

EPISODE 1021**[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.

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Whitney Sewell: This is your daily real estate syndication show. I'm your host, Whitney Sewell. Today our guest is Andres Bernal.

He came from the Dominican Republic and came with \$500 with a dream to play professional tennis, but he started investing through his primary residence, his personal residence and has grown from there, but he goes through many things today about how he did that. It's just another one of those amazing stories that should motivate you and saying, "You know what? I can do this. You know, there's other people who have had it a lot worse, you know, coming from a lot less and have made it." But you know, you kind of talked about it was an accident in the first, in the beginning how you got into real estate, but then it was about the relationships. And I know you've heard that so many times on the show, but this is another.. just fantastic example of that, of the importance of those relationships. He talked about how he started getting his name out there and whether it was social media or just adding value to people, of course, but sharing his experiences, how you hired an assistant, and you know, we talked about this thing that you must do or it's game over. You know, it's just some really good reminders of breaking through the self-limiting beliefs, putting yourself out there and what you can do. You know, even structuring your morning, and he talked about how after 9 AM, the day is not yours. I love just thinking that way. He said, you know, you have to design your life. He's up early and reading, and you're gonna hear more about that and how he has been successful in real estate.

Andres, welcome to the show. You know, give the listeners a little more about, you know, your path to real estate, and then let's jump into some of your unique abilities, and I know it's gonna help them as well.

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Andres Bernal: Yeah, so I started investing in...accidentally 2014, just bought my first property and I rent it out, but I have developed a few years since you cannot scale with your own money, I have developed a lot of partnerships, different partnerships, and these are people that I need to. Not necessarily they were in the real estate business, but now they are, you know, because of me and I'm focusing on creating partnerships through relationships. These are people that I know and I do other business with or a friend of mine, or you know, it could be any relative too.

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WS: Alright, well, let's back up somehow. You mentioned like accidental investing, how did it come about? How were you exposed to real estate investing? And why is that important to you?

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AB: So this is back in 2014. You know, as a regular person here living in the U.S., I was renting and suddenly my landlord says, "Well, I need to sell the house, you either leave or you know, we'll figure it out." So that kept me thinking. I'm like, "How about I will buy a property now and then, and I rent it out later on?" So...no long story short, since you know, I was playing professional tennis, I only had a visa, it was very hard for any lender to lend me. So, we find one from California, we got the deal done. I lived there for about two years, and then I rent it out for about four. And that just loan pay down from the tenant was amazing, so that when I sold a property last year, all that equity that I have just built up for me just renting the play, so that was sort of like an accident.

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WS: A lot of us get into it, it seems accidentally. I've heard numerous guests, you know, say they were a tenant, or you know, all of a sudden it just came to them, "Hey, I could do this too," you know, or they had to move and couldn't sell something, you know, or however we got into it, it's great that most of us have and you know, are moving forward and growing our portfolio and real estate.

But moving forward from there, you know, you talked about relationships, partnerships, you know, how that has helped you to push forward and to grow. You know, give us some details there as far as what relationships did you focus on? What partnerships? How has that grown your business to where you're at now?

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AB: So, just right before I start building relationships, I think to myself that I couldn't scale up, you know, having my job and having the income that I have, so the way that I did was I wrote a list of people that I really know, and then after that, I dedicated a few years just to establish our relationship. Just basically, you know, getting to know them, creating value to them, and just really putting the real estate investing into their mind because a lot of people make the mistake of like, 'Oh yes, some people have money' or 'my uncle has money, so I'm gonna jump right in and pitch this idea and then that.' But if you and your uncle, you might not have that good relationship, that person is not gonna invest and don't trust you if they don't know you. So basically, instead of getting the deal, I went to create these relationships, and until this day I have more partnerships than property, like I have a problem because the market is so hot right now. I have all these partners, I say, "Hey, we have half a million, we have a million, like you know, what's going on? Do you have any deals?" like...because I dedicating most of my time like that instead of like finding a deal. I kinda like reverse engineer. I'm gonna find the partners first and then I'm gonna find the property.

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WS: Chicken or the egg, right? But I feel like, you know, it's better to have the partnerships you know than properties and no partnerships, there is no money and no capital to purchase them. Right, and so tell us, you know, you talked about trusting you, knowing you, and it's so important in our business and really in any business, could you just dive in there, maybe give some more examples of how you have built that level of trust, you know, with these partnerships or partners, and how you've helped them to know you better, you know, so you are just building more trust. What are some ways that...may be more detail or other examples of how you've done that well, so that you do have people, like you said, that are "Hey Andres, got a half a million or whatever." Just waiting for you to find a project?

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AB: Believe it or not, it's actually easier than people think. Basically, all I did was I was trying to be more active in social media, just posting my renovations on my own home, at that point when I started investing a hot two rentals at my personal residence. So, what I will do is I will just post things that I will do, and these people, they are on my social media, in my network, will see that, "Okay, this guy is actually doing it." And then at the same time when I was posting his renovations and all that, I was talking to them, and then I will say, "Hey listen, this is what I'm doing. This is a deal that I'm finding," and again, that relationship was there, but the investing part was just growing, it's like a mass that you grow, you grow, your grow or 'til they fully trust you. So you gotta be patient there. I always say to people, I also mentor a few people and I tell them, "Listen, even if you're renting right now and you're fixing one thing or you're, you know, doing a favor to a landlord, just post it on social media, just make sure the world knows what you're doing" and that just attracts so much. So basically, number one, I will say be active on social media, even if you fixing the toilet or you know, painting or whatever, just have that track record and let the people know what you're doing.

And the other is, you know, creating value to them. So prior to... I have four partners and different properties, and we are all mixing in a tenant business, so what I did was, "What can I do for you?" I didn't ask them, but I was thinking, what can I do to create value at the tenant business, because I know that that's their bread and butter. So if I can create value in their personal interest, in their business, they're gonna invest with me in real estate, so that's how I just created that.

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WS: No, it's awesome. And you said, "Well, it's actually not that difficult," but you know what, there's not that many people that are doing it, and so it must be difficult, right? But those that actually step out and start putting some things in place, you know, start making things happen, it can start to seem like it's not that difficult, but you did have to take action and where it's where most people, I feel like they don't... Right, we can say this is... you know, we've done how many shows, you know, talking about how important it is for people to entrust you and know you, and they have to know you first, right. And often that's through social media, and that's how, you know, a lot of our investors have found us, one form or fashion through, you know, online somewhere and then we start to build that relationship, right. We have that phone call and we start providing value to them or education and whatnot. And so you know, to you it seemed easy, but to most, you know, they do not take that action. Congratulations to you for taking the action, that you're adding value to them, and you're going out on social media. And

like you say, I like that you said, even if it's, you're fixing the toilet, you know, you're still making a video, people still know that you're in the business and you're out there doing it, and you're reminding them, you're getting in front of them, they may not even watch the entire video or even watch any of it, but they're still seeing you at their real estate, right, in that unit, working and making it happen. So what does that look like today? How has that transitioned as far as you're being active on social media, you're getting in front of other investors and partners, what does that look like now, and how has that evolved, or do you have any thoughts on how often you're posting or content or anything like that?

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AB: Yeah, so I usually try to create three, four videos a week, and now I have crafted a little bit the way that I do it, I edit it, you know, myself or I hire sometimes my assistant to do it, and I found the way where I can provide value to people without spending too much of my time. So basically, people don't have to get fancy, you only need your film, you don't have to edit it, like I do, like you do, like anybody, you have to just do it. And there's so many topics in real estate investing about syndication, about partnerships, about... I could spend a whole day talking about participant syndication, I can spend a whole day talking about, you know, how to deal with the tenant.

So like, even if you have no experience, whatever experience you have, you have to share with the world. That's what I tell the people that I mentor. Like it doesn't matter if you just know about a tenants, just share what you know, because that track record, I think like social media to me it have a row so much in past three, four months just because I'm posting and maybe another person has another point of view and that's okay, but I'm trying to...I think as my inner teacher, you're just trying to let people know that real estate, it's like any other business, but it's not too complicated once you do your first or your second deal, it's just about doing it and then figuring out. Getting at that indication I have, you know, when they probably hear this, there's a lot of people with analysis by paralysis, and you know, I think people see... like I always say people see the whole set of stairs - like the whole ladder. All I see is the first step, it's like, okay, the first step, is like contact lender, right? Okay, so I'm not gonna do anything else, just contact a lender. Okay, I contact a lender. A lot of people getting so much information - which is great, for people who don't know how to process information, and what happens is that they get overwhelmed and they say, "Okay, I know all this, I know everything, but I cannot do it." So what is a key to beat that analysis by paralysis? Just see the first step and then after that, just conquer the second one. You gotta just take it simple, you know.

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WS: I love that. Conquer the first step, and even your analogy of they see all these steps, right, it's like you get overwhelmed and you just do nothing. You don't take action because it's so overwhelming and like you said, you don't know how to process. I see it often, people I'm working with and just different people in the industry, it's like, "Wow, I just don't even know where to start, so I just do nothing," but like you said, focus on the first step, even if it's just contacting the lender, like those little achievements, right? There's a little achievement, so I eventually add up to really big things right, and eventually you're halfway up those steps and you didn't even almost see it happen, but it's just because you're like constantly taking action and working towards the next thing. Right, and even if you see all those steps or write down

some of those things that you can start to do, right. Just write down a few so you can, you know, really check them off. I'm working towards this. You wrote it down, you can see it, I think you think that's so helpful. I just appreciate that analogy, Andres, you know 'cause it's so helpful, I think for the listeners and anyone that's overwhelmed especially in the very beginning and afraid to take that first step.

But one thing you mentioned too about social media and getting yourself out there in front of these potential partners, investors, you said just like sharing your experiences no matter what they are, and I just wanted to reiterate that again to the listeners, it's like it doesn't have to be that complicated. You even said, you know, like it doesn't have to be even edited, right. You're just putting out raw stuff that is showing that you're in the business, you're out there making it happen, so important. You also mentioned that you have an assistant. And I wanted you to elaborate on that. When did you hire this assistant? What do they do for you?

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AB: So this person came to me humbly say, "Listen, I wanna learn." But you know, she just said "I just wanna learn", and then I'm "Okay, how about if I teach you what I know about real estate, and return of, you know, you working for me a few hours? Doesn't have to be, you know, very structure or not, whatever I need and then you're gonna do it." And that way, every favor that I need, it's gonna be real estate related. So for example, I told her, "listen, how about if you show... I have all the showings, you're gonna show this, this person's gonna come at this time," so she does it and she does it great. So like, having an assistant, a lot of people are... I think the main block to have an assistant is because of money, like people maybe don't have money or they cannot afford to have an assistant, but I don't pay this person and I... in exchange, I just teach them about real estate. Now, some people don't wanna teach about real estate - which is fine, but again, I'm like this person save to me, so much time and in return with a few hours of a true knowledge, and I've been told her, "Listen, if there's any big deals out there, then we can just partner," like maybe just partner. It's not that hard. You just need to find somebody at the house time if you don't, and then just exchange something that they have and you don't have.

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WS: I think that's so interesting. We've talked on the show, I've shared over many shows about how I've hired just Class A talent as my executive assistant now, and then other team members, but also virtual assistants that are in other parts of the world. We've done many shows on that, the listeners know, if you haven't you should go back and search these on the website because that just helped to move us forward so much faster. But I don't know if there's anybody that's been on the show, Andres, who have hired someone, and in exchange for education, right. I think it's so unique. We talk about that often when people are getting started about working for free, right and it sounds like this assistant has done that, right. They've come to you, and we're usually interviewing that person, right, that's trying to find somebody like yourself who's willing to do that. So it's interesting to be on the other side of that now and say, you know Andres, well okay this person came to you, they wanted to work for free or they wanted to work for education. How did you know that they were somebody that, you know, you really wanted to invest his time in? And not you could trust being your assistant, now that we're talking to somebody on the opposite into this relationship with us, like I said, normally it's

that person trying to get started, but now you've actually taken this person on, how did you know that they were somebody you should spend this much time on?

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AB: So the first time that I met her, she's like, "I wanna learn about real estate," we didn't even talk about being assistant, and then I said to her, "I have a few showings on a random day," and then she said, "Okay, I'll be there." And then, I have actually another person that did the same thing, and this is more like my friend, so she showed up one of my appointments and I saw the hunger, like I can feel how hungry she was, I can feel that she wanna do it. It's not a person that I will waste my time. And I say to her, "Listen, before I give you this gig or whatever... If you call, you have to take action. Whatever you are, you have to go one step forward." So like, if you don't know anything, educate yourself, if you educate yourself, you're gonna contact this person, if you contact this person, you must contact this person, and if you don't do that, this is a game over. And because I'm a tennis instructor as well, I feel like people should teach others but the person has to really, really have it in there, like the muscle that you grow that wanted to invest has to come from like the pain muscle - I call it a pain muscle. So I have a theory, Whitney, that says that if you don't have a pain, you won't invest in real estate. I think like people start investing in real estate because they don't wanna pay rent, they wanna be financial independent, they are sick of their jobs. I don't think it happens just "Oh, I have \$50,000. I'm just gonna put it in this deal," I think there's a pain. So I see the pain first and then I try to work through pain. And pain doesn't have to be like, "Oh my God, like oh I have so much pain, I'm gonna invest," well I try to attack that pain and I feel like as a mentor, I try to see what's your pain and I try to remind you why you start investing in real estate.

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WS: I think it's so neat that you bring that up, you just said how many things are... I was taking some notes, and I think it's common amongst the military, first responders and also professional athletes, right, like you've had to work so hard to become professional athlete, you've had to push through pain so many times to achieve that level of success as a freshman athlete, I mean, no doubt about it, right? I mean, you had to work so hard to get there. Well then, when you just transition to something like real estate investing or a business, will... like you already have that kind of mindset. You know what, I just think it is so helpful, I talk about it personally all the time, you know, from military and law enforcement, and just that you gotta be able to push through pain, you gotta be able to push through and just keep going. Right, and I think as a professional athlete, you've really trained yourself to be that, and now it's just like I love that he said, you either do these things or it's game over. You have to do it, you just have to do it. And you also said like, it's a muscle that you have to grow, just like being a professional athlete, right, you're gonna get stronger, you're gonna keep going, you have to grow those muscles, and I think even taking action, like you said, it's a muscle that you continue to grow, it gets easier and easier to take action right after you've done it, and after you see the next step, it's just eventually it's like, "Well, okay, let's just go do it, that's what we gotta do." And you know, you said it has to come from the pain muscle, if you don't have a pain, you won't invest. So good, right? It's almost like, what is your why? Like, why are you doing this? It's gotta be something that's really driving you or else you're not gonna do it, you're just not gonna stick it out, right. After time and time again, and getting knocked down, you know, on the tennis court, right, you had to learn to get back up, same thing here. Man,

you gotta be able to get back up 'cause you're gonna get knocked down. No doubt about it. Being entrepreneur, you're gonna... numerous times, right? But it says they keep getting up, right, that eventually do succeed. No doubt about it. There's some great points there, just incredible.

Andres, you know, also just being an investor in knowing what you know in real estate business now, thinking about the next, say, six to 12 months in our industry, do you see anything happening? Anything, any concerns that you have? Just what do you expect?

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AB: I think this year, prices are still going up. I think that the interest rates are gonna go maybe a little higher once everything is more normalized with the COVID, more of my teams and all that. So I see prices going up. In fact, I'm actually, and this is just my personal opinion, I'm waiting a little bit until maybe September, October to be refinance, because I know my property is gonna get, you know, 10, 20, 40, 50K more of what it's worth right now and to refinance. So I think prices are still the same or higher. Next year, again, who knows? I don't have crystal ball, but I think what people should do is if the numbers work in this market, I hear a lot of people like, "Oh, everything is so inflated, I can not get a deal," but what if you start changing the words like, what if you say "How can I get a deal?" or "Who's gonna help you to get the deal... this deal done?" So like just put offers, I don't think... I see the market is still hot, this year is so hot. And like I don't know way into the recession, but I'm like, how many offers have you put on the market? Like you know, it is incredible what people say, so I will say keep putting out first, but the numbers work for you. And if it works great, the ball, it's seen your court, like when you put an offer and they accept it, then you can negotiate, if you see anything, an inspection, it doesn't cause you anything, it doesn't cause you any money because you may be right, a check, take a check for the past, but that's not gonna be deposited until the offer is accepted. So like I say to everybody, once you pull offers and you tell me you cannot get anything, then we can talk about more about real estate, but again, just put off for... I think I've seen so many people in every podcast talking and listening and sharing, and a lot of people like, "Yes, I educated myself, I know this, I know this, and this and that," but again, just put it off for... That's rental. That pay moms. Okay, I'm here, I'm here for you. And just put an offer. It's what happens, you know.

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WS: If somebody can find an excuse, they will. Their pain is not big enough, right. If they continue to find excuses, they don't have a pain behind their why and their mission and why they're doing this, you mentioned so I said, "You can't find a deal, and I'll have your question. Well, how many offers have you made? Are you really looking for that deal, you know, or are you really not looking?" It reminded me of a book that I've gone through a couple of times, I've done numerous shows talking about some specific things in this book, but the power of self-discipline, it says No Excuses by Brian Tracy, I'm holding up if you're on YouTube right now, just an amazing reminder, just everything in that book, no excuses, like let's go do this, right. And man, Andres, that's just so many of us, especially who's getting started right now just...you're just speaking directly to them. It's great, and even this, we all know that's a professional athlete, you have to have some habits, so what are some daily habits that you have that you're disciplined about that have helped you achieve success?

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AB: Yeah, so I would say my first habit is waking up or that's the most important habit I have...you gotta wake up early. Read and exercise, I feel like are the most important after that one, I always believe that after 9 o'clock, the day is not yours. After 9 AM, you go to work. Once you go to work, if you have kids, you know, you gotta take care of your kids, and then a nine time you're too tired to do anything. I know it's hard for a lot of people to wake up early, I know a lot of people are not morning person, but you have to design your life to these habits. These habits have made me scale, you know, my knowledge. It might acknowledge us make his scale and my tennis business and real estate tremendously. I feel like I wouldn't be the person that I am today, the investor that I am today, if I wouldn't be reading. So again, people say, "Oh yes, I don't like to read. I don't wanna read 50,000 books like Whitney reads every day." Or how about five pages a day. It's just...

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WS: Concerned.

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AB: Two pages today. Just one piece a day. There's a research about habits, I don't remember where I saw this, but it says it wants you to do it for 33 days, it's most likely to be in raining your system, so they read one page for 33 days, and I can guarantee you guys. I hate reading in high school, in college, I hate it. Like you have no idea, but then I started, like slowly and now the day that I don't read, I feel like that it's just like so bad.

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WS: So many great things there, Andres. I mean, you know, you talked about after...I love how you said after 9 AM, the day is not yours, I can relate to that so much. My wife and I love the morning. That's our favorite time of the day, right. I mean, it's so good, and if I do not get that morning routine...I mean, it is, it's like I'm behind all day long. And you said, you have to design your life. You're talking about people who say, "Oh, I'm not a morning person." I've heard that so many times, and it's like I thought that at one time too, right? It's a change. Like you have to design your life. You have to make a choice, right? Not to say that means you're gonna be successful just because you get up early 'cause that loan will not do it, however, you know, I've interviewed over a thousand people now, and it is so common that one of the top habits is getting up early. But then it's all those other habits that flow from that, right, in that morning routine, the structured thing, and even like you're talking about, loving reading. I also thought that I hated reading many years ago through high school, and many years after that I thought me and I just hate it, but now I can't get enough, right. I can't find enough time to read because I just wanna constantly be educating myself, I've seen the benefit of it over the last many years now, and my wife as well, it's like, man, how much can I take on how fast...And even thinking through exactly what's the best use of my reading time, like is this book the best use right now? Is this where I need to be seeing? You know, really trying to be very purposeful about that, so great tips. I mean, it's such good stuff, Andres.

And what about, what's your best source for meeting new investors or our partners right now?

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AB: So I will say the best source is maybe through Facebook. Every town has their...I'm guessing that every town has sort of like any landlords, any best sourced page. I used to connect a lot through bigger pockets as well, and I will say through Instagram. Instagram has been huge and also met that you have...you gotta just network. And right now, what the tap into me is that I'm trying to mentor a few people. I'm always obsess with learning, so I'm trying to connect with people that have not necessarily more units, I'm not focusing too much unit, but more expertise and things that I don't know. Like storage unit, like apartment buildings, things like that. So I'm trying to connect with these people and it's a little challenging because a lot of people, syndicators either don't wanna share what they know - which I appreciate it, you do this show 'cause you share so much information about syndication and all that, but a lot of syndicators, don't wanna share or don't wanna have the time, but there's some syndicators that wanna share their experience and one who teach you. So right now, I'm just trying to find these people and it could be challenging, but I'm still trying to find them.

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WS: It's good. I think it's another part of the constant growth, right, you're finding other people to really to mentor you as you're also mentoring others and pulling them up as well, no doubt about it. It's a continual thing that you're finding other people that are ahead of you and need to, right. It helps you to grow also.

Andres, what's the number one thing that's contributed to your success?

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AB: Persistence. I've been successful in real estate because I don't take a no for an answer. Obviously being a professional athlete has helped me a lot, having parents that, you know, my dad is very positive, trying to problem solve all that, but for a person that is not that persistent and give up on things, you gotta go back to your why, to your pain muscle. Again, anything that you do in life goes to the pain or your why. Why do you do what you do? Why you wake up early and read books? And if your why behind that, "I wanna invest your real estate," but why do you wanna invest real estate? "Well, I wanna take care of my family," but why do you wanna take care of your family? "Well, I wanna have more time with my family." Once I understood that that was my why, I wanna have time for... I don't have, I'm getting married this year, but I don't have any kids yet. I wanna have time for my...all markets, and right now, that's my why, that's what fuels me every day. Like I don't wanna be working...my dad, you know, is almost 75, still works, I don't wanna be like that. Like, I wanna just be retired in a year, in the next year, two years. So that's what fuels me. So for this listeners right now, find what fuels you and like find an ultimate why, not just like, "Oh, I wanna read because I wanna be smarter," not only that. Find a true why, why you're doing things and that will be enough.

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WS: Incredible. No, that's just tremendous value. I've said this many times on the show when I first got started and going to conferences and people talk about your why. You know, that's when I would just block it out. I go to the back of the room and I would think, "Why are we talking about this silly why stuff? You know, let's get to the meat and potatoes of, you know, how to do this real estate thing," and I couldn't have been more wrong now that we're after the... Not long after that, we did just figure out a why for us and have pursued that in a big way,

and it's really push just in so many ways, you know, not just me, but the rest of my family and my life. And it's so important, so important.

Andres, how do you like to give back?

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AB: Again, I mentored most of my students basically almost for free. I don't charge unless it's taking me a lot of time. I like to give back, I create tons of value on my extra... I'm trying to do the same thing on Facebook. Everything that I know, I share it, I have a little quote on my Instagram says, "if I die tomorrow is my 60-second video," so basically I do 60 seconds a video just talking about one topic, and a lot of people have asked me, "Why don't you go more in-depth?" And I said, because the people that I'm trying to reach out just need to hear this quick tip, just need to take this latter information at a time. I don't want anybody that is listening to me to have analysis by paralysis, so that's why I talk about one topic and 60 seconds, and that's my value to the world, and I'm gonna keep doing that. What fuels me is people from all over the world saying, "Hey, I bought my first property 'cause you help me out, it's not an ego thing, it's just like I meant to do more than just investing in real estate. I feel like right now, I don't know if you feel the same way, Whitney, but like right now, I buy a property and it's like, I don't feel anything. Or I bought another property, it's like, "Oh great, I'm closing to my financial freedom," but I don't feel anything. I still get excited about the process, but once I close and it's like, "Okay, I have this property. Okay, whatever." But what fulfills me is more just teaching people, taking people to take action, like just leading people to take action, that's what fuels me, what I like, so I try to create value as much I can. I try to respond to as many messages as I can with my time, so social media, it's great, and honestly, a lot of people, this you know, free podcast is amazing. It's like if people don't have at least the education part on the real estate, again, that's just a lame excuse.

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WS: It's their own fault. There's plenty of information out there, no doubt about it, and plenty of people to connect with. You know, so much of that's even to bring this full circle, you're talking about partnerships, but even somebody getting started, even like your assistant, that's such a great example in story of reaching out to someone that's ahead of you and adding value to the them talking about, "Well, I'm gonna go show these units or whatever it was," and she was like, "I'll meet you there" ,you know, like there were some drive there, like you could see that in her and you knew that it would be worth your time. Andres, I just appreciate just your example, how you've shared with us today, you know, coming from professional athlete to just creating a real estate business and the way you're driven and talking about your why and really eliminating those excuses, right. There's so many have even the importance of morning routine and reading and having to design your life. Like you say, "I'm not a morning person," well that's your choice, right. It's your choice, you can make a different decision and change things, right or not, and so I just appreciate you just really bringing that to life and making it very clear to the listeners and myself.

How can the listeners get in touch with you and learn more about you?

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AB: I'm mostly active on Instagram, it's Andres, A-N-D-R-E-S, Bernal, B-E-R-N-A-L, But instead of an L at the end, I have a one. And I'm on Facebook as well as Andres Bernal. For now, my personal email is skytreeinvestments@gmail.com. About mostly social media, trying to be active in helping people there, and with me, I just wanna share, a lot of people have told me the naysayers say real estate is risky, and I just saw this morning that working for 40 years is way more risky than buying a bad deal. So I just wanna let people know that.

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WS: Well said. No doubt about it, taking no action is more risky than taking some action and felling maybe in learning from it and then moving forward, right and then it's almost not failure like you are learning and you're gonna do bigger things. Thank you again, Andres, amazing show.

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AB: Thank you.

[OUTRO]

0:32:57.0 ANNOUNCER: Thank you for listening to the Real Estate Syndication Show, brought to you by Life Bridge Capital. Life Bridge Capital works with investors nationwide to invest in real estate while also donating 50% of its profits to assist parents who are committing to adoption. Life Bridge Capital, making a difference one investor and one child at a time. Connect online at www.LifeBridgeCapital.com for free material and videos to further your success.

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