

**EPISODE 745**

[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]

**[00:00:23] WS:** This is your daily Real Estate Syndication Show. I'm your host, Whitney Sewell. Today, our guest is Tyler Deveraux. Thanks for being on the show, Tyler.

**[00:00:33] TD:** Hey, Whitney. It's a pleasure, man. Big fan of the show. Great to finally meet you in person, so thanks so much for having me on, man. It's awesome.

**[00:00:40] WS:** Yeah. My pleasure. In case you haven't heard of Tyler, Tyler is driven by a determination ambition and a fiery passion for enabling real estate investors. He's been investing in real estate for over 14 years. His desire is to build relationships and continually provide services that help people experience a better quality of life. To date, he has trained thousands of students to acquire multifamily properties while teaching for David Lindahl and owning over 500 units, totaling over a 100 million dollars in value, effectively spurring him to financial freedom.

He's always going the extra mile to exceed clients' expectations. He is renowned for being sincere, approachable and a straightforward nature that makes him a safety net for his clients. Tyler, thank you again for your time being on the show. Let's jump right in. Give us a little more of your background and getting into real estate. I know it's been 14 years, but give us a little more clarity of just what you're doing in real estate, multifamily, or maybe what asset classes and things like that, your experience and what you're up to now.

**[00:01:46] TD:** Yeah, absolutely, man. I started in the single-family space. I feel like a lot of us do that. Flip some single-family properties, hold, sell some deals, had some single-family rentals. I was grateful for that experience, certainly. My major motivation, my three motivators are being able to spend time with my family. That's just a huge motivator for me, just being able to have the time and freedom to be able to do that for a million different reasons. That's been a motivator of mine since I was – before I ever had a family.

Then also, just be able to provide the life that they deserve and be able to give back to others. Though I've started other businesses, I had an Internet business and then that parlayed into the single-family space. If it didn't hit those three, then I would look elsewhere. Single-family space was great. Once again, grateful for it, but just a different animal. I felt like, every time I would flip a property, I was now unemployed and you would have to do just a whole bunch of deals. It's just a different ball game.

I met Dave Lindahl. I met Dave Lindahl probably six or seven years ago, I guess at this point. Went to a class of his, learned how to acquire multifamily properties and it just clicked. I just knew it. Just in my core, I knew that this was the route to being able to accomplish those things and dove in head first. Since then, I've been extremely grateful for this business. Have a little over 100 million in assets and 1,500 units and that's something that I never – for real, it wasn't even on my radar in the beginning. It wasn't even on my radar.

**[00:03:34] WS:** When you were doing single-family, you probably never imagined having 1,500 units, right?

**[00:03:38] TD:** No. The thought of a 100 was mind-blowing to me. You see the economies of scale and I know you know this, but see the economies of scale and how it's ran like an actual business, with employees and people there that you can delegate things. You don't have to do everything. You can delegate things. Which is a beautiful thing, because that's helping me accomplish my goal, but it's also providing value to other people to give them employment and give them opportunities to use their skills. I'm grateful for that.

**[00:04:11] WS:** Wow. Well, Tyler. What's been a couple of keys to switching from single-family to large multifamily? What were a couple things that helped you accomplish that success?

**[00:04:21] TD:** Training is key. I mean, it's one of the things that I've loved about being trained by Dave and then speaking for Dave. It's just the training aspect of it. Understanding different ways to approach it. For me personally, what I loved about the multifamily space was the team environment that it provided. Single-family is all – it's cutthroat. I mean, I never even would – I would never tell anybody about the deals I was doing in fear that they might come and snatch them somehow. Now I mean, the multifamily space, there's enough room for multiple partners. That really utilizes my skill set too.

I would say, my biggest strengths are relationships, sales, mindset. Those things are critical. You think about what other people want. I mean, the main thing that other people want in my opinion are – we all have different goals, but ultimately, we all want the same things which is just a rich full life of joy and of meaning. The question I think is how do we obtain that? On the most basic level, first off, I feel like you have to define what that even means.

I grew up with a single mom. She raised four kids, worked multiple jobs. I viewed that at one point as a disadvantage. I did. I mean, we didn't have wealth. Other people did. I looked at it as a disadvantage. Man, that just forced me to create these deep-rooted goals, I guess, desire. I call it a purpose, a definite purpose. We have to define that. Then what's helped me obtain that is learning how to sell, learning how to sell. I know that might sound silly, but I think it's actually something that's lacking a lot in the multifamily space. We chatted with that, about that a little bit.

**[00:06:19] WS:** It's interesting. I hear that I mean, numerous guests that have had success and have scaled, they come from hard beginnings of some kind. Need help that including myself and that's how – it just pushes you a lot of times to be more driven. Not everyone, but a lot of times you're more driven and push and accomplish things like you have. Let's dive into that sales, the sales and mindset a little bit. I know you've done a lot of training on that. You've helped thousands of people accomplish things through that sales, having the right sales techniques, I assume and mindset. Let's jump into that and help us with sales and exactly what that means in the syndication business.

**[00:06:57] TD:** Yeah. First, I think that we have to understand what that even means. What sales means. First, I'll tell you what sales isn't. Sales isn't about convincing someone, or people, or anyone of anything. In my opinion, sales is being extremely conscious of what other people need. I feel like, it's only when we truly understand what they need, that we can truly provide value to help them get it.

In my opinion, first off, sales is about creating value and people will say, what's the key to wealth? You need money to make money, all these different things. Value in my opinion. If you can create value, that's the key to wealth. You create value, you will always find ways to acquire wealth. For the longest time, I was almost embarrassed to say that I was good at sales, or knew how to sell, because you think of sales, what's your first thing that most people think of when they think of sales, Whitney?

**[00:08:02] WS:** The used car salesman?

**[00:08:04] TD:** Yeah. Totally. I realized, people would tell me I was good at sales and I'd be like, "Uh, but I don't want to be the sales guy. I don't want to do that, but I'm going to help you understanding the principles." This is, I really sincerely, and I hope that I can – I've had some conversations recently that has made me want to talk more in depth on the sales process on your show, because I just feel it's so neat and I hope it provides some value for your listeners. Being able to understand that process has helped me in this business more than I can ever tell you.

I mean, you're catching me at a very fun time in this business as well. Me my family moved to Maui about a year ago. That's a goal that we had had, Whitney, for a long time, man. A long time. The only way that we were able to do that is by helping other people accomplish their goals and live a better life. By doing that, a lot of doors open.

Here's how I approach the sales process. I guess, we can dive in a little bit. I mean, how I approach that sales process is first, I flip the viewpoint. Everyone has a different perspective. We have to take times – the time to view things from the perspective of others. That principle should relate to far more than just real estate. I mean, I think that the world would be a lot better

place if we would all just take a second to think of things from other people's perspective, but Whitney, that's for a different podcast, a different day, okay.

**[00:09:40] WS:** That could be a whole subject in its own, right?

**[00:09:43] TD:** No question, man. We'll relate it to real estate. For example, when I would go to talk to an investor, or talk to a broker, let's talk to a broker as an example. Instead of researching, "Hey, what should I be asking the broker? What should I say to the broker?" I would flip my viewpoint and I would research what are brokers looking for. What are they trained to look for in investors? Everyone needs and wants something, so what do these brokers want? What do these investors want?

Then by truly understanding that, I can then cater my message to meet that narrative, to understand what they're looking for and show them how to do it. The reason that that works in my opinion is number one, it's different. Thinking about other people's wants and needs is genuinely, it's different. Most people are just focused solely on what they want, which I feel – that's why I feel 80% of investors are just out there walking around frustrated. "I can't find good deals. I can't find investors," and a laundry list of other things, it's because they either don't know what other people want, or they aren't thinking of the needs of other people. Does that make sense?

**[00:11:00] WS:** It does. It does. Why don't you nail down on that a little bit between just like, you and an investor?

**[00:11:08] TD:** Oh, yeah. For sure. We can relate it to investors and we can relate it to first off, finding investors is a different story. Once we have investors, and I don't feel like finding investors actually is the hard part. I feel the hard part – There's a lot of people who want to invest in real estate, see the value of investing in real estate and want to put their money to work. People who have money have different problems, where we feel like our problem is finding investors, their problem is finding good places to invest their money for good returns.

Once I realized that, it changed my perspective too. The more money that I have, the easier it is to raise money. The only reason being is because I know how hard it is to find a good place to invest my money. How I approach things, first is understanding what their needs are, like we just

talked about. Then showing them how we can help them get that. That isn't manipulation. That's value creation and like we talked about. In my opinion, value is this. Value is defined as anything of worth, or service that creates joy, or value for both parties. Not just one.

I would say this, if your listeners can learn one thing from this episode, I hope that they learn how to think in terms of seeing it from other people's point of view. This one thing and I'll walk you through this process, but this one thing has made me millions and millions of dollars. It's been the biggest impact on my portfolio. We set ourselves up for success a couple different ways, okay.

First, and I would even bullet point these. I created a course. I'm going to bullet point these in some – we have 30 minutes, or less. I'm going to bullet point them. If your listeners want some more information. I've created a free course, they can find that course on – it's the multifamilymindset/sales. They can go through that free course. It's all in a lot more detail than I have it here.

Number one, understand how to be likable. The most likable people are those who like the most people. It's always interesting to me when I'll be talking to someone and to hear them talk negatively about other people, it literally irritates me to death, because that is toxic. It's just toxic. When you find ways to like people. I'll tell you why this happens, I feel like. We go into a networking situation, or we go to talk to an investor, and I'll tell you what where most of the time our focus is, it's inward. We're like, "Oh, man. I wonder if they like me, or if they care about me."

**[00:13:51] WS:** Who's got what I need?

**[00:13:53] TD:** Yeah, exactly. Yeah. It's all about us. It needs to be outward. It needs to be making sure that they know that we value them and that we care about them and that we like them. My partner, Ryan Woolley is the perfect example about this. He's a perfect example of this. I'll backtrack a little bit, because I'll say this personally. I feel like a lot of the times I go into a networking situation, or any situation and I'm the person who looks more inward naturally than outward, I'm like, "Man, I don't know if I want to put myself out there, because what if they don't like me back? I'm going to be a little bit more reserved. Then if I see that they are showing some interest, then I'll dive in."

That's like saying to the fire, "Hey, you first give me some heat and then I'll throw some logs on the fire." It's not how it works. Ryan Woolley is a great example. He's my partner. This is how he approaches things. He goes in and he is so focused on making other people feel comfortable and welcome that he doesn't even have time to think about being uncomfortable himself, because he's so extremely focused on making other people comfortable.

Man, I've learned a lot from him about that and my wife about that. Because my wife's the same way. Yeah, my wife is great at making friends, because she goes in. All in, man. With the thought of like, "Of course, they're going to want to be friends." Beautiful thing.

**[00:15:26] WS:** It's good. Understand how to be likable. What's next?

**[00:15:31] TD:** I would say, control the frame. I don't know if you've read this book, but Oren Klaff has a book called *Pitch Anything*, where he talks about frame control. This had a huge impact on me. In short, it's when you control the frame, others react to you. If you're continually reacting to other people, the other people own the frame. The most important elements of this in my opinion are time questions and then being willing to disrupt the frame, and I'll explain that, okay.

Time is being control of the time. A lot of the times in the beginning, we feel like we need to get on there and small talk. We don't want to end the call, or whatever it is. I mean, you have to be pleasant, but get down to business. First thing that I do on any call, whether it's an investor, a broker, or whoever is I lay out the outline and I say, okay. First thing that we're going to do, thanks for jumping on the call. Hey, I have another call in 30 minutes. First thing that we're going to do, I would love to know about you, your background, what you're looking for, then I'll tell you a little bit about myself. Then we can get into some strategies and questions, or whatever. It puts them at ease.

It shows that we've done this before. It's not our first rodeo, even if it is our first rodeo. It just puts them at ease a little bit. Then questions, I want to ask the questions and I come prepared with questions to ask, no matter what situation that I'm going into for a couple reasons. That's a

power move, first off, because you're on offense, instead of defense. Yeah. It allows you to be viewed as the prize, especially when they realize that you can solve their problem.

The only way that they're going to realize that we can solve their problem is if I know what the problem is. The only way that I know what the problem is is by asking questions and listening to what they have to say.

**[00:17:34] WS:** Yeah. The more questions you can ask, the more you allow someone to talk, especially talking about themselves, the more likeable you become, right?

**[00:17:42] TD:** For sure. Hey, listen. Let's be honest. That's why I love coming on podcast, because I just get to talk about myself the whole time. People love that shit. It's good.

**[00:17:53] WS:** You're going to be in control all the time. You're going to get down to business. I liked how you just mentioned laying out the outline. It sets the tone for the whole conversation. I think by doing that, it does allow you to get down to business quicker, but politely.

**[00:18:08] TD:** Yes, totally. They appreciate that. People that you're trying to raise money from, or brokers that you're trying to get deals from, they're busy. Showing that you respect their time is key. Then I feel this third part is just key and I would always use this, but I never really knew how to define it until I read Oren Klaff's book, the *Pitch Anything* book. I think he calls it disruption, or something. Being able to really push and pull. You show appreciation. You show interest, but if you're always trying to pull them in your direction, people begin to get anxious, or what's the word I'm looking for? Skeptical, I guess.

You have to push and you have to pull. I'll explain maybe how I do that, but I'm not afraid to squash problems, or attack the awkwardness. I'll give you an example. Our friends have a kava bar out here in Maui. If anybody's ever out in Maui, you got to go to Haleakava. It's right off Kihei Road, best kava spa in all of Maui, okay. They have this kava bar –

**[00:19:12] WS:** I'm not going to try to pronounce that.

**[00:19:14] TD:** Haleakava. In Maui, there's a big mountain called Haleakala, and so they played off then, did Haleakava. Kava. It's a good name. We were there the other day with our kids. One



of the gentlemen there was going to go smoke. My little boy is like, "Oh." He's saying this more quietly to us, but I know that this gentleman can hear, probably. Maybe he can, maybe he can't. He's like, "Oh, man. Smoke is bad for you. It smells bad. Whatever."

Instead of trying to bury that and hide it, I make a joke out of it. I make a joke out of it and I say, we'll call him Ted, okay. I was like, "Ted, you hear this right here? Smoking's bad for you, bro. You got to quit that. Plus, Pack says it stinks." Immediately, Ted, I mean, it's not his name, but let's say it is, starts to laugh. It eases any tension. That's the same in any presentation that you're doing, or conversation that you're doing. If you feel there's awkwardness or tension, don't run from it, don't bury it, poke at it, address it. Make a joke about it. That eases the air, eases the tension, allows us to get past it. Does that make sense?

**[00:20:34] WS:** It does. It makes a lot of sense. How much practice does that take? Not just everyone can do that.

**[00:20:39] TD:** Oh, I think that anybody can do it, but I think the key is that it does take practice. Now here's the key, have I done that and it's bombed, yeah, no question. Those are the awkward times. Those are the times that you're like, "Ah, shit. Maybe I should have buried it." Or this is where mindset comes into play, learn from it. Anything that doesn't go right is the ability to learn from it. Have you ever played pickleball before?

**[00:21:07] WS:** I haven't.

**[00:21:09] TD:** Okay. My wife and I played pickleball for the first time the other day. This old Hawaiian gentleman was on the courts and he was with his buddy and he asked if we wanted to play doubles. We were like, "Oh, shit. You don't want to play with us. We are brand-new. We suck." He's like, "No, no, no. Let's play."

One of the first serves or whatever, my wife leans back, hits and it goes freaking clear the opposite direction. Britney's reaction is like, "Oh, shoot. Horrible shot." This old, wise Hawaiian gentleman says, "Oh, no, no, no. You actually got better by hitting that shot, because now, you know how not to hit it. No, that's key. You actually just got better by hitting it so horribly."

**[00:21:56] WS:** That's a great way to look at it.

**[00:21:57] TD:** That's a great way to look at it. Yeah, dude. It does take practice. The key is being willing to get uncomfortable. The other thing that I would say with this, and I can relate it to seller's interviews, if any of your listeners have done seller interviews, or I would say, probably one of the things that is a strength for me is creating the property packet, but understanding how to actually lay out the – I call it a private money presentation, but to be able to really lay that out in a story format that does a couple things, answers questions, but overcomes objections. I call them response blocks.

For a seller's interview for example, the three most important things probably on a basic level that a seller is looking for would be to know that we're going to do everything we need to close. We're actually dedicated to doing that. Where we're going to source the capital from, but equity and debt, but primarily equity. Am I going to try to re-trade down the road, renegotiate down the road?

Knowing that, when I go into a seller's interview, I plug response blocks in. I want to cover that objection, letting them know I'm very aware of what their needs, their worries are and how do I determine that? I ask the broker religiously, until I get to that seller's interview, what the sellers – what they need certainly, but also, what their biggest worry is, because I want to let them know that I can overcome it.

I'm very aware of going in what's there. Then I want to cover those, you can call them objections, worries, whatever, before they do. Same thing with going through a property packet. The thing is it's a story, telling the story behind it. I actually just listened to a pitch on an investment yesterday. Now I pick these things apart, because I look at that and they didn't talk about – I mean, they did, but they didn't talk about my needs as an investor until probably 25 minutes in. It's not good. You want to cover those things in the beginning and weave those response blocks in.

**[00:24:17] WS:** That right there is great advice.

**[00:24:19] TD:** Yeah, right in the beginning. Whitney, you have so much experience. You're interviewing other people and syndicators. In this business, you were telling me this is episode 750. I mean, that's crazy, right? From your point of view, if you were to say a passive investor, what their biggest worries are, or their biggest needs are when they're looking to invest, what would you point out there? What do you think?

**[00:24:45] WS:** Losing their money. It's going to be one of their biggest worries.

**[00:24:49] TD:** No question. I love that you said that, because it's people want to make money. I'll tell you what they don't want to do, they sure as shit don't want to lose their money.

**[00:24:58] WS:** That's right.

**[00:24:59] TD:** Yeah. We struggle with losing and we have way more emotion towards losing it than we do towards gaining it. What do most investors do? They come guns blazing in the beginning, talking about all these returns. Okay, well, my approach is different. My approach is certainly, we're going to talk about returns, because they do want to see that, but I'm going to weave in response blocks. I'm going to talk about what the risks are.

Other people, they want to bury those risks. I hope that nobody knows what the risks are. Investors know that there's risks. These are accredited investors. They know there's risks. What they want to know – They're not on this call, or on this webinar, or whatever it is, because they think that real estate doesn't have risks. They know that there's risks. What they want to know is do you know as the operator, as the sponsor, as the GP, whatever you call it, do you know that there's risks? What's your plan to overcome that? I lay that out. Lay that out in coming into this. This is what we're seeing in the market and this is the vacancy rate on the property and this is what the other owners have been doing and this is how we're going to solve that problem, which is going to drive up the occupancy, drive up the net operating income, which then, what does it do? Also, not only protects your capital, but makes your capital profitable.

**[00:26:22] WS:** For sure.

**[00:26:23] TD:** Serves all those needs.

**[00:26:25] WS:** Tyler, give us another minute or two just on sales and then we're going to have to move to a few final questions.

**[00:26:31] TD:** Yeah, man. No stress at all. I think the last thing that I would say on that maybe and it's just have fun with it. Well actually, here's what I'm going to say, I would say have fun and believe in something, not against something. One of the first things you said in the very beginning, which I just feel like was key was you say a lot of the people that you talk to on the show, including yourself and myself came from tough beginnings, or didn't necessarily come from wealth.

Well, I'll tell you what I did come from. I came from an environment of love and I came from environment of people who believed in me; made me feel like that they believed in me, which made me believe in others and made me – When I go into a situation, I'm not thinking that I'm going to fail, or I'm not worried about failing. I believe that I can do it. I'll tell you how I do this, okay, and this is the key. Before any sales presentation, whether it's a property packet, whether I'm talking to a broker, whether I'm talking to a big investors, whatever. I swear my life, this is still what I do to this day is I truly define how I want that situation to go.

I have this song that I listen to that's 10 minutes long. It's just instrumentals, but it's essentially meditation. What I do is I meditation visualization. I will literally sit down and I will visualize how I want that process to go. What my frame is. Essentially, set a clear picture of how I want the conversation to go, how I want them to perceive me. I'll literally visualize it from how we start the conversation, to making them laugh at some point, to answering a question that I might feel difficult. I literally try to just visualize that process and I'm doing that over this whole 10-minute song. I do that multiple times.

I put my headphones on and do that multiple times throughout the process, from start to finish, which means by the time I'm actually having that conversation, it's not my first time I've had the conversation, not in a crazy way. It might sound crazy and hippy-dippy to some people, but I've had that conversation. I've practiced that conversation multiple times in my head, visualizing it before I ever do it.

**[00:28:52] WS:** That's so interesting. It's almost like pre-planning a little bit, right? I mean, for the conversation becoming more comfortable, hearing maybe some potential responses from whoever that person is. I think it's great advice, at least. If you don't do it exactly like that either way, just plan through the conversation, have some different outcomes, or what might be said. How do you personally prepare for a downturn in the syndication business?

**[00:29:16] TD:** Yes. Can I say one more thing along those lines? When I'm going through the visualization process, naturally sometimes my mind is they'll ask a question as I'm doing that, that's negative or not the best, but it forces me to reframe it in a positive way in the visualization when it's easier to do that than it is real life, which helps you to do that actually when it happens real life. To your question, how do I prepare for a downturn, was the question, correct? What makes you ask that question? You feel like there's a downturn coming right now or something?

**[00:29:51] WS:** That's my next question. How do you feel about the next six to 12 months?

**[00:29:57] TD:** Extremely excited about the next six to 12 months. Now, do I feel like there's a correction? Yeah. I mean, we're already seeing that right now. How do I prepare for that? Once again, try to flip the viewpoint. There's so many uncontrollables in today's environment. Tons of them. I mean, it's crazy actually, which makes me so grateful for the mindset stuff that I've studied before any of this stuff happened. Because if we continue to focus on uncontrollable, we'll drive ourselves crazy.

How do I prepare for a correction? How do I prepare for the next six to 12 months? It's the same way that I've been preparing, which is focusing on solutions; actually, things that are within my control. It's the same thing with the sales process, by the way. It's focusing on solutions. We can't dictate what happens with the job market, or the government. We can't dictate those things.

We can be very educated on those topics, so that we can know what the solutions are, but we have to – Same thing, I can't dictate how an investor, or a broker is going to react, but I can go in there, weaponized with a plan and an actual tactical plan, not just in winging it, but an actual plan when I go in. Same thing with anything, man. As we have our current properties, because I look at it as two different ball games; the current assets that I own and the assets that I'm about

to acquire. The current assets that I own, it's getting creative. It has been, we've had to get creative and change and pivot on how we handle tenant relationships and how we provide them resources to make sure that they can pay their rent. Not just resources from us, but actually show them where they can go get government assistance, putting a program together that walks them step by step through that stuff.

Because of that, I mean, portfolio-wide, our economic vacancy is – Portfolio-wide, it's the same as it was by we're talking a percent or two, as it was last year, year over year, which is speaks volumes to not me, but my team. I have an amazing team of people that I give all the credit to for that, because they're the ones who actually carry that out and come up with those solutions and I just try to help where I can.

**[00:32:18] WS:** Sure. What's your best source for meeting new investors right now?

**[00:32:24] TD:** I have conversations all the time. Just having specific conversations in relation to our business. You'll drum up investor leads all the time. That's not necessarily where I get the bulk of my investors, but I'll say something along those lines. Your elevator pitch, what's your elevator pitch? Is your elevator pitch about you and this confusing pitch of your business, or is it about their needs and what they want and what they're looking for? How I approach that for an example is instead of going in and saying, "We buy multifamily apartments that are class B assets, that have value-add opportunities, syndication model." I mean, that doesn't resonate to most investors.

I go in and I tell a story. "Hey, Whitney. Suppose that you have some capital that you want to invest in real estate, but you don't necessarily want to be a landlord, or you don't know how to even identify a good property." What I do is I realize there's a lot of people in that same ballpark, and so I oversee that process. I find the property and then put the team in place and I put the loan in place and I take your capital and I partner with our capital and other people's capital, which allows us to all buy this big apartment together and allows you, as an example, to benefit from owning real estate without all the headaches of owning the real estate. It's all about you, so it's how you position that.

**[00:33:58] WS:** I like that. That's a nice elevator pitch right there. I think that alone is a great example for the listener to help develop their own and be focused on who you're speaking to and in a way to turn that, or to have that conversation focus on them, really right when you get started. Tyler, tell us how you like to give back.

**[00:34:17] TD:** Oh, great question, man. I mean, it's actually another one of I would say, my purpose. A bunch of ways. I was always so grateful growing up, where I needed income opportunities and I always wanted to be in a position to provide income opportunities and to give back. I'm answering this question. I'm just more helping you understand why that's so important to me is because, a lot of people gave back to my family and to me growing up and it's something that I was so grateful for. I was sometimes embarrassed to be on the receiving end, I'll be honest. It's a lot more fun to be on the giving end.

I always want to be in a position to do those. I mean, for example when we moved to Maui, we literally took everything in our house, man. It was a 3,500 square foot house, couches, beds, TVs, entertainment set, literally everything, man. We donated it to refugees at Texas, which was probably one of the most fulfilling things that I've done there, just to be able to literally give away all those earthly possessions to other people who desperately need those and we moved to Maui with suitcases.

Now obviously, financially, we have to be in a position to be able to do that, because I need, Whitney, I need couches, beds, TVs and all that shit here in Maui too. I need it. But to be able to give that away was great. Then another one of our big focuses is there is an organization here in Maui, where really Hawaii as a whole that focuses on homeless children. Children that are homeless, essentially. Yeah, it's actually a huge problem out here, which is crazy to me.

**[00:36:10] WS:** No, that's awesome, Tyler. I appreciate you giving back in that way and giving back to us today. Just grateful for just your story, starting with single-family, like I think, probably many of the listeners have and then just going through your three motivators and I think understanding your why, even one of those being your give back. Then just your process of how you met David Lindahl, or David Lindahl and you took his course, but then taught, so helped him teach so many people and you learn this business and now 1,500 units. Congratulations to you and just your success, but just your knowledge through the sales process and I think helping the

listener and myself better understand that and laying out how to be likable and controlling the frame and then being able to disrupt a little bit, or don't always pull, or push.

I remember you're going through there, attack the awkwardness. I remember you saying that. This is incredible stuff. Tyler, thank you again. Tell the listeners how they can get in touch with you and learn more about you.

**[00:37:09] TD:** Yeah. Once again, if they want to learn more about the sales portion, once again, a free course I created, themultifamilymindset/sales. Free course they can go through. Great information for them. Then any social media platform. My last name spelled a little bit differently, but first name's Tyler. My last name is Deveraux. D-E-V-E-R-A-U-X. Any of those platforms, or just hit me up, tyler@mfcapitalpartners.com. Send me an e-mail. Say hello. Love to connect anyway. No question. And open up doors any way that I can. It's one of the things I'm grateful for is I have a lot of great, amazing connections in this business and I'm more than willing to open up doors any way that I can.

[END OF INTERVIEW]

**[00:37:57] 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]

**[00:38:38] 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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