

EPISODE 1019

[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]

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Whitney Sewell: This is your Daily Real Estate Syndication Show. I am your host, Whitney Sewell. Today our guests are Garrett McIntyre and Sean Cullen. These two guys have created an amazing team very quickly. One of them, Garrett, he's a professional athlete. He was. Now, he's a first responder. I mean, he's out there as a firefighter and serving others in a big way. But, he came from that professional athlete background and there's a lot of things, you know, the mindset that they need to have to become a professional athlete just says something about him. But, also, Sean has been in the military, I think over 20 years in leadership, in management, he's a Lieutenant Colonel in the US Air Force and so the mindset behind that as well, the training that he received is just great to hear their story. How they partnered, how they used their unique abilities and skill sets that they've learned over many years before getting into real estate to now quickly build an amazing team. I mean, they just met a year ago. I think they partnered just over a year ago before the pandemic and now they have you know an underwriter in their team, they have a CPA on their team, they have somebody that's in-charge of operations, and another person that is IT and tech-focussed.

And so, it's just amazing to hear their relentless ability to push forward, build this amazing team that fast to make things happen. I know you're gonna learn a lot from them today.

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WS: Garrett, Sean, welcome to the show. I was reading your bio and a little bit about you from all such interesting backgrounds. And I think you all should share a little more about it with the listeners. Maybe, you know how some unique skill sets, maybe that you have learned from your background, share with us how you gain those skill sets, and then maybe how they've been complimentary to helping you all grow and scale so fast?

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Garrett McIntyre: Thanks, Whitney, for having us ,man. We appreciate it. My background, I grew up out here on the West Coast California. Played football my entire life, and played my college ball at Fresno State. After Fresno I had a long road, I guess to the NFL I played and pretty much every league you could think of, whether it's football indoor, outdoor Canadian ended up playing in the NFL for three seasons. Had a great time and it was a fun ride. When I left football I had to get into the real world they say which can be challenging. You know, you play a sport your whole life and then you gotta figure out what you want to do with the rest of your long life.

I fell in love with real estate probably three or four years after I retired from football and it's kind of cliché. I read Rich Dad, Poor Dad. I started figuring out that I could really change my wealth needle and you know how powerful real estate investing was. I wish I would have known about it. while I was playing ball, and I really didn't. And yeah, you know I got a real job. A W2 job, I'm a firefighter paramedic out here on the west coast.

And then I guess, talking about superpower as far as powers goes, I would say for me, it's relationship building, the ability to create relationships, talk to people, brokers, partners. And then another thing would be just being relentless. My ride and football was not easy, and I had to learn a lot about myself. And I think this business in real estate is not easy as well and if you're not relentless and you don't stick with it, it'll punch you in the face a bunch of times, and you got to know how to take those punches and keep moving forward.

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WS: Sean, give us more about you and go ahead.

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Sean Cullen: Yeah. So, I've got a W2 job as well. SO, 17 and a half year military veteran. Couple years ago, my wife and I started having discussions about, you know what happens post-military right because it's, it's not forever, you know, eventually, that that chapter of your life comes to an end and you have to do something else. So, I got really intentional about real estate and started doing a lot of education, you know like you spoke about reading Rich Dad Poor Dad. But, I got a couple master's degrees and I really, really, really love to read and get educated. So, I read just about everything you could, you know, listen to a bunch of different podcasts and you know still do that today and just get that itch for knowledge. And, you know, figured out hey you know single families are nice, but it really doesn't have the ability to scale and get to where I need to be, you know what, sir retired and really transitioned and be where we want to be as far as from a financial standpoint.

So, I joined a mastermind group, and I met Garrett, and you know like Garrett, I have grown up in an environment where the team is essential. Right, so the military, you know if you, if you want to achieve success if you want to achieve excellence, you don't do that alone. You do that with a team. Right. That's kind of like that. The African proverb, if you, if you want to go fast, go alone. If you want to go far, you know, go with others, right.

So, with his NFL background with his, you know, service background as well. It was a perfect match, our values match, we're both very family oriented and love to help other people. You know like me he's got that, that growth mindset and that thirst for knowledge. So we're always learning, always growing, and you know we got that, that grit.

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WS: That's awesome. I talked about it in my own story, often just military background, law enforcement background, federal agent, all those things right, none of those things are easy to accomplish. And I think that shares a lot about people's character you know and and I appreciate, you know, all your service that you know about the military and also as a first responder I mean, it just speaks a lot about who you are and your desire to serve others. I'm grateful you know for your service and but also I just often see like common traits right amongst, whether its military or even professional athletes right even even before you know you're being a first responder like

there's so many things there that just the mindset, right, that you have to be relentless you know is Garrett talked about I mean if you're going to be a professional athlete or whether you're going to go in combat. Either way, I would say even playing football it's almost like combat to some degree but it's it's just such a mindset there that it's hard to gain right outside of some type of situation like that or learning experience right, being put in those situations where a man like you either, you have to step up or you just don't right and and you know it's it's interesting, guys and gals who have been in those situations and you've been made to be relentless you've been made to really show yourself what you're out of right and then things in the future. Just you see things differently, I think, you know, coming from those backgrounds, no doubt about it so it's interesting to see that.

Tell me a little bit about I know you are skilled and you've grown a team you like you said, Sean you both come from situations where the team is so crucial. No doubt about it. And in this business, really in almost any business but especially in syndication business commercial real estate, yeah, I mean it's a team sport, and you all have grown a team. You come from backgrounds where you know how to work with teams. Tell us a little bit about maybe your abilities that work well together, you know and then maybe you know how you started to scale your team things you needed to use all you know in your business so you will need to find somebody to do this or do this, some of your first hires are and how you all work well together ?

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GM: So, I guess I'll tell you, like, Sean and I met right before Covid, so now we can say you know everything's like pre-Covid, post-Covid, as of lately. So, right before Covid we met, we started talking about hey you know we want to scale this thing we want to, you know, create a syndication company where we can raise money with investors and buy these, you know, awesome commercial assets. What we realized is that when you use a platform we needed a platform, we needed a web page, we needed all the background, the CRM. I will tell you that it is not my world at all and I think it really wasn't Sean's world either we kind of struggled at the beginning, figuring out you know we would listen to podcasts or we, you know, ask in a network where you guys use and so we kind of use Covid as a time whether, at least for us it was a lot of deal flow everything kind of shut down for six months, we use that time to create the you know the brand, the website, the background everything that she that's right now. We had definitely had

some growing pains, we went through a couple different web designers. It was not easy and not fun but just like anything that's worth getting, it's never easy or fun. Then as we, you know, started, I guess, talking to people or network we said well, no, this guy's awesome, you know I feel like it had something to the team.

So, it kind of started putting some pieces together. One of our partners is super analytical Jeff, he's like our numbers guy. I mean, I do some of the underwriting as well so I'd become a numbers guy but he is like the next level numbers guy so we bring him in. We kind of run things by each other. We have a little different style when it comes to underwriting but we typically come up with very similar values.

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WS: How did you find him?

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GM: Through our networks. Just through a friend of a friend they said "hey I think you should meet this guy. He loves investing in real estate himself." He had done a bunch of deals prior to us. And then it was just a conversation that got on a call like this and it's like Sean was talking about it's, it's typically at least with our experience so far and partnerships, people are the most important part of it. There can be as many deals and as much money out there that you want to go find, but if the right people aren't there, it does not matter the people have to be the first decision when it comes to partnerships. So, he was kind of a piece. We have a CPA on our team and he specializes in real estate. So, it's great to have somebody that you can do in house cost segregation. He does all our tax returns and he loves real estate as well. And he's a good person. All of us are again more importantly more family oriented, everything is about our kids and our futures and our legacy. And then, who else am I missing Sean? I know there's more out there.

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SC: A brag about Matt.

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GM: Matt and Brett, go ahead. Yeah, you can finish this up.

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SC: Yeah, so, like, Garrett was saying, you know, we were doing a lot of networking and we were taking the opportunity with Covid, right, a lot of people focus on the downside, but we look at us an opportunity to grow, and grow this business that we decided to create and rise. And so we're networking and found some other partners. Matt Shambo out of Atlanta, that's one of our major markets there that we invest in here in Georgia. And, he is a rock star, he handles a lot of the operations construction management and all of that sort of stuff I mean he is like. He's like a bulldog, you know, it's kind of the best example, no pun intended, Garrett because I think that was a mascot. But we also got, you know, one of our younger partners, but it's been extremely extremely successful and other business ventures. Remember Dallas, and he knows a lot of our IT, a lot of our website lovers here and a lot of other things that Garrett and I were struggling with. And he handles that and he does it with ease, you know, which is a huge, huge benefit for us that we can focus on, you know some of the other things that we're, we're better at some of our superpowers are strengths, if you will.

And so, I cannot, cannot emphasize enough the value of the team, you know, a lot of times I say you, we talked about the law of compounding interest and those types of things but, you know, the wrong team compounds and the right team, sorry, the wrong team confounds and the right team compounds, and they can have a huge compounding effect on your ability to succeed in this business interesting.

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WS: It's interesting like you all met you before Covid but you already have numerous team members that have like specific skill sets and like you named four different ones there. You know, one really focused on underwriting, one as a CPA, so you have a CPA on your team as well that's very unique for somebody, you know, that's you know you all didn't even meet that long ago but you already have these team members in place, somebody has the operational kind of experience or somebody it's working in that directly anyway and it somebody that's IT and tech focused, you know, has those abilities in a big way I mean that's a pretty solid team already right. A lot of skill sets that are great, right, to have on team. Most won't have for many, many years.

And so, I was even thinking like, yeah, you know, you mentioned like the underwriter you found through networking. How did you meet the CPA and the other two guys?

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SC: A lot of it was through their network and, you know, sort of our coaches and mentors that have the crew, you know, kind of make connections and saw gaps and you know we noticed that there were areas that you know we couldn't take care of ourselves that we needed, you know, some sort of expertise and then just reaching out to people. I mean, real estate is a relationship business. Right. I mean, whether it's the brokers, whether it's through networking I mean even, even our relationship right is through networking is through, you know, establishing that relationship. So, we're on calls every day, meeting new people on, I'll tell you what, you know, not to get too philanthropic but or philosophical on you, you know, life is about two things really it's about relationships and experience, right. So it's about the experience that you have throughout life and those relationships that you bring along the way and make them on the way.

And for us, you know, if we're successful, we want to bring as many people on that ride as possible. And, we can only do that by establishing relationships, finding people who share the same values of us. I want to be part of the team at rise, you know we talked about just our partners, but we really firmly believe that you know the investors are part of our team, part of our family as well. And we want to bring them up right.

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WS: That's awesome. Well, tell me do all the team members have W2 or anybody full time.?

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SC: Yeah, so I would say, 90% of us have W2s and one of our guys, Jeff, we had the conversation the other day and say I'm at the point now where I really don't have to work anymore. He's been doing those tapes for probably a decade now. So he's kind of where we all want to be, which is having enough of that passive income income from real estate to where you could stop working. If you don't want to.

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SC: Yeah, so what he was talking about for me is, you know, nearly 18 years now, in the military, and with my passive investments. I've reached a point of, you know, what they call financial freedom or financial independence and really kind of superseded that so it's really just now for my specific situation. And, as the agreement that I made with my, my spouse, and my family is, you know, when it stops being fun you know, we will retire from the military and then we'll start doing this full time. The other part of that too, rises, as you know it's newly developed, so we just formed in August of 2020, and just recently took down our first deal in March, right outside of Atlanta. And so, with the size of the business right now, it doesn't require a, you know, multiple full time employees that we do have teams built out to find opportunities such as direct seller campaigns and those types of things.

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WS: So, I just think it's neat for the listeners to hear “hey we can build a team like this, a very qualified people, even while almost all of them have full time jobs right and you know we can still make this happen.” You know by building that team and everybody can still have other W2s that they're still working.

Tell me a little bit about just how you all communicate? What are some operational things that maybe the listener, myself, needs to know about that makes you all kind of tick and work together, you know well say on a day to day or weekly basis?

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SC: One of the big things with us is that we make sure, you have to communicate right, so you have to set up a process. If you're going to have a W2 job, you have to block time. You have to make sure there are systems in place to understand what everybody's roles and responsibilities are. So, we clearly defined what everybody's lanes were so we kind of talked about everybody's superpowers and those types of things. Right. “Okay, well this is, this is your lane. Are you comfortable doing these things?” Then we use a system called Asana, and I'm sure for some of your listeners, it's a way for us to communicate. It's a way for us to make sure we stay on task. We use it both for the business in general, but also for the property specific tasks.

Additionally, we have weekly meetings, zoom meetings, so it's always good to see people, you

know, face to face. Because of Covid, it is really hard to get together right but with technology, Zoom and those types of things. It makes it a lot easier for us to get together and meet and discuss and stay on task.

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WS: Communication is such a big component right of any relationship or team , whether its family you know marriage, or whether it's your partnership right you know communication is such an important vital thing that's happening, military football man you got to be communicating right.

Tell me a little bit about, is there like a weekly huddle or is there a, you know, maybe a format that you can share “hey we've got to hit these key things or I've got to know, you know, Garrett, these are the things you bring to this meeting or Sean, this is what you bring or the CPA or whatever.” Is there like, you know, a method that you all found to work well for the communication piece with a team like this? From your backgrounds, you know, imagine you have a lot of experience there but what has worked well, you know, with your real estate team?

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SC: So, I pulled over my experience from the military. If you talk to anybody in the military, they'll tell you we are PowerPoint warriors, so we live and die by PowerPoint and my briefing. But, we're also very much creatures of habit. And so, you know, we have our weekly meetings. We have slides that everybody's responsible to update to kind of keep the rest of the group aware of what's going on. So, big picture, you know I oversee the operations of the business itself. So a lot of times I have that global Excel, but say something happens to me. Now, Garrett, now one of the other partners, right can kind of pick up the baton because there's, you know, there's history there, that they can they can see, they can see what everyone else is doing right because, I mean, let's face it, life happens right maybe I need to go on a family vacation or something you know something happens to one of my family members or myself. And, you know someone needs to pick up the ball and continue moving it down the field. So, we've got the, the systems kind of setup, so we have a shared briefing right that we update every week and I'll send out a little reminder email once a week with the link to the brief, and each one of the partners puts in their pieces and then you know something's going on in their life and they can't make it to the meeting, you know the just send me a note submitted to the cliff notes and then, I can kind run with it.

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GM: Yeah, I'll add to that, I mean, it's good to have a commander running our business operations because Sean keeps us all in the same direction, which is amazing, and now it's one of my weaknesses or, organizing, that I know it's one of my weaknesses or, organizing, that sort of thing. The other thing I want to add is that, you know, texting and emailing is great. You can get a lot of stuff done that way, but many times you need to pick up the phone and you need to talk. You know, one on one, on a phone call, we kind of sometimes get away from that, in this generation especially some of our millennials. And you can't always communicate what you want to communicate through text or email, or sometimes what you're trying to communicate comes off a certain way, and that also isn't good. So one of the things I learned is that you have to pick up the phone and just call it needs to be communicated one on one.

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WS: Yeah, I find, you know, you prefer one another of yourself and you just assume the best like that goes a long way you know like you see that text message or maybe, man, it just seems kind of off right you know, it probably it may not be what you think you know like, like Garrett said, picked the phone up and hey let's talk about this what's going on here.

Well guys, a few final questions. How do you all prepare for a downturn? You're looking at deals I see we just went through Covid, you know, how do you all move forward and be prepared for some kind of a downturn?

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SC: This is Garrett's line for sure. I could talk about our underwriting.

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GM: You know, people talk about conservative underwriting and what is that and what that looks like nowadays. I will tell you, I'll tell you we're not a volume business. So, we will do quality deals over quantity, all day long. We're not going to get ourselves into a 100 unit deal to maybe make a fee, you know, like an upfront fee, because that's what we need because we all have side gigs that make us money, very stringent underwriting. It goes to me, it goes to Jeff, it goes for me again and it goes to Jeff again. We do a lot of the rule of thumbs as far as cap rates go, look into a

market. Looking ahead, we never assume, really cap rate compression, even in some of these really strong markets. We would rather feel 100% 99.9% on a deal before we go into it instead of, you know, having any doubt in our mind, especially when we're out in the market today. I mean, I'm sure you see the same day when people are paying crazy amounts of money for specifically multifamily because it's a strong asset class. It's recession resistant people saw even through Covid, and maybe we're still going to see some of that pain coming here soon but you know that everything's held up pretty strong.

So, to answer that question, you know, conservative underwriting multiple checkpoints, not just, you know, one guy checking we have and and and besides me and Jeff we get everybody else's opinion to hey what do you think about the market, you know, especially our boots on the ground hey go drive this for us, so we know we're not some Warzone. I'd say multiple points, multiple checklists that we check off before we even really get under contract. I mean we're, you know, again quality we want to do quality deals we want to feel comfortable we would rather not do a deal. And instead of doing a deal that's maybe the center could get us in trouble down the road.

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WS: For sure. Do you all have any thoughts or anything you'd share about your predictions on the real estate market over the next six to 12 months?

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GM: Go for it, Sean.

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SC: I just sent it out. Just another email to the group. So I read a ton. And I'm a huge macro economics nerd, if you want to call it that, and to predict the future will be tough. Inflation scares me, you know just a little bit but being in this, you know, real estate niche with potential inflation on the horizon is not as bad. What does kind of give me maybe a little concern as the potential for increasing interest rates. Do you think that's going to happen. I believe that I think that the feds, actually meeting today. And looking at the inflation numbers. So they will probably decide to raise the interest rates here in the next, you know, six to nine to 12 months. So I do think we'll, we'll see that happening, and the impact that has on on the real estate market is to be seen

you know the real estate market is in a really crazy place whether you're in single family multifamily you know whatever niche you're in it's it's pretty wild and then throw in some of the construction supply costs, you know with lumber and still and those types of things and you gotta kind of this perfect storm.

So what's going to come out on the other end is Who knows?

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GM: We could say we're being very cautious when we underwriter deals right now. I mean, definitely very, very cautious.

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WS: Yeah. Interest rates, you better be planning on it whether you believe it's going to or not you better have a plan for it. And it will affect every business even outside of real estate. Unfortunately most businesses work off debt right and get loans and they count on those things so it definitely will affect our entire country, in many ways, all businesses.

But, what about, from your own backgrounds, I'd love to hear just some like daily habits or routines that you have that you are disciplined about that have helped you achieve success?

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SC: I've got a daily routine. I'm up at five o'clock every morning, and I'm a believer in a lot of the Miracle Morning. So, you know, mental, physical, spiritual. I get up, you know, drink a glass of water, brush my teeth, meditate for a little bit and then take care of the physical part so workout religiously every morning. Then I'll do reading, and then a block time to work on stuff for rise. Before my children, rise out of bed. So, I try to give a lot of that stuff done. Because I believe in spending time with with family and your loved ones as well so I gotta block time to spend with them, and enjoy it while, you know, while the younger ones are still around.

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GM: I would add on what Sean just said, I wake up at five every day. I typically get my rise worked on in the morning before my kids rise. So, we both have, I've got three children, Sean's got a

couple, so right now in California time, everybody's asleep in my house so this is a time for me to get this kind of work done. I think the physical portion, the health portion is a huge part of it at least for me, if I'm not eating, workouts, and I'm miserable. So, it's kind of a non negotiable it's always been that way, you know, for our football career. So, you got to get the workout done.

And then I think consistency is huge, that it's that correct that relentlessness I had so many times in this business that's happening today where I'm like man we're never going to find a deal. But he's overpaying for deals and you just every morning you go back to the drawing board and okay what we do today to try to get a deal done, how can we get creative. It's also good to have like minded individuals surrounding yourself. You know, your network is your net worth. Having Sean to lean on going, "Sean, I'm having a bad day today and then help me out." And then Sean goes, you know, it gives me some words of wisdom and helps me snap out of it a little bit.

So, to have people around you to keep you moving in the same direction is also super important.

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SC: If I could piggyback on that real quick and give a little word of advice to listeners out there, just understand that all things are difficult before they're easy, right? But the key is you need to set goals, persevere, and understand the process. And really to achieve goals, and we talked about this you need to communicate, plan, persevere, and stay focused in your team can help you do that right. Now going back to what I said before, the right team will compound, they'll have a compounding effect on you. And I would say one of my super strengths is the ability to inspire, and motivate, guide, and lead. You know, our team in the direction because that happens a lot. And, you know, sometimes I need that stuff too. And my, my biggest. My biggest teammate, right is my spouse, but you know when I'm not talking to her, I'm usually talking to Garrett and he does the same thing so it's that kind of law of reciprocity. Right. When he's down, he picks me up, when I'm down, he picks me up as well.

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WS: No, I appreciate you adding that Sean. No doubt about it. It's part of a partnership. Right. You know, when my business partner and I started our partnership or started getting to know one another, we went into it knowing it was like a marriage and and really treated it that way, lots of

due diligence on one another and I mean just took a lot of time right, I mean to get to know each other and each other's spouses. I even flew back to his house and stayed for like four or five days with he and his family just to get to know them, you know, before we really say "Hey we're gonna do this."

I really appreciate you elaborating on that. I think also it's interesting, this, you know so often you know ask that question, and most of the time I will say all the time but majority of the time anyway, people that are successful entrepreneurs are early risers. And I hear people often say, "Oh, I'm not an early riser. I stay up late, work." And yes that works for some, yes you can still make it happen. But, more times than not, people that are successful entrepreneurs are up early, you know, making it happen in the morning or just have that very structured morning routine. I hear time and time again, that's also my story very similar to you all, both of you up at five and very, you know, set things that I like to get done every morning and over time. And over time, like you said, that consistency right that one morning doesn't seem like you're doing a whole lot but man you over a month and six months, all of a sudden a year goes by, you've moved the needle a lot, especially like Sean if you're reading a ton, like you said, you've educated yourself in many ways, you know. Tell us what's kind of the reading routine, you said you read a ton? When do you read? How do you know what you want to read? What's the best use of reading time?

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SC: I blocked time throughout the day. And so, I have multiple sources of information whether it's real estate, whether it's economics, whether it's psychology, whether it's self help you know all that. So, in the morning before I start doing rise, I'll dedicate 10 or 15 minutes to see what's going on in the commercial space. Anything of relevance for today, anything that could potentially impact, you know, our properties also do some market research as well. And the markets that we're in and the really the easiest easiest way to do this is, you know, subscribe to, you know, whether it's you know websites that focus strictly on the niche, the real estate niche that you're focusing on or the area that you're invested in and they'll send you a lot of that.

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WS: Do you have one you could recommend that helps you with that?

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SC: So Globe Street, that's a really good one that I used for multifamily. And actually, I believe you can select retail and some of the others like self-stores so many other niches and they pull from all different areas. Wall Street Journal has a commercial niche as well that they'll send you a believe, weekly, and then I subscribed to a couple different newspapers as well and it kind of, you know, certainly completes the circle.

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WS: Yeah, no, that's awesome. What's your all's best source for meeting new investors right now?

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SC: I would say our best sources are really our network and getting ourselves out there on social media and word of mouth. So, I handle a lot of investor calls. And one of the first questions I ask is, "hey, so how'd you hear about us?" In that way we can kind of figure out what's working and what's not, you know, as far as marketing and getting ourselves out there.

So, one of the things we're really intentional with is doing, you know, being consistent with our rise accounts on social media, putting out content. So I do a lot of the writing of our articles. We kind of put out at least once a month newsletter out to our investors and our CRM, and then weekly will put out whether it's inspirational quotes regarding real estate or, you know, just fun facts for potential investors to know. And then we also have a free passive investor guide that you know we put together on our website and give that out as well.

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WS: What's the number one thing that's contributed to your success?

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SC: I don't know if we can beat this one enough but it really is the team. Yeah, you know, whether it's lifting each other up, you know, raising each other, we're filling the gaps and playing off each other's strengths, you know to achieve a goal, go in the right direction.

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GM: The right team and the right man where the brand name rise came from the old adage rising tide lifts all boats. So we all love each other up together and that's us in our team and as well as our investors we all move the needle together.

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WS: And how do you all like to give back?

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SC: So, we talked about the educational aspect. So, I really enjoyed talking to people and finding ways that we can help them grow, where there's through, you know, giving them knowledge with, you know, expecting nothing in return. Or whether it's just, you know, having someone to bounce some ideas off of potentially joint ventures with to help them grow up their brand new real estate investors. But also, you know, real estate's about solving problems. It's about making things better, at least in our line of work, so we're a value add group we go in and we want to improve the property, make it better for the tenants, make it better for the community, and then give back to that community. So we look for, you know, charities and those types of things to give back and that's one of our big goals this year. Another we've taken down our property is "okay we want to get back to the community." So, we want to make enough money where we can contribute back to the community that we're serving, you know because like I said Garrett and I come from a huge background of service, whether it's to our community, whether it's to our country. We really like to get back.

00:30:56.0

GM: One of our big goals that we talked about, we'd like to be able to give away at least 1% of our acquisition fees to charity. So, that's important for us. We don't live on these acquisition fees. They help keep the lights on, they help keep the business running but we'd like to give a big portion of that away.

00:31:06.0

WS: Awesome. Guys, I'm grateful for your time and thank you again for your service. They were military first responders. I mean it's grateful for our guys and gals that serve in that way. I've been

in both those shoes myself, and I love doing it.

But anyway, thank you again appreciate your time and giving back to us today sharing about really importance of your team some different team members you all have added, very quickly, very few teams, grow with the expertise, I think that fast, you know that you all have and I appreciate you all sharing some you know your efforts of communication and and how you all just work together and have gone fast, a really very well.

Tell the listeners how they can get in touch with you and learn more about you?

00:31:41.0

SC: Thanks again, Whitney, for having us on. You can check out our website www.rizeequity.com. On there we've got a free investor's guide, just go to the same website and put slash passive and you can get the free passive investor's guide. Also you can reach us through our email, info@rizeequity.com.

[0:32:03.8] ANNOUNCER: Thank you for listening to The Real Estate Syndication Show, brought to you by Lifebridge Capital. Lifebridge 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. Lifebridge 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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