifically business and real estate. But invest in yourself and you will get like pretty much an infinite return on investment.

[0:25:32.2] WS: That is some of the best advice I've probably heard all week right there. I could not agree more. I just told my wife this morning, we're up early every morning that is when we read and get through our day or plan our day and things like that. And I just told her this morning like any massive improvement I see in people including myself is started with me, you know it started with self-improvement and just reading books just like you are talking about.

[0:25:56.6] SA: Another one too I want to add in there real quick is just to not be afraid to ask the stupid questions. If you think it's a stupid question, I guarantee you someone else in that space also has that question. And if you don't ask it, you are not going to figure it out. So, don't be afraid to ask those "stupid questions" because there is people out there that want to support you, so yeah.

[0:26:15.5] WS: Steve, I ask everybody your most at the end of the show how they like to give back. And I know you have this amazing component or just how you even word all of this how you give back, the give back component on everything. You know you and I have talked about it. I would love for you to elaborate on that and just share just that mindset as well with the listeners.

[0:26:34.6] SA: Yeah, I'd love to and thanks for this opportunity. Giving back is something that we are super passionate about. So, I think we mentioned earlier that our motto and our business, you can find the hashtag too. It's just Go Big to Give Big. And so, it originally came from reading Grant Cardone's 10X book. And so, we originally have the game plan if we can get eight doors, cash flowing 500 bucks per door then we can live decently.

And we read the book and we're like, "Okay crap, now we have to 10X that." So, I hate round numbers for some reason. So, I am like, "All right, let's go for 82 doors now." And so, we have this goal for 82 doors within the five years. So that is where the go big piece came from. And we started to realize if I think the average household income here is that 70 to \$80,000 point and it is still very, very tight because it is such a high expense ratio here in Victoria, it is very expensive to live here.

And so, a lot of people don't have a lot to give back to their favorite charities or organizations. So, the bigger you can push yourself with either real estate portfolio or income or any other ways you can make some money, the bigger you push something, the bigger goals you have, gives you bigger opportunity to give back to your community, to your family, to create legacy. We have been hosting a meetup for the last four years. And about two years ago or so we've joined a community called Thrive: Make Money Matter which is an entrepreneur conference and mastermind. It is the number one entrepreneur conference in the world founded by Cole Hatter and his kind of motto is, "I want to teach entrepreneurs to make a million dollars."

"So, I know it's just him speaking I know that if I can teach entrepreneurs to make a million dollars, making a second million is just as easy and now you can give that second million back to your favorite charity or organization."

Still have a great lifestyle because you are making a million dollars a year. But we can also give back a huge amount as well. So, at our meet up we get the events sponsored, so we are net zero and then we charge people to come, 10 bucks for two people. We take a 100% of that ticket revenue and we give that back to a sports organization here called KidSport and they help families with kids get involved with sports.

Sports really crafted, I'll send to you the confident business people that we are and the men that we are and I think it's been one of the best pieces in our lives has been a part of the organized or individual sports. It has taught us a lot, you know how to win, how to work as a team, how to be goal focused, how to lose and recover from that, mindset, the whole works. And so, we want to help as many kids get involved with sports as we can. When we sell a property we do stuff as well included in our development deals to give back to the communities that they're in.

And we are just about to launch a pledge kind of thing here for landlords where it is like \$10 a door. So, you say, "I am going to pledge that for every door I have every month I am going to give 10 bucks," which is pennies, let's be real, "Back to you know, my favorite organization." So, if it is Kid'sSport or if it's something for coronavirus right now over the next few months or if it is an orphanage that you love or Pencils for Promise or whatever, 10 bucks a door.

You might think that it doesn't really do a difference by giving 10 bucks. But we as a nation if we all commit to it, then that is a huge amount that we can give back. And so yeah, we are super passionate about it and it is something I love talking about. Obviously, you can hear me going like a million miles a minute. So, we just believe that community is everything and when you invest in the community the community will invest back into you.

[0:29:49.7] WS: Now thanks for sharing that Steve. I am grateful for your passion for giving back and just the motto, "Go Big to Give Big," I love that. It's great, great stuff and we're not all in it just to have the fancy everything that we can get you know? So, I love just the give back motto. So, tell the listeners how they can get in touch with you and learn more about you?

[0:30:08.3] SA: Yeah, the best way is usually Facebook or Instagram. So you can find me it is just @stevearnson or you can find the business, which is @thereinvestors, it sounds just like it is, @thereinvestors. And just send me a DM, say, "Hey, I listened to the show and I would love to know this or thanks for saying that." And happy to share any kind of knowledge or information that I have with you or connected with pieces as well.

So, we have websites just thereinvestors.ca but we are most active on social media.

[END OF INTERVIEW]

[0:30:45.2] 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.

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[OUTRO]

[0:31:26.0] 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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