

EPISODE 1114**[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.

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Whitney Sewell: This is your Daily Real Estate Syndication Show. I'm your host, Whitney Sewell. Today our guests are Flip and Dani Lynn Robison. Flip and Dani are seasoned real estate investors who have bought and sold over 1,000 properties. Today, they serve as the Co-Founders of the Freedom Real Estate Group family of companies based out of Centerville, Ohio which includes an acquisitions company, renovation company, turnkey company, property management company, a brokerage and a syndication company with over 40 team members and still growing.

Yeah, all these companies, right? Ultimately, they had needs and they just went out and filled them, they've done some big stuff and you're gonna hear about it today. And you're gonna hear which of those companies that they wish they had started with, that they wished they had been doing this for a lot longer. It's just interesting, somebody that has started that many companies that have grown like this, just great to hear more from them, how they work together as a couple as well, and some ways that they stay productive but still available for their team.

I know you're gonna enjoy the show

[INTERVIEW 1]**00:00:49.0**

Whitney Sewell: Flip, Dani, welcome to the show. Spending just a few minutes of time with you, I'm very intrigued myself about how you all have done this. I made a joke that you all just do not like any free time 'cause what six businesses, six different companies and still growing and a lot happening, lots of success. I think anybody would say, "Why? Why do you wanna do that to yourself?" I'm just joking. It's incredible. Congratulations. I'm looking forward to hearing the story myself. Just more details.

And so, let's jump right in. Share with listeners a little more about who you all are, maybe lay out some of these different companies. Let's dive into some of the beginning things you did, maybe to get started, but then maybe some of the growth and adding on this company and the next company and the next company, and then we'll dive into a few specifics around maybe a couple of those specific companies.

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Dani Lynn Robison: Thank you so much for having us here, by the way.

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Flip Robison: Thank you very much. It's kind of interesting because as you were saying about not having any free time. You really think so. Actually we met on cruise ships, we were both working at cruise ships. And we had a job from 2000-2004 cruises where we really didn't stop, the only time we actually did stop was when the ship was in port. And so it did not stop working. In fact, there were lots of 20-hour days. And so I think that was just preparing us for what we're doing now.

So, we got off the ship in 2008, we went into real estate. And 2008 wasn't the best time to go into real estate as a realtor. And so, we walked out of licenses and realized what we had done, and so we wanted to go into real estate investing. She reached out to a few people and we got the mentor in Austin, Texas that taught us the 12 ways of how to do real estate investing, our 12 strategies.

And, that's where we've got our feet wet and we just had the ground running because we're like, "Well, we're gonna do this." And literally we were hitting the ground running, we were in neighboring spots, putting fires and doors, and we've done lots of different strategies. That was in Texas, we mainly focused on sub two and sub two wraps, and then moved because we wanted to be closer to her family. And then Arizona. We went and did a lot more wholesaling in Phoenix. And then, while we were in Phoenix, we got in touch with someone here in Ohio, and they were doing something called turnkey real estate, and we've never heard of this. And when we heard of the strategy about turnkey, what it's about at the right billboard were like, "That's what we wanna do," 'cause we like so much when we're doing things before, as we like clients, we like doing, we know what this person wants. We know what this person, what they buy from us more than one time. And you build up that relationship.

In real estate investing, you don't really have that opportunity, but with turnkey you can. Because when you got a buyer, well, they're gonna buy one or five or 10 properties and you can be ready for business. And we both knew that it was no win across the board and knew we

were, such, that was what we were gonna do. And so, we literally loaded up the truck in Phoenix and moved to Ohio, not too many people do.

So, here we are in Southwest Ohio. We've been here for six years now and we absolutely love it. We love the strategy that was the core around the six companies that you talked about. So that's how we got here.

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DLR: Yeah, so that's freedom real estate group. We came here to start turnkey real estate investing, to buy and hold for ourselves, but also do it for the investors. And then as we are building things out and starting to flip the houses, we realize, "Hey, it would be better with the contractor madness." I think anybody on this show that listens to you Whitney knows what it is like dealing with contractors and it's tough. So we wanted somebody in-house that worked for us, that wasn't a GC relationship. And so we built out Bulldog Renovations, which is a renovation company. So that was the second company and why we did it.

Well, then we had outsourced all of our property management and property managers in this area, they're not found very good. After going through five, we decided, "Okay, we need more control, we're gonna just bring this in-house." We've all built out our property management company. And then since we have a broker tied to it, we said, "Why not just have a brokerage?" So when we're flipping and doing retail flips, we can have all of those in-house as well.

And then the last company happened because Flip was in charge of acquisitions and all the wholesalers dried up with deals, and we're like, "Oh no, we're a volume-based business, we're trying to do 10 a month on a consistent basis, and no deals means the whole entire thing goes down." So, we started an acquisition company.

And then the last one, which we're probably gonna talk about more today than anything else is the syndication company, Freedom Capital Investments. And we got into that. I met this gentleman in a mastermind, and he said, "Hey, you are raising tons of money for your businesses and you're doing a ton of deals, but have you done any syndication? Would you like to do one with me? Would you like to raise more money?" And I was like, "Sure, what's syndication?" So he taught me a little bit about it. We actually just closed on a 384-unit deal in Daytona Beach, Florida at the very end of July. And that was my very first indication, and I was introducing it to my clients, and we were able to raise, I think \$1.75 million out of the \$13 million that had to be done. So that's how we got where we are in a nutshell.

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WS: Awesome, it's just incredible. I mean, to hear your story and how you all progress and you're managing all these things, all these different companies. Getting into real estate in 2008, but then it sounds like you had a need, you had a need, then you're like, "Hey, we'll have to build a company we can't find somebody." You talked about construction in to work with different GCs and the issues around that, that we're all familiar with. And then property management, you've been through five management companies and then it's like, "Okay, we've learned a lot, right. And I think we can provide services ourselves. Probably better." And then the brokerage acquisition from a need, "hey, we can fulfill this in-house and hopefully serve us and our clients better." But then you moved into syndication. Somebody introduce you to that. And I agree. Everybody's like, "What in the world is that?" So syndication, I'm like, "Okay, there's 1,100 episodes, you can go learn."

So syndication. Let's think through your process, I actually wanna go back a little bit and say, growing all these businesses, I want you to speak to, knowing what you know now, would you have done it the same way?

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DLR: You know, that's a great question, and I have not been asked this before. It got brought up on a different podcast, and they said, "What do you wanna add?" And I came up with, "what would I do if I started all over knowing what we know now." So thank you for the question, because even though I'm proud of what we built those five companies, syndication, multifamily investing, the tax benefits, everything about it, I'm in love, But as a new investor, that's the fear, right? Going that big.

Most people do start with a single-family and then they might do a duplex or a four-plex, and so even that leap, four-plex to large multifamily is scary. So, I think I would have aligned myself and listened to a show like yours and poured myself in, because this is where it's at. There's a lot of real estate investing strategies out there, and you have a sheet that you give us and you would ask, you said, "you know what's the story? Is there a problem or a mistake that happened?" and my problem that I wrote down is there are so many ways to invest in real estate that you don't know where to start until you take this path and you learn and you have all this experience and they "Okay, well, this is where I would have started if I know everything I know now."

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WS: Interesting. I just wonder, I mean, 'cause it's awesome times after somebody's in this syndication business, I'll say, "Well, why did I start with wholesaling?" And there's some myths and just limiting beliefs often around that. I struggle with that myself in the beginning, I never did any wholesaling things like that, but I could see why that seems more doable to get started if you're not already extremely wealthy or have a bunch of wealthy friends.

But congratulations. You all, you know, raised \$1.75 million, just right off the bat. Most can't do that. Obviously, you all have been working on our network for a good while, but I wanted to go back further, you said you got a mentor like in 2008, he introduced you to 12 strategies, were those strategies like wholesaling, turnkey, that type of thing, or what was kind of the mindset behind the strategies and was that helpful? I just saw it that long ago, and you mentioned 12 strategies. Was that something that was beneficial?

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DLR: Yeah, I think we really felt it was because again, we have that question of how many things can we do in real estate, and we started off in the realtors, the most common thing that comes into head when you think about doing something in real estate. And so hearing an investor say, I have 12 different ways that I can teach you, and you can choose the one that you like best, I felt like I'm gonna pay for something and I'm gonna have multiple options, so I can feel like we can have a conversation about our goals and which one of these will achieve those goals.

So it was sub two wraps, and that's how we started. It was short sales, and that was predominant at the time in 2008 when we were doing it. There were tax liens and there were just a lot of them that actually weren't in there. We learned that in 2014.

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FR: That's why when we learned, I was like, "What?"

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WS: Okay, so speak a little bit, and I wanna get to the syndication business a little more, but I wanna speak to as a whole to running this many businesses and all this stuff happening, a little bit of time management, maybe working with a spouse, some of those things around managing some of those things and together, I think you all could probably speak to that pretty well.

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DLR: Yeah, it was difficult. I will say that we're a unique couple, we met on a cruise ship, and it's a weird story about how it all happened. But after the hurricane our two ships came together, that's when we met. And he followed me from Disney World. We both play trumpet. I worked at Disney world first, and then I went to cruise ships. He then worked at Disney World and then he went on a cruise ship. Everybody's telling him about who am I? "Have you met Dani? Have you met Dani?"

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FR: I was always so much behind.

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DLR: And so it was a hurricane that brought us to Bahamas and we met, and he was on the ship, I think it was destiny. Right? But yeah, final destiny. So we always tell the story, we have such a unique relationship and background that we were literally best friends, not just husband and wife. So it's made it really incredible because I don't know how many people have said I couldn't for the life of me work with my spouse. That's just crazy that you're together that much, but we figured out what he is good at, what am I good at, and then we kind of delegate in the relationship.

So he's pretty much been our acquisitions person in the start, 'cause that's the fuel that launches everything else if we don't have the deals, we can't do the rest of it. And then I took over the operations and management and then kind of built everything out. And I think everybody in our company, every time I talk about an idea, they all give me this big X. Don't build other companies.

But it has been difficult to grow that big, that fast. And literally two months ago, we hired a CEO to take over because there was no way I was going to successfully focus on the syndication business and still keep trying to grow the other five. We got it to the point that it's profitable for over 40 team members, and that was like, "Okay, I'm done, somebody else is wiser than me, has more experience in growing it from here is gonna take over." And it's been amazing that the things that we're watching him do.

So I think it's surrounding yourself with the right people, we're always in Masterminds, we're always talking to people like yourself who have experience in areas that we don't. And we just kept on going forward, one foot in front of another, scared, pride, bad turns good times. It's a big roller coaster when you're an entrepreneur, right.

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WS: I think it's interesting. You mentioned that you hired a CEO recently, such a great move when you can do that and start taking some things off your plate. And you mentioned as well, like somebody that may be more experienced than you. How did you find that person? 'cause it's a lot to hand that off to someone.

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DLR: It is.

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WS: This is your baby. I mean, you've worked so in the years, so hard on all this, right, and then it's like you're gonna hand off all that decision-making to somebody else and you hope

that they're gonna do it better. I'm sure you hired like that thinking that way, but how did you think through that decision, like handing that off to somebody to say, "Hey, here you go, I want you to go take this thing I've worked so hard on."

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DLR: Yeah, that's a great question. Our COO has been working with us for over 10 years, so she was a great part of this question. And I always talk about the network, and if you do a good job and you create win-wins for all the people that you work with, ultimately they're attracted by all kinds of, Hey, I wanna introduce to this person, this person, this person. So it started with our CPA. We worked with them, I think, three years ago. I was brought on board to clean up all of our books 'cause we were putting all of our financials and rehab numbers in Google Sheets, and so he cleaned all up. Got it in QuickBooks. He then referred us to our project manager who is now heading up our renovations, who's been an inspector for years, owns its own inspection company, he is brilliant. He's changed the game for us. He then referred us to the guys heading up our acquisitions company who's killing it, we've never had more deals in our pipeline than ever. And then the project manager also referred us to the gentleman who has been a COO and president for other companies and has just driven their revenue upward.

So, it was from that circle that we chose our CEO, and it was just referrals. And they are amazing. They are far better than Flip and I combined. And I'm so thankful to have them. And I think that's what you gotta do, you always have to level up at some point. And it's okay to surround yourself with people that are smarter than you are.

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WS: That's how you go places, that's how I go places. I find these people that are better than me. For sure. And so let's talk about syndication. You have such a vast experience in real estate, all of these different businesses, things you've worked so hard on and now you're moving into syndication, speak to learning the syndication space, the confidence to go from where you're at, helping the 384-unit deal or were some limiting beliefs that you had and making that transition in the syndication business. And then we'll talk about just where you plan to go.

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DLR: Absolutely. So eliminating beliefs, I think, are the fear of not knowing the syndication world when I was brought into it. So it was literally a Facebook message. And what I explained earlier, you're really good at raising money. I know you, I trust you, I like you. Do you wanna be a part of this? We jumped on a Zoom, we started talking about it, and I was like, "I know you, I like you, I trust you. Yes, I'll do it, I don't know what I'm doing. So you're gonna have to help me."

So it was very, very scary jumping on the phone with my investors who do trust me and who will do literally anything that I do. Every time I do something new, they just ride along with me and it's been fantastic, but it was scary not knowing the language and when you do talk to people, I learned something. So a lot of these investors are private lenders of mine, and have been for years, and they've pretty much funded our ability to grow this fast because they just kept corn money into the machine and allowed us to do more and more deals.

So, I'm having conversations with them, and there's doctors, there's lawyers, there's busy professionals as we like to call them, and some of them are like, "Dani, I invested with you 'cause I wanna do a private lending, I've got my money and 35 other syndications." And so, it was that.

And every time I got into that and I got questions and I didn't know, it was scary, and it's always scary doing something new. But I think our success rose on the fact that we leverage somebody, again, smarter in that space than we are, and he's actually partnered, we're doing another \$33 million deal coming up, and we're getting these big deals because of Lloyd Jones. That's our operator. And he's been in the business for 40 years. And it has done \$1.2 billion of development. And I think it's that tapping into the right, people you can trust and then bring in those investors because it's scary when you're trusting the other person to reform and it's your word on the line. I think that's in a nutshell, probably where I was at when I first started, those were my fears.

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WS: For sure. What about just moving forward in syndication, where do you all see yourself going in the syndication business or commercial real estate now?

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DLR: So we've kind of divided ourselves into two roads. So we're gonna keep on partnering with integrity, who partners with Lloyd Jones and they're doing these big monster deals. I'm gonna keep learning from them, keep tying in and tapping into wonderful and amazing people that are doing big things.

The goal with them is one billion assets under management in three years. And then we did a personal goal prior to getting into this, we bought a 56-unit apartment complex was our very first department deal, it was the horror story of all horror stories, but we just finished, it's 100% occupied as of this month. And it was just a roller coaster being through Covid and drugs and all of this stuff, but we had fun, it was something new, it was something like, I don't know, I'm addicted to chaos, as I continue to say. But it was really great.

So we decided to create another avenue and on our arms, we have this bracelet that says 1,000 doors because in the next year we want to get to a thousand doors, just personally on our own. So we've partnered with an underwriter and we're looking for ourselves, and so that's the goal.

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WS: Nice. Now, that's incredible, I love the goal. Tell me a couple of steps if you're taking... Now you have that goal. What are some steps you've laid out, say, We gotta accomplish this, or we have to do these things to be able to hit that goal?

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DLR: Absolutely. So our partnership with Integrity, they're doing all the back-end. I'm in charge of helping raise money, but I don't have to do a whole lot with them. For us in our personal goals. Well, Flip is back in the acquisition season, so he's going into tools to find sellers and find out who's most likely to sell. More researching all of that information, exporting it, or skip tracing it. I'm gonna be on the phone talking to them, this is a crazy market, so we do in fact, I feel like, but we're just digging at it. We partnered with an underwriter and we also have another partner who went in with us on the 56-unit, she's got the big relationships with the base, she owns 1,800 doors, she's got the network. So forever in a deal that's bigger than we could do ourselves. Then she's gonna step in and partner with us there. So that's the action steps we're at right now.

We've looked at pineal next to Dollywood already. And we bid on it of upto \$4 million, I think we got the acting on Tenix or something. And our underwriter has probably looked at another 10 or 12 deals, some of them in North Carolina, South Carolina, some of them have been so fast in Wisconsin. Yeah, so we're trying to figure it out and in charge of deals and private money.

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WS: Sounds like you're trying to cover your bases around deals and money, you gotta have those two things, building those teams there and those experts. Anyway, what about when you're looking at these projects, whether you're talking about you can relate this to turn key or you could relate to syndication, either way, I like to ask people like they are preparing for a downturn. Or everybody's worried about the next 6-12 months, right? And just nobody knows and we never know anyway, but what to expect and how you're prepared for a downturn?

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DLR: Yeah, so that is actually the why, why we started to build our own portfolio. Because our overhead is about a quarter a million a month with as many companies and insane, and Covid

was one of the scariest times I've ever been through 'cause I refused to fire a soul like, I'm not letting them go, because this is going on.

So how do we get through it? Surrounded ourselves with a bunch of people, figured out how other people were doing it. Did that masterminding, and we got through it, and it was a good year, and then we got to hire a CEO. But I told Flip we were in Cancun on what we call a Do Not Disturb vacation, 'cause we were sober now from that year. And I said, "I never wanna be in that situation again where we're worried about our team and having to let them go because of the environment or the market or anything like that."

So in the pool in Cancun, we said, we want \$350,000 a month for the companies for us, whatever it is, and that's just gonna cover us and it's gonna allow us to invest, it's gonna allow us to give back, it's gonna allow us to do just amazing things. And that's literally where it started, so that we would have the protection and cash flow in order to survive a dark downturn and have the months to adjust to it. Because you can get through any downturn, it's just a different strategy, but you need the time to adjust.

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WS: Having some reserves or having extra cash flow definitely helps in any kind of downturn. No doubt about it. I'm big on having ample reserves for every project.

But tell me a way that you've recently improved your business? This could be syndication or I could be as a whole as a company that improved your business that we can apply to ours.

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DLR: I think it comes back to the right people in the right seats. Flip and I are big believers in coaches and masterminds and surrounding ourselves with people who can tell us what to do. And through that, we've never really had to hire a key spot outside of our internal network. And when we did, it failed drastically 'cause we didn't know who they were.

So, I think just being at most integrity, always helping others first, you surround yourself with such amazing people that you end up getting... give people everything that they want and you'll get whatever you want, that's not perfect. We literally say that all the time. We'll just sit down and talk to anybody and help anybody, and we've gotten that in return. And I think that it's such a small thing that anybody can do.

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WS: You've mentioned a couple of times the importance of Masterminds, could you speak to that just a moment, why has that been so beneficial? I personally get in numerous Masterminds

and it is so beneficial. But I'd just love to hear your take on that and how that shaped your business for growth, anything like that.

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DLR: Yeah, so we've always hired coaches, but they've always been one coach and they were giving us the feedback. When we joined our first Mastermind, what I've found so valuable is the network of people that you've now instantly in one second, as soon as you pay that check, you surround yourself with other amazing people on the exact same path you were. There was no way I was gonna meet all of the people that I have met through the Mastermind groups that I've been in. And that's been incredible. In fact, the 56-unit apartment complex we would not have purchased without the Mastermind group, and knowing the partners that we ended up coming in, and I said, "We've never done apartments. Can you look at this deal? Just tell us, We're not making a big mistake. And would you like to partner with us on that?" That wouldn't have happened.

A lot of the things that happened through Covid, it just wouldn't have happened in the relationships that we have today, I wouldn't have gotten them anywhere else. So I'm almost a believer in Mastermind for then coaches now, because I have the coaches, but I have it in sometimes 100 different people.

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WS: They definitely both serve a purpose to say is at least having some kind of mentor. But, yeah, masterminds are just great. No doubt about it. I just wanted to highlight that 'cause some people are so hesitant or they see that expense. And some of them can be so expensive, right? I pay more for some masterminds and things now than I used to make. Because I believe in it that much, just like you said, the connections that are made in those groups. And so, it's so valuable, so valuable. What about your best source for meeting new investors right now?

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DLR: New investors, I hate going back to our network, but it really is. I'll say this, I'm a part of the forms cancer, there's a lot of people who are coming in to us through forms, we've got some relationships with some self-directed IRA companies. A lot of people are coming to us through those channels. And then when we started in turnkey real estate investing, we didn't have the buyer database. We could go and buy the deal, fix the deal, rent it. But who are we selling it to? We didn't have that.

And so, we created some relationships with other people in this space who did the education on turnkey. And then there's podcasts like this. I'll jump on a podcast, and there was one podcast I've been on, I would book for two weeks after it. I was just literally crazy. And it's

about talking to other people and just getting in front of people doing events. But I would say that's probably our top that I hear the most, "Hey, we just got another person for data."

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WS: Awesome, that's a great resource for the listeners here too. I've had numerous people in space, better friends of mine that have done that also, I have not. But that's interesting that you bring that up.

But what about some daily habits that you are disciplined about that have helped you achieve this level of success?

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FR: One of the things we realized very quickly was that if we showed up to the office at the same time everyone else did, 'cause there's about 20 to 25 people in this office, we're gonna get absolutely nothing done because everyone's gonna do us for this or that. And so, we get up very early and go to the office at four... And what's funny is we used to be musicians and that's your space to me when we went to bed.

And so, we get to the office very early and a good couple of almost three hours and just nobody's here and so quiet, it's funny 'cause we've also the back and forth between each other's offices more than then we do during the day. But that's when we darter a sacred tree, and that's what we get there the most. And then it also allows us more of that freedom to be able to help everyone else in the office.

And we're not like, "Well, I'm trying to get this done. Hold on, what do you need? HOw can we help?" It's better for us. But now that we have the other people in place, no one comes to our doors anyway. So we're just the owner now.

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WS: That's a great place to be in and that shows you've hired some good people or built a great team. But I think it speaks a lot to being up early and having that time, like you said, you can get your things done that are essential to you that day before anyone else is pulling out you for things they need to get done. That's great, that's a great tip. And what about if you had to contribute one thing to your success, what would it be?

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DLR: I think we're gonna go back to the coaches, Masterminds and our network. I think that we would not be here without those three things, hands-down. Other people have helped us get here, it's never been Flip and I, it's been the people that we've surrounded ourselves with. Including, I tell our CPA all the time, and you literally help us build this company. The wisdom

that came from that man about financials, where your exposures are, where your risks are, to allow us to make our decisions. You can't get it anywhere I think without those types of people in your corner.

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WS: That is so much about who you surround yourself with. And I think early on, as much as anything, it helps change her mindset, it helps you around those limiting beliefs, helps you to think bigger, helps you to just think differently than probably most of the people you've surrounded yourself with the majority of your life, maybe up to that point, or oftentimes. It's so crucial. I appreciate you just hammering that home, how do you like to give back?

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DLR: So Integrity, our partner on the syndication is working with Lloyd Jones, they're the ones that really gave us this idea where I'm going to adopt it. Every single syndication that they do, they partner with a non-profit organization. And that non-profit gets a piece of that syndication. So, they're getting cash flow every single month they can depend on for that organization. And I even printed it out as I was like, I know Whitney's gonna ask this, so I really wanna have this here. So they write in our OMs by partnering with a non-profit and every deal we do, we aim to help by writing a source of the consistent and passive income for years to come, whether it's rescuing refugees from war-torn areas, providing medical attention for those that have no access, building special needs playgrounds or digging wells and areas with no access to clean drinking water, you can be proud that your investment is making a positive impact in the world through our organization.

So, that meant so much to us. When we were growing our companies, we always told our team, I said, "we're growing this, let's give back," and we would allow the team to choose. It could have been veterans, homeless, giving rehab away. We did Duck races for poor ducks in a pond. We've done so many Toys for the cost of when the hurricane hit, we went out and helped and provided water and food and clothes. So, we've always done that personally, but I really love what they're doing with the syndication because that's a totally different impact that you can make on people who need it, to be able to have something they can rely on every single month.

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WS: I think it's incredible. I've heard of that, but I don't think I've seen anybody actually put that in place where they're putting that in their legal docs and committing a portion of it. I'd love to personally learn more about how they structure it if at all possible. But that's incredible, I love that. I appreciate you sharing that. I think that too is great for the listeners to hear there's so many ways in this business to help others, even if it's getting started in real estate or even

non-profits like that in a big way. And so that just answers a big prayer for them. No doubt about it.

Will Flip and Dani, it's been a pleasure to just get to meet you all and learn about the chaos of six businesses or more, I'm just kidding. It's incredible what you all built, the team you all built, and it shows that you're hiring great people and you're able to scale this thing and probably to levels now that you never saw probably 10 years ago, right. Or 15 years could never imagine being able to do something like this probably. And I think it's encouraging to the listeners, I hope it is. And I think that speaks to being in those Masterminds and coaches that can just speak to you and say, "Hey, we gotta think bigger about this thing." That's possible, and you all have accomplished so much.

Well, tell the listeners how they can get in touch with you and learn more about you.

0:29:01.2

DLR: Absolutely. So freedomcapitalinvestments.com is our syndication website, if you wanna see everything that will probably point you to all the rest, you can go to freedomrealestategroup.com. And my email is dani@freedomrealestategroup.com. I will talk to literally anybody. So feel free to reach out any time.

[END OF INTERVIEW]

[OUTRO]

0:29:19.0 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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