

## EPISODE 1108

[INTRODUCTION]

[0:00:01.6] **ANNOUNCER:** Welcome to The Real Estate Syndication Show. Whether you are a seasoned investor or building a new real estate business, this is the show for you. Whitney Sewell talks to top experts in the business. Our goal is to help you master real estate syndication.

And now your host, Whitney Sewell.

[INTERVIEW]

**[0:00:24.3] WS:** This is your daily Real Estate Syndication Show. I'm your host, Whitney Sewell. Today, our guest is David Robinson. David is a real estate broker investor and podcaster, he has over 17 years of real estate experience with over 200 million in real estate sales and acquisitions. He resides in Salt Lake City, Utah, with his wife of 16 years and their four children, he's transitioning from broker to investor, he goes through some of that process today, but after something significant, almost horrible in his life happened that made him think about his future. It made him think about his family in their future, and so it made him make some big decisions, and you're gonna get to hear about that today, but you're gonna hear about how he went from no presence in this industry as far as an investor and buying deals he was a broker, but from that to having raised 1.4 million dollars on his first deal with no experience, so this is a great guy, you're gonna hear different things about him, he and I have been working together for a few months now, and he's gonna even start hosting some of the shows. So probably one day a week or so, you're gonna hear from David, but I know you're gonna like him. He's up-and-coming and gonna do some big things in this industry. And so, enjoy the show.

**[0:01:35.8] WS:** David, welcome to the show. It's been great like getting to know you over the last few months and seeing your progress and learning more about your story, I just think you are gonna have a lot of value to share with the listeners today, and they're gonna learn a lot from you and how you've done it? We'll go ahead and say it. David raised 1.4 million on his first capital raise with no prior experience as a syndicator, that doesn't happen just by getting up one morning and calling a few people, he has worked very hard, and I'm looking forward to the listeners being able to hear that story in that journey of that success and seeing where you're going. But, the backup, tell the listeners who you are, give them some info about who David Robinson is, and let's jump in.

**[0:02:23.5] DR:** Thanks, Whitney. A pleasure to be on your show. One that I've listened to all along the way, and grateful to have an opportunity to sort of share some insights that I've learned over the last few years of my own personal journey into this space. And so, my background is as a real estate broker, I've been a real estate broker for 17 years. Here is in the Salt Lake valley Salt Lake Utah Valley. My background has been in the residential space, managing sales teams and national franchise brokerage, and that was my background for many years, there was a point in time where after what would be a successful career in that space where I realized, my goodness, I've been doing this for a decade. And I haven't learned enough and done enough on the investing side of the business to have any serious level of cash flow in my life, and there was life changes that went on in around 2015, one of which my dad got sick, it wasn't set, he had heart problems and went in for her surgery, and during that her surgery, he ended up getting an infection and ultimately went septic and pretty much died, and I remember going through that traumatic experience seeing him in ICU for weeks on end, and almost losing my dad where I thought...

**[0:03:50.5] DR:** Okay, what happens to mom? What happens to her and what's there? And my dad, an amazing person, amazing father, incredibly hard worker, but one thing that we hadn't done as a family, and he didn't have this guidance in his life was investment property and cash flow, he's a mechanical engineer by trade, has run an amazing business for many years, but there wasn't much there to create a life of stability for my mom, and so that was a moment for me where I said My goodness, I've been on the residential side, managing sales teams, making a good living, but ultimately realized I've got a transition to this other side of the business, the investing side of the business and start to build some wealth and some cash flow in my life, and so that's when I started to make that transition, but that's a little bit of the background.

**[0:04:42.3] WS:** And I think many people will have some type of experience like that. It kind of opens your eyes. It's that moment, it's like, Okay, wait a minute. Like you said, been, in this decade, we really haven't thought about the investing side, building that portfolio or just building a long-term wealth to income, what happens to the family? If something happens to me, Have you thought through that? 'cause there's a lot to think about there. You don't wanna think about those things. So, we end up going a decade without thinking about it, or many decades, unfortunately, at times, so you said, Okay, I see this thing. Now, I've not looked at the investing side of, not thought about that, maybe you know for your mother, but then also I'm sure thinking about it for your wife and children. So, talk about that transition a little bit. A broker, now you're moving into the investor side, what were some of the first steps... How did you do that or think about that?

**[0:05:28.9] DR:** Yeah, great question. It's been a journey. It wasn't clear cut, it wasn't a one day, I'm on this side, and now I'm transitioning to the other... This is back in 2015. Basically, 2015 through 2017 was this world of just trying to figure out what I wanted to do with my life for the next 15 to 20 years, and so I reached out throughout that time period to reach out to a lot of different people, just exploring a lot of different options, and I had a lunch with a friend, just reach out to him and said, I'm just exploring options, trying to figure things out, and would really love to just take you to lunch and pick your brain, he had been very successful in the multifamily space, small multifamily space as a developer, incredibly successful, and so we sat down for lunch, and during that lunch, he said, David, you need to get into multifamily, you need to get into investment property, you've gotta leave the Residential Brokerage stuff behind, the sales team stuff behind, and get into this space, and I didn't know exactly how I was gonna do that, but that was the catalyst for me to say, Okay, yeah, I can see a path here, and so ultimately, I immediately started putting things in motion, immediately started jumping on podcasts and reading books and taking courses and learning as much as I could about the multifamily space, and I was intrigued by it, and ultimately I felt like the best path for me to get to where I wanted to go was to use my skills as a broker to serve multifamily property investors, and so I immediately started to transition my own personal business with an emphasis in the multifamily space, and when I say multi-family, I'm talking small, multifamily property, so my brokerage business is focused on serving buy and hold investors who are looking to acquire small multifamily property for their own personal portfolios, so this is ranging from a small a duplex up to roughly 3 to 4 million dollars in value.

**[0:07:27.0] DR:** And so, I really utilized my marketing and my operations skills that I had developed to help investors find that type of product in my market, and so the last few years, that's what our business has been focused on, is serving buyers of small multifamily property. There was a problem about 24 months ago, I started to realize my goodness, market is really challenging here in Salt Lake, and the type of deals that I was able to present to my investor network, I had built up a pretty significant investor network for my marketing efforts and branding efforts.

**[0:08:05.5] WS:** But that was buyers, right? That was buyers for your brokerage business, right.

**[0:08:09.1] DR:** Yeah, so these are people that are interested in buying small multi-families here in Utah... Right, and so I would try to put deals in front of them, the challenge was, there's a lot of great reasons to be investing in Utah right now, cash flow is not necessarily one of those at this point, especially in the small multifamily space, and so what I started to do is explore alternatives to

help my investors achieve the yield, achieved the cash on cash returns that they were looking for, and so I started to explore different models, ultimately syndication was what I really started to pursue, and so about 18 months ago, we started to focus heavily on networking with great operators in other parts of the country, and using those relationships to acquire large commercial multifamily property and then bringing my investor network into those deals as passive investors and limited partners in those deals. Nice.

**[0:09:09.0] WS:** It's great to think about that transition because you had skill sets, you had a network as well, that you could transition right into this new field, can you speak to though, maybe how you introduced that... To that network, right? Because that can be kind of like a shock moment, right. To your network and thinking, in your case, you were already in real estate, which is very helpful, I think, to this point, however, a lot of times we have a network that we have not considered or thought about it, and the first time you present something like this it's like, Well, wait a minute. In my case, they knew me as a totally different industry in the very beginning, completely different thing than real estate. And so it was like, Wait a minute. When did you do this? Right, and so how did you expose that to your network, what were maybe some of the responses or feedback to a current...

**[0:09:58.5] DR:** Still something that I'm through. There's really two facets to my business today, the first is the brokerage services here locally in Utah, and then the other is the private equity side and the syndication side of the business. And so, the way that I approached it was, this has been strategic. I sort of glossed over at all, but I realized, Okay, eventually I want to be involved in large commercial, multifamily acquisitions, what's my path to get there? Well, I'm already in the real estate space. So, step one was, let's get a little bit closer to that space, but not a huge leap from residential all the way to large commercial multi-family syndication. I said, Let's start here by serving investors in the small multi-family space, let's build up that investor network, and then we can transition and present opportunities in front of them that may not be exactly what they were looking for, but still adjacent to what they were looking for... And the response, I didn't know how people would respond to it, to be honest, the first deal that we did was in Kansas City, 164 units, C class asset there with a great operator, a great partner in that local market that I had developed a relationship with prior year, year and a half.

**[0:11:16.0] DR:** And when I took that deal to them, I didn't know, in fact, I told my partner there, I said, Look, there's a lot that I can bring to the table here from an underwriting perspective, from an overall strategy perspective, from an asset management perspective, but from a capital

perspective, I think I can do this. I have a network here, but I didn't know, in fact, I told them everybody had sort of a benchmark that they wanted to hit from a copper raising perspective, and I said, Look, I could completely bomb on this and bring 250,000 to the table. I have no idea; I don't know what to expect. And they said That's fine. We've got it covered. Whatever you can bring will be helpful. I said, Alright, great. So, I put a lot of effort and time and energy into prepping the deal with my investors, giving them a preview, going out and visiting the property, sending my investor network a preview of the deal before we actually released it and helping them to become comfortable. I even did an interview with my partner out there to help them become familiar with my partner out there, familiar with the market out there, and then ultimately on the day that we released the deal, we did the webinar, released the deal to our investor network, and within 48 hours, I had 1.4 million of reservations on that deal, drastically overshot my benchmark, and that was my aha moment that it's like, Wow, I've got a network here that I've spent literally years developing, and I've done enough to help them understand that I know what I'm doing, I have a great network of quality operators in markets that will help them to achieve their investing goals, which is ultimately right now our focus is on Midwest properties that have a great blend of cash flow and upside through force appreciation.

**[0:13:01.7] WS:** Many great points here and a couple of things you can gloss over and I'm like, Well, wait a bit... This is really good. In 48 hours, you had 1.4 million committed. That is not the normal. Congratulations, by the way. (Thank you.) It's so good. A couple of things you mentioned there, I wanted to go back to, and we won't spend a ton of time here, but you got to know this operator, you said to one and a half years, you got to know... This operator is so important, so important you said they're very quick, but I just wanted to highlight that this wasn't a fly-by-night thing, you reached out... I've had so many people reach out over the last many years, a week before their class and, Hey, Whitney, I need to raise 30 million dollars. I'm like, I've never... You met you before. It's just not an option. Not an option. So you spent a lot of time in due diligence, getting to know this operator one, before the deal came along, and then also you were up front with them about, you don't know what you can do, but you had other skill sets, and obviously you were providing to the deal and going there and helping them with different things, and obviously the capital was a big benefit as well, but that alone helped build your confidence for one, but it also helps your network, right, to see, Hey, David's doing this thing, and it almost is a great transition from where you're at in real estate, right, they can see that, hey, David's gonna have these opportunities for us, and even if they didn't invest in that one, it just exposes their mind to knowing that you are in this... Right, but then you said that you spent a lot of time prepping investors about the deal, provide some insight there, how you did that and a couple of things you said, like video at

the property... Video with the operator. Both great things. How did you prep them? Lay out some of that timeline and how you did that.

**[0:14:35.2] DR:** Yeah, I appreciate that question. When I started to determine that I wanted to go into this space, there were a few criteria that I got really clear on for the next deal that I wanted to work on, number one was operator. Before anything else, I was most interested in working with a local operator that was boots on the ground in the market that we were buying a property in, and that I had a prior existing relationship with those people that I had a level of trust and confidence in their ability to execute on the deal, as I'm bringing my investors into that deal. That's most important for me is someone that I'm working with that has integrity, that's gonna do the right thing regardless of the circumstance, regardless of a deal goes the wrong way. So that was most important to me. The second was the deal itself, I wanted to deal that had cash flow opportunity with some value-add upside through forced appreciation and then market, we're pretty open to all markets at this point, but with an emphasis on Midwest markets. And so that was the criteria that I had set. Once I had found that opportunity through my network of operators, then what we did is we recorded a webinar, me and my partner recorded webinar, we talked about the local market that he was in, his background, his experience, his team...

**[0:15:53.2] DR:** And that was a pre-cursor before we'd even presented an actual opportunity to my investor network, we recorded that and I sent it out to them, letting them know that we were actively looking for a deal in this market, and this is the reason why... And with this operator so that they could become exposed to that partner of mine and also reach a level of comfort with their experience and track record of success. Then from there, once we had the deal into contract, I traveled out to the property, I met with the team out there, we did some due diligence, we recorded some videos, I previewed some of the other comparable properties in the market there, as well as obviously our property and then I took that video before we even released a formal webinar or anything else, more of like a teaser to my investor network or just to help them raise their comfort level of doing a deal with me and with this partner, we sent that out, they got to see some video of the property, they got to see a basic breakdown of what the investment was gonna look like, then from there, once we've done those two things, we had sort of given them a sense of what they should expect moving forward, then we would...

**[0:17:01.8] DR:** Sent out the actual webinar, the investment webinar with the investment summary, and from there, people were ready to move forward. I think we've done a good enough job of prepping them and getting them ready for that moment that within 48 hours we had those

reservations.

**[0:17:17.1] WS:** I think it paid forward in such a big way, you had answered many questions that they would have had and they probably wouldn't have committed as fast, but you had already answered many of their questions that they would have had about the operator to the market and what not on before you even set the doll. I think it's very smart. You handled it that way, especially for the first one, and it'd be great if you can do that every time, but I would say it's not always possible depending on the timelines of the deal and things that happen, however, on the first one, it just worked so well and as you do more deals, your list is, they're gonna know that it may be even in the same market, they're already familiar with the market and things like that, but it's not gonna be that shock again that David's doing this large commercial real estate deals now versus a small multi-family residential that they may have known you buy, so speak to though, just your personal brand. Speak to that quickly. And then we'd like to move on.

**[0:18:06.0] DR:** When I started reading and listening to podcasts and books about real estate syndication, of course, I call him the Godfather of real estate syndication, Joe Fairless, your friend Joe fearless. I read his book, and there he emphasized a lot the importance of building his personal brand as well as you have done, and you really emphasize this to your listeners, and so I started a podcast knowing nothing about real estate syndication... Nothing about commercial real estate. I started podcast, and it's called The Apartment Investing Journey, and really the premise of the whole podcast was going to be about my own personal journey in this real estate investing space, and the whole goal was to interview others who had gone before me, and the greatest thing about our industry and being in this space is how willing people are to share that have already gone before you, that have done the things that you wanna do and are willing to share, and so we started the podcast in 2019 and were about what? 140 episodes in, at this point in time, you're pushing me to release more and more, and I appreciate that push, I don't know that I'm ever going through a daily, but we'll see...

**[0:19:08.1] DR:** I don't know. So that was a big part of it, and then starting in my communication with my investors, just helping them to understand that this is a space I'm in that I'm serious about, that I know what I'm doing, that I have a network of operators and deal flow that are gonna be beneficial to them and their investing goals, and I started that communication early on. But, ultimately the podcast was huge in building that brand and then hiring a couple of coaches along the way to really guide and direct me on how to build this out, so that my investors get the most value from what I'm doing.

**[0:19:41.1] WS:** Incredible. What have you personally learned from podcasting now, 140 shows, and maybe one thing that it's done for your network.

**[0:19:49.0] DR:** Well, for me personally, Whitney, I know no one else deals with this, but the limiting beliefs that go through my head, I know I'm the only one that deals with that, right. You know what the best part about interviewing impressive people that have gone before me is they give you a level of confidence to take action, to take positive action on a daily basis, and I know I've asked you in the past, do you ever feel uncomfortable with this next step. And of course, the answer is absolutely. And I've learned that you have to be comfortable being uncomfortable. You have to push through those feelings of achievement, and every level takes a sense of stepping into the darkness to a certain degree and moving forward with confidence and belief in yourself and belief in what you're learning and executing on, and belief in your partners, and so that's probably the number one thing that I get out of the podcast is that motivation and encouragement and breaking through those limiting beliefs. And then from a strategic perspective, we could go on for a long time, but there's a lot of strategic tactical advice that I'm able to glean from those interviews that are very helpful to me and my listeners.

**[0:21:01.2] WS:** Incredible. No doubt about it, you said you have to be comfortable with being uncomfortable, and that is yet right there, and I talk about this on the show, one spot I remember probably five years ago, I had a meet-up, and I've been reading books about this and trying to get my mind wrapped around being uncomfortable and somebody asked me to speak, I'm like, the nervousness, right, arises, right? And I'm like, Yes, okay, I'll do it. But that was a great growing experience, it made me prepare in ways that I wouldn't have otherwise and learn, and even the experience of speaking a small group, maybe 20, 25 people, but still... Thinking of What are they gonna ask me? I don't think I could answer all their questions, but man, it made me better, it made me go look those things up, and so yes, you have to be willing to be uncomfortable and that you're growing the most... Right at that moment. And so you have to look forward to... I just appreciate you shedding light to that 'cause it is so important, but on that note, yeah, I just wanna say congratulations again and to share with listeners to that David and I met a number of months ago, he's been a client and we've been working together quite a bit, but I just saw a tremendous amount of effort that David had put into his business and ability, and it was just obvious, he's gonna go places in this business and already hosted 100 shows or something, I'd already put a lot of steps in just success, reaching that successful step, and it is definitely showing that by being able to raise 1.4 million in 48 hours with no prior experience in this business, but all that to say, I just saw that



skill set in Him and that desire, and so we've been working together, but you're gonna start here and him more on the show, so he's gonna start hosting probably a show a week for a while, we'll see how it goes, and I'm looking forward to that, and he's gonna bring a great dynamic for the listeners as well, and just from his experience in interviews, and he's very skilled with that and very skilled in this space, very knowledgeable, so David I'm looking forward to that and grateful to have you as part of the show as well, but continue with a few more questions, I wanna get a few more things 'cause you just have a great amount of experience in this space, what about...

**[0:22:56.0] WS:** You're looking at this deal in Kansas City and even deals, you've worked with a lot of investors for a number of years as a broker, but looking forward now thinking through preparing for a downturn, and I ask most guess about how do they prepare? And usually as a broker, I say, Well, how do you see operators preparing right now, what are they doing different and what are they considering that that maybe they weren't before, and you can answer from either side you want, but what do you see there?

**[0:23:19.1] DR:** I would go back to 2008-2009. I had a business partner in the residential space, I was focused on our residential brokerage, and he was doing some development deals on the side, and found himself in a very difficult situation where he was doing development and had over-leveraged himself and got caught in a sense of the market shifting and ultimately went bankrupt, and luckily, I was not on that side of the business with him at that time, I saw that from a distance, and the number one lesson that I learned from that and just observing others who went through some serious challenges during that time, was the amount of leverage that they were taking on, and so moving forward is I have an opportunity to listen to other multi-family investors that have been in this space and gone through a downturn. ultimately, it comes down to one thing, it's being conservative and you're underwriting, making sure that you have a reasonable uncomfortable level of cash flow on the deal, and making sure that you are in a scenario where you're not over-leveraged 'cause multifamily can weather the storm. As we look back on those times. Even though Values drop dramatically with multi-family property, commercial multi-family property rent did not drop as dramatically as values did, and so those that weren't over-leveraged were able to weather the storm, and ultimately value doesn't matter unless you're needing to sell a refinance, but cash flow is king, and so looking for good strong cash flow properties is probably the number one way that we're avoiding the downturn of that.

**[0:24:57.7] WS:** What's a way that you've recently improved your business that we can apply our syndication business?

**[0:25:03.3] DR:** I think it applies generally across the board, but... Okay, I don't know who the guest was, it was on your show, but he talked about this three-day work week where he basically blocks out Mondays and Fridays, and he cram as much as he possibly can into... Tuesday, Wednesday and Thursday, I implemented that a couple of months ago, and it's been a game changer for me where I block out, I don't allow any appointments on Mondays and Fridays, but I cram... Absolutely, as much as I can into Tuesday, Wednesday and Thursday, and it allows my brain some time to breathe on Mondays and Fridays, and I also... I've got four kids, a wife, golden doodle, named Cooper. But on Fridays and Mondays, we often are overlapping, whether it be on baseball tournaments or whatever it might be, camping trips, whatever it might be, and having that flexibility allows me to live the life that I wanna live with my family, and it allows me to be very intentional about what I'm doing on Tuesday, Wednesday and Thursday.

**[0:26:07.1] WS:** Hey, I appreciate you mentioning that. I'll have to look back and see who that was 'cause I remember that as well.

**[0:26:12.0] DR:** I don't remember, but it was on your show.

**[0:26:13.8] WS:** It's just like when you have a bunch of stuff to get done and you think you have two hours to get it all done, man, you can push through really fast, if you have eight hours to do it, you're gonna take any of hours to do it, right, so you just had a bigger philosophy of thinking through that, one guy have recently been introduced to... I actually have the book right here, Craig Ballantyne, The Perfect Day Formula, he's got the perfect week formula as well, it saying it kinda speaks to that to some extent. That's incredible. What about, what's your best source for meeting new investors right now.

**[0:26:43.7] DR:** The source for me, new investors is my marketing efforts, so I do have a unique advantage in the space where I have the brokerage business as well as the syndication side of things, and so marketing efforts and referral. So, I do a lot of marketing for my brokerage business through Facebook and Instagram and LinkedIn, and then referrals. So you have shared this with some of the others that have done a great job of raising capital and building up a large investor network, I've shared this, but when you start to see those referrals come back from investors that have invested with you, honestly, that's by far, the best source of investors, quality investors, 'cause it takes a lot of time from a marketing perspective to really nurture those investors along from a marketing perspective, but those referrals, they're generally ready to go, and there's a level

of trust and confidence already there.

**[0:27:33.7] WS:** Yeah, it's like if it takes an investor, let's just say a year of nurturing, and most of them may not take that long, but let's say it does a referral, cut that down to a third of that... Right, yeah. At such a level of trust, that's a same there from another investor of yours, it's great advice, you said marketing on Facebook, Instagram, how did you do... Is that paid ads? Is that just blasting stuff out... How did you do that?

**[0:27:55.8] DR:** Well, it's un-temp from the podcast after one, which obviously having a regular source of content to be able to distribute as powerful, and then two is paid out, so we do paid advertising where their marketing local listings or marketing to prospective investors. And so we do some targeting inside of Facebook, and maybe we need to do another show and we can get into some more detail about the nitty-gritty of how to set up a Facebook campaign, but we do a level of targeting inside of Facebook to attract investors to the type of deals that we're doing here locally, and we bring them into a funnel and we provide them with a ton of value to build trust and rapport, and then ultimately get on an exploratory call with them and then nurture the relationship from there. Awesome.

**[0:28:43.8] WS:** What about a couple of daily habits you have, David, that have helped you achieve success?

**[0:28:47.8] DR:** Early morning, waking up, getting after it, to the CrossFit gym, I mean, some friends opened to cross-fit gym about seven years ago, and my wife and I every morning will almost every morning, 530, the alarm goes up, generally, he's Nong a couple of times, but ultimately we get to the gym at 60 am, and me and my wife were got together almost every morning, and that's a huge blessing in our lives for our relationship as well. It's just our health and then taking the kids to school, so that gives me an opportunity to be up early and get the kids off to school and then get back and focus, so those early mornings in that early morning workout is probably the most important thing for me, incredible.

**[0:29:22.6] WS:** I appreciate you speaking again, that time in the morning with your bride with your better half, personally, I've seen that work for me through just a tough time to get in a business started. Right, it's so crucially important to have that connection, but what about... How do you like to give back?

**[0:29:36.9] DR:** I give back in a couple of different ways, first is youth sports, I enjoy coaching you sports, we're in the middle of our football season right now with 13-year-old boys and having a great season, that's a ton of fun, so just give me back in that way, and then also in our local church here, whether it be our youth organizations or giving through our local church, monetarily, and then just in our community here as well through our church, so those are the main... That we give back.

**[0:30:01.7] WS:** Awesome, David, appreciate you giving back to us, the listeners today, just incredible to hear your experience, your story, our success with the listeners, I think it's encouraging just transitioning from broker to investor, but just the issues with father being sick and then that kind of opening your eyes right to where you're at, thinking long term and that you needed to transition to the investing side, and how you... Did that you utilize your skills, your marketing skills, your network that you had already been building, right, but didn't probably think about early on the, Hey, you could use it for something else potentially, but got to know an operator, did a bunch of due diligence partnered on a project man, 1.4 million in 48 hours. Incredible, and building your brand. Capital raising, you've really worked hard, and it's showing, you've been pushing this train, I like to talk about pushing this train, you've been pushing this train and it's growing, you finally have turned the wheels over a couple of times, and there's still a lot of push on to do, but a momentum, it's getting easier is helpful that's alright. It's getting easier. So, an incredible can, and I'm looking forward to having you knew you as a host on the show as well for a while, and I know you're gonna add a ton of value to the listeners and just watching your growth.

**[0:31:08.0] WS:** So, David, how can listeners get in touch with you now and learn more about you?

**[0:31:12.4] DR:** Yeah, they can just reach out to me at the website, [canovocapital.com](http://canovocapital.com), that's C-A-N-O-V-O capital dot com.

**[0:31:21.4] 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](http://www.lifebridgecapital.com) for free material and videos to further your success.

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