

**EPISODE 1277**

[INTRODUCTION]

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**Jeremy Hans (JH):** Our RV Parks are crushing it right now. There's an RV industry boom, people are traveling more and more. There isn't the government oversight and maybe kind of interjection into the vacation business like there is in the long-term rental business. We wanna make money. And you know the other thing too is I'd rather buy a nice place with nice people on vacation who pay me before they get there, rather than go buy that same classy, building I've been buying for the last five or six years. And now it's double or triple the price, has less and less return, that's even more for the same work that I've been doing.

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**Whitney Sewell (WS):** This is your daily Real Estate Syndication Show. I am your host, Whitney Sewell. Our guest today purchased a property for more than it appraised for, and six months later, it appraised for many, many, many times what he paid for it, and it went from 850,000 to 5 million dollars, so I hope that that catches your attention because today our guest, Jeremy Hans, he's a Navy helicopter pilot turned commercial real estate investor. He was on active duty while syndicating many deals with his business partner, multi-family mobile home parks but then he pivoted to a different asset class, RV parks, and that is not something we've talked about on the show too many times, I haven't had too many guests who are focused on syndicating RV parks at a big scale, and he is doing just that, he's built a team. He's growing very quickly, and so it's incredible to hear his story. But just the willingness to change as well from one asset class to another, when he saw an opportunity. And man, did he see an opportunity that he's gonna share about today and how they did that.

[INTERVIEW]

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**WS:** Jeremy, welcome to the show. I was honored to meet you at an event not too long ago, and

here are some of the fun things or exciting things that you're doing in your business and even some of your background, and I think it's very unique. Just grateful to have you on, I know you have a busy growing family right now as well, which is very fun. Give us a little bit about your syndication background, and maybe go back a little bit. I know you have a military background, and I wanna thank you for your service just right off the bat, so grateful. Tell us a little bit about maybe moving from the military, what you did there, but moving into real estate as well as syndication.

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**JH:** Absolutely. So, thanks, Whitney, for having me. It's always fun to meet a syndication celebrity in person, as much as that can be a thing. So, Jeremy Hans started off life as a Navy helicopter pilot, commissioned in back 2007, so I did that for, on active duty for 10 years. While in active duty, I was in San Diego, bought my first real estate kind of deal, and got a little bit of a taste for it. And then got a shift to flight school, I was a flight school instructor in 2013. When I got to flight school, I started hunting around, trying to figure out what my next deal in real estate was gonna be, it was still definitely a hobby at the time and got into trying to find mobile home parks, my partner now, we were both trying to buy the same mobile home park, back in 2014. Also, he was a Marine Corps. I was a Navy flight instructor, lived a block from each, went to the same church, a lot of very similar commonalities, we said, hey, why don't we not compete, let's instead work together on this deal. We started working together, bought some small mobile home parks, and then took some classes to figure out how to scale. So, we literally took that class and then immediately set up to starting to syndicate. Our first syndication was a mobile home park in 2014. Unfortunately, it didn't close, the guy died two days before closing.

So, as two flight instructors still on active duty, our first big real estate deal was a 3500 bill with nothing to show for it. So that was a painful process in about the probate process. But from that, we were like, hey, if we can raise money for this, we can probably do it again. So, while I was going through probate, and syndicating a small office building, and then that moved on to us syndicating about two apartment deals a year for the next three or four years. While we're still on active duty, we both left full-time work in the Marine Corps in 2020 and 2021 respectively, and so we launched our Client Capital focus on the rails, right behind multifamily and mobile family home parks. And then in late 2021, we kind of decided there's probably some frothiness here in the

market in the places that we're looking at and so we (inaudible) and bought personally, just, you know, a single investor in JV couple of RV parks, and so we decided late 2021, let's pivot from doing these multi-family deals on full cycle, a handful of no's, let's pivot this over to RV parks. That gets us to where we are today, my partner's now fully out of Marine Corps, I'm still in Navy active service and I'm still buying real estate. That's the quick overview.

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**WS:** You mentioned, Jeremy, that you took some classes. What classes did you all take? I get questions like that in mentorship all the time. We don't want to spend a ton of time there, but what did you all do to learn about syndication?

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**JH:** So, it was a little bit of a two or three-part series there, I took the Mobile Home Park University Three-Day Boot Camp. My partner and I both took the Elite Legacy Education, which used to be the Rich Dad, Poor Education Commercial Class as we probably got a lot (inaudible). Then I also joined (inaudible) Foundations Group. So those were kind of the three kinds of (inaudible). And then shortly what it did, I invested in three or four syndications and then just learn what they were doing, copied everything. From underwriting to emails (inaudible) what people are doing or doing successfully. They just look the same.

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**WS:** You don't have to reinvent the wheel often. That's incredible. But what I hear though there is that you did invest quite a bit into your education, you're willing in three different courses there, or one way or another. You found mentorship. You found other people that had been there and done that. It's so important. And the hesitancy I hear so often for people to do that, like, oh, what do you expect. Right? Who are you around right now, I bet you're a lot like that person, so you gotta find these other people who are doing these things that you wanna do? And you did that, so I appreciate you, you mentioning that.

Speak to also, you mentioned that you and your business partner were syndicating. I think it's really cool how you all partnered as well, by the way, that's so neat, but you are syndicating two

multifamily deals a year while still on active duty. How did you manage that? Speak to that a little bit. 'Cause I get that question often as well, I've lived that as well, full-time job while trying to syndicate deals, it's no easy feat, especially growing family at the same time.

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**JH:** Yeah, so at the same time, I think between the two of us, we each had probably five or six kids or those couple of years also. The short answer is you can do anything if you put your mind to it. Right? if you wanna do it, and it matters enough to you. Being military, we kind of have a sea tour and a short tour rotation. Our sea tours, we're gone on deployment, gone all the time. It's tough to get anything else done. On a short tour you really get a little time to breathe. We took the opportunity in the career break that we had (inaudible). On most nights we had the weekends off so we got to focus on that stuff. So, really it was kind of breaking up the problem to smaller bite-sized pieces, and then just doing a couple a year. We weren't buying 500 units at a time, we weren't buying a deal a month we were doing two a year, that's a very doable project when you really think about it, so that was kind of our thought process. Let's not try to wholesale 20 houses a month, let's try to do two commercial deals a year to make the same amount of money, I think it's worked out, so. Yeah, just Friday nights and weekends, get off Netflix is probably another answer.

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**WS:** Love that. Make it simple, right? And I know there's probably a listener too that's thinking, oh yeah, it's easy to say two deals a year, they're wishing they could make that happen, and I love the simplicity behind how you look at it, just get off Netflix. Because that is often the case. It's like the average American spending what, I don't know, 3 to 5 hours a day on social media, or maybe even more to consider all social media and TV, right, it's like, men, are the things you could be doing with that time. And it's habits, right?

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**JH:** And I'll go back too, as a flight instructor for the last few years, you can do anything if you put your mind to it. I can teach your mom how to fly a helicopter. The question isn't whether I could teach your mom how to fly a helicopter. The question is can I teach your mom how to fly a helicopter in the 10 days the Navy gives me to teach somebody to fly a helicopter, right? We're all

capable of doing basically anything, it's just how fast can you push that process for your time, and if your guy like me who I don't think I'm necessarily all that smart, but I'll show up and I'll try. It's amazing how many things you can do if you just take one step forward and figure out the rest as you keep going. I didn't know what I was doing the first time. I still don't know what I'm doing now the 15th time, but I hire really good people and they keep me out of jail for making big mistakes, so.

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**WS:** Learning to fly a helicopter in 10 days. Now, that's intimidating right there. Not syndicating a large deal, well, I can go make that happen, but man, however, that would be pretty cool to learn that. I wanna jump though to something that's happened recently in your business, and I wanna talk through that a little bit, 'cause you all have made a big pivot recently, and I wanna talk through why, and you all were so focused on mobile home parks, multi-family, you've been syndicating multi-family deals, you even took a large course on mobile home parks, I'm sure you learned a lot through that, but now you've taken a pivot to a different asset class that maybe we've talked about once you're twice on the show, this is like episode almost 1300. 1200 and some. And we've probably not talked about this asset class more than two or three times, and I'm just trying to be generous 'cause I can't remember for sure, but speak to the asset class you are focused on how and why, and let's talk about making it worthwhile to pivot from where you were from.

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**JH:** So, the answer, it really comes down to Covid. We started Climb Capital, when Covid kicked off our first big deal, we were literally walking inspection units like the week when everybody was like, shouldn't be in units, should not be in units, right? The eviction moratorium where the government said hey, I can't evict anybody, and oh, by the way, they don't have to pay, and oh yeah, we'll pay them back, but that took months, not years, and we've had some just really poor outcomes from that, some of that might be our fault for not communicating better a lot of it was clientele and tenants that we inherited, that you didn't have an opportunity to kind of adjust before we get to the mix of that. But what we realized in 2021, we had about three RV parks at the time. These things are working really well. Management was really difficult, but we had figured out after we were struggling for 2020 how to do it, that we could manage these things if we bought the

right parks in the right places with the right people, put some systems together kinda went up and down on what software do we need to use? What's the management plan? But we kinda came up with our little boat, our little piece, and we're like, our RV pros are crushing it right now, there's an RV industry boom, people are traveling more and more, there isn't the government oversight and maybe kind of interjection into the vacation business like there is in the long-term rental business, people are getting squeezed out of their rentals is making the New York Times, even yesterday, I think the mobile home park wants to get another shout out by the New York Times, people getting these super high rate raises and people buying them up to bring them to market.

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**JH:** We wanna stand in the newspaper, we wanna make money, and the other thing too is I'd rather buy a nice place with nice people on vacation who pay me before they get there, rather than go buy that same classy building they've been by for the last five or six years, and now it's double or triple the price, has less and less return, and that's even more for the same work that I've been doing. For us, it was kind of with a macro trend analysis of like, hey, if this probably looks like a better play, for now, there's still much higher cap rates to be able to purchase that. And then it was also a lifestyle choice, we got young kids, we like to RV, we like to vacation, this seems like a lot better way to make money than fighting everybody else to try to go by the same classy building in classy areas.

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**WS:** Yeah. I think it speaks to another quality that you have that a lot of people haven't developed, and I struggle with this as well, it's like the willingness to change, right. You see an opportunity that it's great then, this is a great quality for a lot of entrepreneurs like me, and you see an opportunity and you go take advantage of it, you don't even hull around about it, I think, maybe, no, I'm just gonna stay over here, my silo. Nope, you see an opportunity, I can use the skill sets, I already have to go hammer on that, and you all are doing that. I love that. And I think that's, military pushes you to do that in many ways as well, right. You gotta take advantage of the opportunity when you see it, speak to that though, even the thought of that big change, like switching from mobile home parks or multi-family to RV parks, that's probably out of your comfort zone initially maybe. I don't know, how did you figure out this new asset class or think, no, it's worth focusing on this completely and stopping multifamily or mobile home parks for a while.

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**JH:** So, for the first RV park. Well, so we bought an RV park at the beginning of 2020, but it was more like a mobile home park set up, there's RVs, but there were no amenities, that was kind of her first taste of it, that was also our first realization, it's really tough to find third-party management for those kinds of assets. And so we started self-managing at that point, we tripped over ourselves for the first six months, and we ended up buying our first, what we call a destination RV park which we're buying now at the end of 2020, and it was a deal that came to us locally, another guy brought it to us, put on her contract, weren't sure if we really wanted to get into it, kinda pushing it off, the owner became really ready to sell, she provided a second note and provided a promissory note to our company to basically act and post as the third position to ensure that we can buy this thing, no money down, just to get her out of it, and we were walking to closing at 25,000 more than the appraisal of what this thing came in at. So, it was appraised at 850. We were buying for 875, 42 spaces, right close to where we're at, really close to my business partner's house, and we weren't sure we should buy. Well, we were like, Let's just do it. We'll figure it out, we're smart guys, and if we don't do well we can sell it, and move on. Well, six months later, we'd raise the rents, started fixing things up, spending in the park, got it reappraised for \$5 million, we said, oh, maybe we should do this more often. Right, maybe we found something we didn't realize, and so what we realized was that there's a lot of owners that were like that seller, a really nice lady, she lived there for 19 years. wasn't using the technology to maximize the (inaudible), didn't have the management or the policies right to raise tenants' rates, keep things cleaned up, to make the adjustments to the market, and we're like, we'll clean this place up and make a lot of money, and so that would be, we'll do that a couple more times.

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**WS:** Yeah. Wow, you said six months they had it appraised for five million. Wow, okay, so what were a couple of things though that you notice or did you all know that ahead of time, did you think it would appraise for something like that? I mean, when you all are paying 25000 more than what it appraised for them?

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**JH:** No, no, there was no expectation that you're gonna see that kind of valuation jump, we knew

that there was a lot of opportunities to increase revenues on the table, she hadn't raised rents for long-term tenants, she wasn't focusing as much on short-term tenants, which has a much higher revenue source, there was a lot of just deferred maintenance. We knew that there were opportunities to double the value, I don't think we thought it would go that fast. The more research we did, we realized that there are not enough RV spots. People have been buying RVs and driving in the last few years. And if you're trying to go somewhere and visits to places, good luck finding a spot if haven't had that pre-planned for some of these more desirable locations.

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**WS:** Wow. What were a couple of the bigger things that helped you to increase that value, was it just raising the rent or were there other things that helped you?

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**JH:** So, one is, if you're paying nightly, it's just like real estate, if you're buying acres and selling inches, you're gonna make a lot more money selling inches. The same thing applies to kind of reservations, so if I'm selling nightly reservations for \$50-60 a night, that's gonna be much better than running out at \$400 a month for the same spot. And so, it was transforming the park to having more focus on short-term rentals, bringing the long-term rates back to a semblance of a normalcy or some kind of market, and then fixing things so people actually wanted to be there, making sure the pool works, the bathroom's clean, cleaning up the interior in the office, re-paving the park, brand new roads. So, we spend a lot of money on it too, but it's not rocket science that if you build it, people will come if you don't have it they can't come. That's really going to come down to trust.

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**WS:** Do you see a lot in our opportunity in the RV park space or asset class, like lots of those that potentially are for sale or just from what I'm hearing you talk about, it seems like the initial boom, and I say initial, just a few years ago, I know it's been going on for a long time, but it's like when more and more people started hearing about mobile home parks, it. It's a small mom-and-pop type industry. And there's a lot of them to be had and a lot of value there that. All those things. Well, this sounds similar to that initial flare-up, the desire to get in the best space.



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**JH:** I hesitate to say it, but yeah, I mean it's mobile home parks five years ago, right? It's a fractured industry. Nobody's talking about it. Financing is still difficult, there's not a lot of super eager financing options for RV parks, there's a messaging problem, and even our investors don't realize that we're buying destination vacation RV resorts. Not mobile home parks. They just hear RVs, they think it's a trailer park, there's definitely still a lot of opportunities, but that opportunity is also crashing pretty quick, we're not the only people doing this big money is starting to look for more yield, and so they're gonna go to the next asset class if you can figure out how to manage them effectively. There's an opportunity here, so that's kind of what we've hit on now, and we'll see how many we can buy before the bills catch up on us.

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**WS:** Yeah, that's incredible. I love just the willingness to go after it and to change. What are some of the more difficult spots or things in buying an RV park that maybe I wouldn't even know to ask you. I've never bought an RV park.

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**JH:** RV park's similar to a mobile home park, when it comes to the natural facilities, I'd say the thing that you really have to look at for an RV park though, is the destination of if you're gonna try to improve it, are you in a position and a place that people wanna be. Just from you personally, right? You have a couple of kids. I have a couple of kids; this is a place I don't wanna go vacation. If the answer is no, then what would change that, is it the amenities at the park or is it a location, if you're buying a huge part in southern Louisiana, which we keep seeing for sale, that's not really a vacation destination. Right, that's really more of a mobile home park for guys who (inaudible), so it's just not what we like, it's a pretty basic like, hey, is there a pool? Is there some water? Is there something that my kids can do? Is this near any place I wanna be, and if it kinda fits those wickets, then that's enough for us to keep moving forward. It's pretty loose. There's not a lot of data. That's the other thing, there's not like RV park data sources. There's not a hail, land, and there's not a CoStar, most people like CoStar don't have any data on this stuff. So, there's some kinda work into the blind and just got to trust in your gut as you kinda keep pushing forward right now.

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**WS:** No data. That's interesting to think about as well, how do you all gather those things or what do you use to figure out, hey, this is what it's worth, or at least approximate values or those things.

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**JH:** I mean, the same underwriting models that we use for multi-family and mobile home parks, self-storage. So, we underwrite, we have a full-time underwriter who we've adapted our spreadsheets to be able to be more RV-focused, and then a lot of that is just kind of learning to be creative over the last five or six RV parks, have four more that we're in a contract on now, so we're creating our own data.

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**WS:** What about developing RV parks? Any thoughts around finding land and doing that?

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**JH:** Yeah, absolutely. We're actively doing it ourselves, and the first thing we need to do for the development plan was to go to the county and get a conditional use, so we already had the zoning that we needed, we just needed this conditional use, it's supposed to be just kind of check in a box, and we showed up and there were 35 people from the community, and they voted us down and said they weren't going to give us the condition of use. So, development is great, development isn't free, takes a long time, and there are a lot of other not my backyard type neighbors, we will continue to develop, but that's not really a short-term solution, that's probably a two or three-year process, lots of capital upfront, the pay-off is good in the end, but we'd much rather buy stuff, are you operating improve or increase and then develop once in a while when we have some more free time.

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**WS:** No, that makes up a ton of sand as far as the developing piece, so I get to see developing an RV park seems a lot more doable than say, developing a multi-family property or something like that.

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**JH:** It is, but I can tell you a lot of people, I know were trying to develop RV parks, you get done, it's not magic. You still have to have a plan to manage it, so it's one thing to build it up out of the ground, it's definitely doable, but then there is still that step two, there's a time and a management component to that.

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**WS:** What's been your biggest challenge over the last six to 12 months?

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**JH:** So for us, I think is going from Bob and Jeremy at Climb Capital to now having a company, and so we just brought on our fifth in-house Climb Capital employee, post a couple of rotating interns, and then we've taken on all of the property management in-house too as a subsidiary of Climb Capital, so we're at a 20-person plus company and growing pretty rapidly and so heavy to go from just me and Bob talking every night, having to create a company and having policies and travel policies, procedures and HR stuff, that's definitely been a struggle. And I think anybody that's been a small business center, kind of recognizes like, I don't have the answer for tomorrow, but we'll solve the questions for today and just kinda keep plugging away.

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**WS:** Give us a couple of tips on how you solve the HR piece, and some of that as far as hiring, now 20 plus employees.

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**JH:** If I had the HR piece figured out, I'd be glad to give it the answer, we just continue to figure it out as I go along, try to meet with as many other business owners as possible, and we met in an event with a lot of other business owners, that's the kind of stuff where I'm just having those people for questions and answers, and then when it comes the actual hiring piece, I think that we have found is we wanna hire qualities of the person and then we'll teach them the job, so everybody's looking to hire some of the artists qualified, they can show up day one.

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**JH:** We've kind of given up on that. We really wanna hire somebody that's gonna have the right personality traits, and meet the same core values, I will teach you how to do the job. It's a lot more work on our end up front, but we think long-term it's gonna work out a lot better. And we're kind of creating culture better by myself every day is like five on the place, I don't like being here, it's only my own fault, so I didn't leave the military to go to a job I hate, so you gotta remember it every day that I'm the one who creates that.

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**WS:** That's incredible advice right there, and that's all you said during the whole show, that's great, and you are in charge of that culture there. HR first, I just had a call with someone just this morning who was asking me about our growth and was saying, how did you know when to hire. How did you know all those things? As you grow you have to really you just can't do everything yourself or you just have no life, and then it's just not worthwhile, so I just appreciate you bringing light into that. They asked me, is there did you follow some blueprint that helped you to know when to hire or something, or what about you? I'll ask you, they asked me that.

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**JH:** I am the ultimate copier, right, so I don't create anything new. We use the Traction book by Gino Wickman, as I think a lot of guys use that. And then we use a book called *Who* by Jeff Smart for our hiring process specifically, both pretty short books, and I literally just re-read them every time before you hire somebody and okay, that's what he told me to do, I'm gonna go do it and surprise, surprise. It works pretty well. So yes.

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**WS:** That's incredible, and I think it's great advice. I also Traction, which I was just talking about it in another show this morning, Traction, EOS, you're operating a business, you gonna learn, and then you mentioned the other book by Smart, Jeff Smart. I've got one top grading by Brad for Smart. I think they're similar. I don't know if they're related at all.

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**JH:** Almost the exact same. In fact, I think they have some connection over a 10-year period, so.

Yeah, same exact concept.

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**WS:** I recommend that book often for some of those tips helped us in hiring, to say the least. What about it? Have you all hired an implementer to help implement EOS or any of those things?

**0:21:50.6 JH:** I am the implementer. Two partners, right? So my partner is definitely much more the visionary, good idea a day, sometimes I'm gonna remind them, good ideas have to be implemented to ever be good ideas, and so we self-implemented that over the last year and a half, and then I've also implemented into our property management company, so we actually running EOS on two different levels between the two companies, and I'd say we're probably 50% of EOS right now, I would like to do more and more, but be in favor to ourselves and get ourselves a time to keep the process kinda continue going forward.

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**WS:** That's incredible. Do you have any predictions for the just the real estate market over the next six to 12 months? Anything you all are. You are more focused on buying or selling or both? What are you planning for?

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**JH:** So, the thing I think for us to focus on RV parks is, you know what happens if there is some kind of dip in the overall economy, gas prices go up does it affect things? Our answer is yes, it probably does. We've been de-levering a bit, we can't lever (inaudible) with RV parks, because we work with apartments and selling off for some of our apartments to focus more and more on RVs, so we've been de-levering naturally because there just isn't an opportunity to lever as much, and then we're recognizing too, that as things change, people still go on vacation 2007, 2008, 2009, it's really difficult, but most people still did something right to get out of their house for a week at a time, and so you got some of the kids. And so, we're trying to make sure that we are continuing to focus on being that provider, so maybe they're not gonna be able to go over to Disneyland or drive to the Grand Canyon in Florida, but they might be able to go to our side of town to our RV park that has a pool is down by the river. You go hang out for a week at a time.

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**JH:** Just being prepared for maybe that switch and if the things go nuclear country falls apart, RV parks can also become a mobile home park pretty much overnight, I just allow people to stay there long-term, and sign a lease. So, we are always considering the downside, that's kind of just how we work as pilots, the first person, the scene of a crash, of a helicopter crash is helicopter pilot, I'm gonna ride this thing all the way down, I'd like to make sure it's as soft as possible, so I still see a lot of good things happening and going forward, I think there could be some adjustments, but I don't think it's gonna affect what we're doing as much, maybe as it well, some other tranches of the real estate market.

**0:23:43.3**

**WS:** It's interesting to think about that kind of a backup plan or downturn plan, worse comes to worst, you can turn it into a mobile home park or do long-term leases. Yeah, it's incredible. Tell me your best source for meeting new investors right now.

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**JH:** So, I'm doing a daily TikTok, and so I don't know if it's the best source yet but decided I need to marketing, I need to do some kind of social media presence. I did a little bit of a scan across and decided I don't have a good eye for Instagram, Facebook's for us old people. Snapchat is not gonna be my thing. But I can do a TikTok in elevators, I try, I come to work every day, so I try to do a TikTok every day or so. A busy real estate or RV Park investing. Terrible at it. I have lots of self-low things over it, but sort of a truly, I've been getting more people asking you questions, not investing here locally, and then just also kind of coming out of random places from doing that than I have anything else recently.

**0:24:34.4**

**WS:** Are you having to dance on there.

**0:24:36.1**

**JH:** I typically don't dance. I think I've done one, I've had one work of dancing, but I'm trying to find a value like short-form content that I would read, hear myself, but I'll probably, I got a marketing guy now he someday got to dance and sing. So, we'll see what happens here over the

next couple of months.

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**WS:** I know nothing about TikTok, and so I've not got on TikTok yet personally. So, it's interesting.

**0:24:56.1**

**JH:** I also don't know anything about TikTok, my marketing guy came the other day, he's like, why did you have a pink filter on every single video for the last month, I didn't know it had filters, so I'm still learning myself. You don't have to be good. You just have to do it. Right?

**0:25:06.6**

**WS:** Jeremy, tell me about some maybe daily habits that you're disciplined about that have helped to achieve this level of success.

**0:25:12.6**

**JH:** I'm a Christian guy, I come from that background, so prayer and gratitude, I think are definitely a big thing that I try to instill in myself, and also in my kids and family, and so I think that definitely is helpful. Constantly seeing that where I'm at today is not necessarily just for myself, it's for all the other people who help me, I have a bigger purpose than just what I'm doing so that definitely kind of is the motivation, kind of a source of what used to be moving forward, and then the thing that I've done recently is just trying to use a daily note-taking app on my iPad so I could keep all of my thoughts in one place that I can then find again, 'cause I don't know if anyone else has done this, where you write stuff down all the time, but then you can't find all those great thoughts, weeks and months later, notes later, so trying to do some, I would call it some kind of daily journaling. I don't know how to describe it. The inefficient daily journal.

**0:25:54.1**

**WS:** What's the app?

**0:25:54.8**

**JH:** I think it is A Good Reader, somebody told me to download it, I downloaded it. Here I go, I'm not gonna be perfect, I'm just gonna keep moving.

**0:26:00.1**

**WS:** That's great. Long as you're making progress. Strides forward. What about, you can pick one thing that's contributed to your success.

**0:26:06.5**

**JH:** I think the biggest one for me is just doing it, it just moving forward, right? We talk to people every week, they wanna do what I'm doing, I say, we'll just do it. There's no secrets. Who would have done? I've told you how done it, just go do it now. So being willing to sign much bigger checks much earlier than other people, I think is really the difference in my success, and some other people don't think we've always done this perfectly, but because we just kept playing the game, you keep swinging the bat, in case you hear a crack, go get that home run, but you can't even get a single if you're not going to swing the bat. So, stepping up to the plate over and over. Do deals every day.

**0:26:34.0**

**WS:** How do you like to give back?

**0:26:35.2**

**JH:** I love the idea of trying to help other people know what I know, so outside of just doing the Native Reserve thing, continue to serve in that capacity. It's both a benefit to be able to serve, but it's also really fun to fly helicopters for something honest. But the other one that I'm a real big fan of, is personal finance coaching. And so, one of the things I do is I teach, a benevolence class, people that are asking for help or handouts they come through our church in our ministries, and so not even a class once a week to give people kind of a break out of how to budget and save, and how to find a job, interview better, to be able to go live a fulfilling life at whatever level they're at.

**0:27:09.0**

**WS:** Love that. And I appreciate you giving back in that way, those are things that are often not taught. It was something that seems simple to some of us, like budgeting or even an interview



skill.

**0:27:18.5**

**JH:** And things change too. Right? I think that people forget, that you don't go walk into a restaurant onboard to ask for an application, that's not how it's done in 2022. Right? So, I think some of the ways that we look for employment or how we get a job has changed too, so helping people walk through that is kind of one of my passions.

**0:27:33.2**

**WS:** Jeremy, I'm grateful to have had you on the show, grateful to have met you at an event recently, we were both at, and just learn about your success and you're really opening our eyes to this new asset class, or it seems new. I know people have been doing this a long time, but this is. I don't hear much talk about it just yet, so give it a year and it'll be like a new thing, and so just grateful though, that you are willing to share about it. Lessons Learned. Even that deal, right? You paid more than it was appraised for, but man, look, six months later, it's just an incredible story, finding that diamond in the rough, but even willing to pay more to make it happen, when you saw that there was a lot of value to be had there, your willingness to change from one asset class to another when you see opportunity and taking advantage of it, I think it's a great character quality that many are afraid to do it, or afraid to step out there and change, and we miss out in a big way. Jeremy, how can the listeners get in touch with you and learn more about you?

**0:28:31.0**

**JH:** The easiest way to probably find me would be on the website. My email is on the website on [climbcapital.com](mailto:climbcapital.com), like climb like a tree. Or you can find me on Facebook or even on TikTok. Glad to reach out and be able to help in any way I can.

**0:28:43.0**

**WS:** Look for that pink filter, right?

**JH:** Yes.

**0:28:43.3**

**Whitney Sewell:** Thank you for being a loyal listener of the Real Estate Syndication Show, please

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[END]