

EPISODE 744

[INTRODUCTION]

[0:00:00.0] 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]

[0:00:24.3] WS: This is your daily real estate syndication show. I'm your host Whitney Sewell. Today, our guest is Zack Boothe. Thanks for being on the show, Zack.

[0:00:32.0] ZB: Thanks for having me. I'm glad to be here.

[0:00:35.6] WS: Zach went from washing windows to making \$1.2 million in his third year of business as a real estate investor. He is here to share how he was able to accomplish his task to spar others to take control of their financial lives. He is most proud of his accomplishment and his ability to help others have life-changing financial success in their businesses.

Zach, welcome to the show. Thank you very much for your time. Grateful to have you on and to hear this amazing journey that you had. Getting to that \$1.2 million in one year, I mean, most people only dream of that having that success in any business, much less for a real estate business. Welcome.

Give us some back story, let's build up to that time. I know there's many things in your story that I know are going to encourage our listeners as well as they are on this real estate journey also.

[0:01:26.4] ZB: Yeah. Well, thanks. That's an awesome intro. Thank you. Yeah, sometimes I look at what I was able to accomplish and it's like, "Wow! How did I do that?" sometimes, right?

Feel very grateful, feel very blessed. I had amazing people around me to get there and it was not an easy journey for sure. But I'm on your podcast to share this story, not to like, "Hey, look at me. Look how great I am." But I want other people to understand that I'm no one special and that they can do it too. Truly, like I truly want to help other people.

One of my main focuses of hitting that success is I want to have a platform to give back, right? My journey in entrepreneurship started when I was 17 actually. I'm 31 years old now. I started working when I was actually 11. We grew up pretty poor, my dad had a side business doing yard care, so I had to work. Working was just a requirement. My dad's pretty tough dude. He wasn't easy on me or my three brothers. Well, my youngest yeah. You know how the youngest is, right? Always spoiled.

[0:02:27.2] WS: Yeah, the oldest don't go away with anything. The youngest can go burn the back shit, then nobody says a word, right?

[0:02:32.6] ZB: Right, exactly. When I was 16, my parents took the stance of, "Okay. You're a man now, you can take care of yourself, you have some responsibilities." They paid for my food, they paid for my housing and they had taught me how to take care of myself. But I had to pay for my own insurance if I wanted to drive. I had to pay for the gas if I borrowed the vehicles. If I wanted a vehicle, I had to buy the vehicle. They wouldn't even co-sign a loan. I had to pay for my own basketball stuff, and basketball cost if I wanted to play basketball in high school still.

I had to work. I had to find time on the weekends when I was trying to play basketball. I'm like, I had to kind of take care of myself at that point and some things. Which was the greatest blessing ever, I'm so grateful for my father that in a young age like forced me to go out and work. I had made cheese and done handcrafted cheese, and I've framed houses and finish carpentry, lawn mowing and I did taxidermy and worked in a wood mill. I did all these different jobs by the time I was 17 years old.

At 17, I was like, "Okay, this sucks. I can work harder than most of my bosses." And I'm getting like five, six, eight, nine bucks an hour, depending on the job, so I'm like, "All right. I can start a business. It doesn't look that hard, right?" So I started a window cleaning business. I grew that for nearly a decade.

[0:03:51.0] WS: Then how old were you then?

[0:03:53.0] ZB: I was 17 when I started.

[0:03:54.7] WS: Oh, okay. Wow!

[0:03:55.9] ZB: On my 18th birthday, actually on my birthday, I went and get my first business license, I got insured and licensed. Because I couldn't get some of the larger contracts I was trying to get because I don't have that license and insurance. My dad didn't want to take the potential risk and cost of a potential lawsuit or something, so he wouldn't co-sign on a business application. I had to wait until my 18th birthday. That's actually what I did for my birthday.

Entrepreneurship has been really important to me for a long time. From the outside looking in, this was five years ago. From the outside looking in, I was successful. I had three trucks, I had 13 employees, I had a YouTube channel that had blown up on window cleaning and tutorials. You can look it up now. I think it has like over 10 million views on just the one video. It was great, but I was not satisfied. I had a lot of problems. I mean, I wasn't making that much money. My employees were constant turnover. I was not running profitable. I was like 10% profit margin, which was terrible.

I had some debt that I couldn't pay off. It was like this burden over me and I was just struggling. I wasn't happy at all. Part of it, I was taking risk with my safety, getting on crazy ladders and like — I have this picture that I posted in Facebook, popped up as a memory the other day and it's like me at the top of this flag pole, feeding a cord through the pulley system. I made the post and I was like, "Ha-ha, I hope my mom doesn't see this" as a joke. But now I see it, it makes me sick. I did that for 50 bucks. What the hell? Why would you ever do that, right?

I was taking all these risks. My right shoulder still has problems and my rotator cuff from constantly washing. My employees would call in sick, so I'd have to go out on job sites all the time. I was just unhappy and I wanted to do something different. When I was at out washing, I was listening to podcast just like this, right? Or listening to books, because I didn't have time. I

told myself, I didn't have time to read at the time and I wanted to get into real estate investing. I had bought a duplex, it was great but I was running into those roadblocks, right?

How do you get more debt when your debt income ration sucks? How do you get another loan or commercial loan when you don't have 20% to 30% down? I was hitting all these roadblocks, I'm like, "Okay. What do I do?" I tried flipping houses and I started talking to all my wealthy window cleaning clients if they'd fund a flip, and I tried to do a flip and I lost money. I was like, "Man, this sucks." Like, "How can I tap into this world of real estate investing?"

I started learning about some different mentors and coaches that taught something called wholesaling, which is essentially syndications, right, for single-families, for small multi-families. Where you put the property under contract and that contract is assignable. You can sell that purchase contract. You just sign it to someone else's LLC or to someone else. They close on it and pay you a fee. I was like, "Wow, that's for me, right? I can do some marketing. I can do some sales. I can do this."

I paid a mentor 10 grand. Not only did I never do a deal, I never produced lead, I never even talked to a seller that would sell their house at a low enough price that would work, right? I kind of gave up for a couple of years. I'd beat myself up. The reason I really like went for it and paid that 10 grand, my son was born and it was the most beautiful day of my life. But I couldn't help but only focus and think about how am I going to pay these medical bills. It still makes me kind of sad. Instead of focusing on the most beautiful experience ever, I was focusing on how do I pay these bills.

I'm sure so many people that listen, they've either had this story and have found success or they're searching for success and they haven't quite found it, and they can feel that, right? They feel the pain of not being able to have a quality of life because of money. I took that risk, paid 10 grand, put most of it on a credit card, never did a deal.

I had an experience where one of my window cleaning clients, he was actually a developer. Very wealthy dude, got talking to him. I was like, "Man, that's so cool. I'd love to buy two rentals this year." He's like, "Oh, I got two rentals. I don't want to deal with them. Haven't collected rents in four months. They're just a headaches." And he basically just gave them to me. Sell or

finance, like no money down, just hand it over to me. I was like, “Holy shit.” Like people will give you properties at massive discounts at great terms. You just got to find the right people. It does exist, right?

I started searching for another mentor, and I found one. I paid him nine grand, the next mentor and I started doing some deals. I wholesaled my first deal, like the traditional route. Put the property in a contract, sell the contract. I sold it for 10 grand. It was good. I started doing few deals and I walked away from window cleaning at that point. That first year, we brought in about \$100,000, but it was not all profits of course. I probably pocketed \$30,000, which is pretty good. I could barely pay my bills. Still had debt hanging over my head.

I was actually reading *Multi-Family Millions* and I know we talked about this off the show, which is a book about a guy in apartment complexes and doing multi-family syndications. There’s a little sentence in there, a little paragraph where he says that, “If you don’t understand that real estate investing is marketing, if you can’t get that between your two ears, you won’t be in business for long.” It made me think like, “Wow! If multi-family investing, like the core foundation of it is marketing, like how true is that for wholesaling for smaller properties.” Like, I need to find a good marketing strategy. I need to find sellers at a higher rate, like I need marketing.

The thing is, I had found those properties through some marketing like marketing to people that were delinquent on their taxes and stuff. But it was a few properties here and there, it wasn’t consistent, it wasn’t consistent enough to really build a business around. I was having to do everything, right? There was no room for hiring employees. I learned about something that really changed my business. That first 12 months of doing what I call Driving for Dollars, we did just shy of a half a million dollars, and my life was changed.

[0:10:09.9] WS: Wow! Let’s come back to that in just a minute. I want to ask you a couple of questions. It’s about your upbringing at 16, 17 years old, you know, you mentioned that your parents said, “Okay. We’re going to provide food and housing but everything else is up to you. If you want to do extracurricular things, that’s fine but you’ve got to find the way to do that.” Now that you have a child too, what does that look for Zack’s child. Are you going to say, “Okay. You’re going to have to work hard. You’re going to have to do these things.” Do you give credit to that hard upbringing? I had some similar stuff like that where — and I think if that didn’t

happen that way, I probably wouldn't be as driven as I am now. But that I parent the same way my parents did, but I just wonder how you would handle that.

[0:10:57.7] ZB: Some people are saying, "Well, that's harsh," right? I remember when I was 16, right after my dad had sat me down and told me that, that was the way things were going to be from then on. We went on a family vacation, and they all went into the gas station and got a treat. My younger siblings got stuff, my younger brother got some and I asked my dad if he'd buy me a Big Gulp, right? It's like a dollar. He said, "No, you pay for your own stuff." I remember I had the money, but I remember thinking, "Do I want to spend my hard-earned money on pop?"

[0:11:27.4] WS: You thought about it differently because it was your hard-earned money.

[0:11:30.8] ZB: I thought about it way differently. I remember it crashed me. I remember feeling my dad doesn't love me, like if he cared about me, he'd be by this. Over the years thinking about it, it made me so grateful because when I got married, I knew how to budget. When I was on my own, I knew how to do stuff. When I started a business, I understood how to budget. What do I really want, what do I really need, like it really helped teach me, right? It forced me to get creative, to create more money too. It pushed me to go start a business because I didn't want to make eight bucks an hour anymore.

At the time, I was very upset and a little bitter towards my parents. But now, I am so extremely grateful. How do I pass this on to my children? I have a six-year-old. He just turned six, my little boy. Couple of months ago, he came to me and said he wanted to buy a little — these little electric jeeps that little kids drive around. He wanted one. I said, "Okay. Do you have any money?" and he said, "No." He's like, "I've got some on my piggy bank, you can have that." I was like, "Son, I don't want your money. You got to realize that cost money."

We need to start a business. We need to go create money. It's easy to make money, right? I'm approaching this different from my father. My father was just like, "Go figure it out. Go get and pay it for yourself." It was kind of like, he didn't want to deal with it, because he's a lot more reserved than me. He had a lot harder upbringing than I did. He's not as gentle and soft as I am.

What I did for my son is we, I showed him how to do door to door, and we went door to door. I made him pitch that we would do some yard work for money. We went door to door and then did the yard work. I did this after work with my son to help him generate the money. He got the money and we bought the jeep. Because I believe that, just throwing money at my children is much easier than spending time in educating and mentoring my children.

Gosh, you're getting me emotional up here. Whoa! When we care about something, when we care about others, the best thing that we can do for them, not just our children but people around us. The best thing that we can do for them is spend the time and effort to teach them, and give them the skillsets to become successful through their own efforts. Because not only can they then create success with themselves, but they create self-worth. They create love for themselves, they have that love for themselves. I believe in giving back and I believe that that's honestly the best way to give back as to mentor and to teach them.

[0:14:17.6] WS: That's awesome. Give a man a fish or teach a man to fish, right? That quote. That's awesome. I love that. It will help him think through creating a way to make the money, and I think that's going to pay him forward in big, big ways. Not doubt about it. I wanted to give you a minute to hone in on just the marketing you started to talk about as well before we have to move to a few final questions. But as far as the marketing piece, what's some crucial piece for the marketing you real estate business that you've discovered.

[0:14:49.9] ZB: When someone owns a property, that's a thorn on their side, right? They don't want to deal with it. They don't like the property. It's a pain point for them. People that have — there are burnt out landlords, people that inherit properties. All these things why people don't love the property. If someone has worked their ass off their whole life, and paid this house off, they worked 30 years, they paid 30 years on a mortgage and they take care of the flowers. They're not going to sell it for speed and convenience. They're not going to sell it at a discount, right?

But if someone has a property that's a thorn in their side, the siding is going to blow off and they're not going to fix it. The grass is going to die, the grass is going to get long, right? Some shingles are going to blow off and they're going to throw a tarp up there. There's going to be physical signs that they don't give a shit anymore, that they've given up on the property. So

what we do is we actually drive around and find those properties and someone goes, “Oh yeah, we do that too,” but we do that on a scale that nobody else in the country is doing that I know of. We’re adding 2,000 properties every single week to our marketing list.

At that scale, at that amount of properties and then reaching out to see if they want to sell, we’re doing about four to six deals every single month, which is generating \$1.2 million last year into our business. We just opened up a market in northern part of Florida last month, and just started going crazy. We’re adding about a thousand properties. We started about 500 properties a week. We already have three properties under contract and we’re working a negotiation deal for another four properties, which could generate well over \$100,000 in the first month in that market.

[0:16:25.5] WS: Give me a couple of tips that you have on scaling like that, and putting in these systems in general.

[0:16:30.9] ZB: The biggest thing is we use a system called Deal Machine. What that does is, it’s basically like a Google maps image and it keeps track to where you are. And you could hold your finger over the house that you wanted to add to your marketing list. It immediately uploads everything into an Excel spreadsheet. Who owns it, mailing address, property address, all that information that we can send that in to get phone numbers. We’re using that to build that list extremely fast. I have one driver that’s driving 30 hours a week and we’re adding 2,000 properties a week with that.

[0:16:59.2] WS: Wow!

[0:16:59.9] ZB: Yeah. It’s not like I have this giant team. Like, anyone can do this, guys, gals. I’m no one special, you don’t have to have a ton of money, ton of experience to have crazy results and crazy success. I’m flying to a new market in Florida, a place where I’ve never done a deal. I chose Florida because it’s sunny, and I live in Utah and I actually don’t like the cold. We’re bailing out of here January 12th. It’s September right now. And taking my family to Florida. I’m going to take a thousand dollars and I want to turn it into \$40,000 in 40 days.

I'm going to have a film crew following me, and I'm going to put it out there for the world to see, so they can see that they could do it. I'm going to put it on YouTube.

[0:17:39.8] WS: Cool. That's so interesting. I love that thought, just putting yourself and your new techniques to the test. I know the listeners will look forward to seeing what you're doing there and how successful where you're at it.

A few more questions. Zack, I know you definitely have a high level of self-discipline and I've been asking a lot of guest lately. How you have developed that self-discipline, and maybe a couple of things that you do daily that's helped you to reach this success that you have, that you've been very disciplined about.

[0:18:07.7] ZB: Caffeine, baby. Just kidding. Well, I appreciate that compliment. I know there's a lot of people that say, "Oh, you got to have a morning routine, and you got to have this, and you got to stay disciplined and you have to — there's the Gary Vs and the Grant Cardones who say you're going to work 80 hours a week, 90 hours a week and I say BS. Because quality of life to me and maybe to many of your listeners, this is a balance. Is having lot of time with your family.

I'm a major outdoorsman. I mean, for the last 50 days. I've been three days at work, four day in the mountains. Three days at work, four days in the mountains. I don't work every single day. I don't have an exact time I get out of bed every day to have success. But what I do and what I really focus on is I plan every single freaking day. Every single day, I know exactly what I want to accomplish, I have my task and I work ferociously when it's time to get those tasks done. I believe that if we work to the point we're burnt out, the time that we do spend at work is not as fruitful if we took some time off and then went to work.

I have my Google calendar. So the way I stay organized with tasks and responsibilities is I have my Google calendar that gives me my task of what I need to do. I block out certain days to spend time with family. I block out date nights. I block out my time in the mountains. When my team wants to ask something to my list, I say, "Add it to my calendar if you can find space. If not, we're not doing it."

I have my calendar, I have my system and then I also have like a legal pad on my desk that I write down task or things that I would like to accomplish, right? Sometimes I'll sit on my task, and like I'll fill up the page, and there'll still be like five or six things that I haven't crossed off, and I'll put it to the next legal pad and rip that paper up and throw it away. Some stuff will stay on my desk for things that I need to accomplish, and they keep getting pushed back because they're less important for six months, a year even. Sometimes I just take them off because I realize, "Hey, it's actually not what I need for the goals that I have in my business."

I have goals, I have things that I'm trying to accomplish, and I set task and plan my day. I really believe that's what makes me successful. I plan my workouts. Like said, I don't get up at the same time every day. If my task doesn't start until 9:00 in the morning, I can put in a work out in the morning if I decide to, but sometimes I decide that I would prefer to get extra sleep, and sleep 9 to 10 hours.

[0:20:35.8] WS: Nice. When do you do the planning? The night before? The morning of?

[0:20:41.8] ZB: I'm constantly planning. I'm planning weeks out, months out, right? I'm constantly filling my schedule. But every day, before I go to bed, I look at my calendar and look and see exactly what time I should be at work. I have a mental note of what's on my legal pad. I may pencil and, "Hey, go work on this project. Work on this." Like last night, I was here at the office until 7:30 at night and I started at 6:00. I work some longer days; I work some shorter days. Like I said, I take long weekends often.

[0:21:11.4] WS: Nice. That's awesome. What about the way you've recently improved your business that we could apply to ours?

[0:21:18.4] ZB: Oh, wow. Great question. One thing that I would suggest is the importance of tracking your numbers. What I would suggest is, there's a great book. It's called *The 4 Disciplines of Execution*. Some of the main points is it talks about having a scoreboard, taking about lead measures to lag measures. Example, I play basketball, right? Maybe this will make sense to you if you play basketball.

On a scoreboard for a basketball game, you don't just have the score, right? You have how many fouls each team has. You have the timeframes of what quarter it is; you know what quarter it is; you know how much time is left in each quarter or if it's towards the end of the game, the countdown right to the end of the game. You have little errors of who has possession of the ball. There's lot of things on a scoreboard, right?

With our businesses, we have the same thing, right? The reason there's all those little details that keep track on the scoreboard, is it will affect the ultimate outcome. The ultimate outcome is who wins, right? The ultimate outcome that we have in our businesses is, where do we want to be financially, how much money do we want to make. But there's input, there's lead measures is what they call it and there's lag measures. The lag measures is what we ultimately want. Money, deals, that kind of stuff.

Lead measures are, how much marketing is being done, how many cold calls have we done. How much have we done in input to produce the output that we want? When I say track numbers, you need to be tracking what are the efforts that you're producing to produce the outputs. What we'll track for example on our KPI sheet is how many addresses we're adding to our Driving for Dollars List. We track how many text messages we're sending, how many hours of cold calling, and each of our cold callers, how much time they're spending. We track how many postcards are being sent.

Then we track how many people responded to each of those, how many of those were actual leads, how many of those turned into new appointment, how many of those turned into a contract and then how much growth revenue that produced. All of our expenses that was accumulated, what our net profits are. Ultimately, that's our lag measure. Our net, our take home, how much we make, tight? That allows us to really get a pulse on our business. Just like that book said, real estate investing is marketing, if we're not knowing that we're spending X amount of pennies to produce X amount of dollars, right, we can't build a business around it. We can't build any type of structure because we don't have a consistent flow of money into your business.

[0:23:58.5] WS: How often are you and your team reviewing that document?

[0:24:01.0] ZB: We review every single week. Some people think that's overkill. The reason we review every single week is I want to see any minor indiscrepancies, whether it's a typo, whether it's, "Hey, why is this going wrong?" I don't do everything in my business. I don't go on appointments. I coach, I help other people.

For me, I want to get a pulse on my business every single week. Sometimes, like hey, why did we only send so many text messages, or why no postcards go out. "Oh, because of this, and this, and this, Zach. We're already working on it. Don't worry. We've got it taken care of." But I can quickly find the problems in my business every single week. Plus, if there's just like a typo, if that's the problem, we wouldn't want to fix that every single week. Because then when we combine all of those weeks into your running totals, for your months, your quarters and your years, you get a broad picture.

If I see a marketing channel, let's say I hire a company to do PBC, to produce leads for me. I find out that I'm spending \$0.75 to produce a dollar, that's not profitable. I can't afford to pay an acquisition team, I can't pay — I can't afford that. I have to be \$0.25 or less to make a dollar for me to produce a 50% profit margin. That's my criteria for those marketing channels.

[0:25:20.0] WS: That's awesome. I love that, just the detail or in depth look at all the numbers and what's paying you and what's not. I think that's very valuable. Would you say a lot of that came from that book, *The 4 Disciplines of Execution* or how did you learn to do all that?

[0:25:33.3] ZB: Mentors, mainly. Another good book is *Traction*, that really helps with core processes and so forth. But my KPI system came from — yeah, it's on your desk. I freaking love it. I'm actually rereading that book again right now. But yeah, books and mentors. I'm a huge believer of mentors. I have a one-on-one mentor for my coaching business. Another one for my coaching business that helps build out the systems and the actual text side, which I actually don't even engage with. I have multiple coaches in my investing business. I have a coach that I hired to teach me radio ads. We just started implementing radio. We have \$50,000 that just close recently for radio. We're going to make like \$35,000 profit off that.

I hired a mentor to teach me radio ads. I have a mentor that's teaching us to monetize our retail leads. I believe 100% in finding someone that's doing and accomplishing what you're trying to accomplish and have them coach you. So 100% is a coach.

[0:26:29.3] WS: What's the number one thing that's contributed to your success?

[0:26:31.7] ZB: Coaches. Coaches. Without a doubt, mentors is 100%. Yes, I worked hard. Yes, I've gone for it and I've taken that risk, but it's been — when I try to do this on my own, I made huge mistakes. I could go on, and on, and on about the mistakes I made before I found the right mentors. But as soon as I found the right mentors, it was success story, success story, success story, road block, found the right person to guide me and coach me or saw something on YouTube, read a book, had something to open my eyes, change my perspective. I was able to navigate that roadblock and move forward again. That's been my progress from the very beginning, is good mentors.

[0:27:09.3] WS: Zack, how do you like to give back?

[0:27:11.3] ZB: I give back by coaching. The reason I actually got into coaching is that year, we did a shy of a half a million. I wanted to do a million the next year. I literally had no idea how to do that. I felt like I had tapped out the potential of the marketing channel. I was thinking, "Do I need a new marketing channel? What do I need?" I did a self-help journal called *Living Your Best Year Ever* by Darren Hardy. It's said that, whatever you're trying to receive, you have to give away.

I created three big goals. One was to produce a million dollars, but according to the journal, I had to give it away. I had to give away million dollars somehow. I was like, "Well, I don't have a million dollars to give away, that's why I want to make a million dollars", right? I thought, "Hey, I could teach my marketing channel to put half a million to ten different people, those people who implement it. They could have the same similar success. Boom, I put a million dollars or more. I'm worthy to the universe or God or whatever you want to call it, right, to receive that blessing."

The craziest thing happened. They started asking questions that I had never thought about. My system is completely changed to where we did \$1.2 million. I actually dropped my expense and

almost doubled my profits. I'm spending less than \$0.13 to make a dollar right now. I mean, think about that. I mean, just crazy profit margins on top of how much I generated. But more than anything, my students started doing deals.

One of my first students, his first wholesale deal, he made \$113,000 on his first deal. He's working full time. Life-changing. He quit his job. Life-changing. He lives in Portland. You can see those success stories on my YouTube channel. I mean, single moms, amazing human beings that I love and respect and I started teaching, I became hooked, I became a coach. I started like doing everything I could to automate my investment business and have everything done for me so I could spend my time coaching and mentoring. This isn't a pitch for you guys to be a student. I give away a ton of value, ton of free courses. I truly give back without charging.

[0:29:07.1] WS: You mentioned you have a whole course for free, right?

[0:29:09.6] ZB: Yeah. I actually have a full wholesaling course for free. You can check it out at my website. I do have paid clients, but it's — like all of my students, all of my paid clients, I have their picture, their name, their market. It sits in my office. This is my recording studio. In my main office where I work, they're all around me because they're holding me accountable to serve them and get them out of my office into my success wall. In my main lobby, I have all my successful students. I only take on a stern amount of students, because I feel like if they're going to pay me, I'm going to getting them success, and I only have so much time to like really mentor them, because they do get access to me.

[0:29:47.5] WS: Zach, you have an amazing story. I just think it's incredible. It doesn't matter if you're wholesaling, or syndication, or flipping homes, whatever it is. I mean, you have a high level of self-discipline, no doubt about it. I think it's incredible just to hear your story of how you got into it, and had the other businesses, and finally — and through the number of coaches as well helped you to gain the systems, and processes, and experience and knowledge to get to the point you're at now. Now you're helping so many others do the same thing.

How can he listeners get in touch with you, and also see your video you're going to put together about your 40 grand in 40 days.

[0:30:22.1] ZB: Yeah. I have a one-place stop for everyone to make it easy. It's dfd mastery.com. That's my website. There's links to all my social media accounts if you want to follow my YouTube channel or any social media. Plus, you can get access on my free resources, including that free course that literally, I paid \$19,000 to two different coaches to learn how to do it. That's a full comprehensive course to teach you. Like, it talks about *Driving for Dollars*, how to find the deals, how to make money, how to sign, how to work with buyers, how to build a cash buyers list. Everything you need to do to be able to wholesale. That's in there.

Then also, if you want to get access to apply to become a student, like I said, I don't take everybody. I have a limited amount I take per month. You can book a call with me and apply. That's how you find me, dfd mastery.com.

[0:31:12.4] WS: Awesome. That's a wrap, Zach. Thank you very much.

[0:31:15.1] ZB: Okay. Thank you, man. I appreciate the opportunity.

[END OF INTERVIEW]

[0:31:17.8] 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]

[0:31:58.3] 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

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