

**EPISODE 1327****[INTRODUCTION]****0:00:00.0**

**Omni Casey (OC):** I specialize in buying from those landlords, mom & pop shops that own 10 to 20 properties and buy the entire portfolio from them. And then I do what's called the portfolio BRRRR, which is, you take the good, the bad, and the ugly from them right. Every portfolio has good, bad, and ugly and you just agree to buy it all, and then it's my problem to fix. I fix their problem and because of that I usually get rewarded and find some off-market good deals.

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**Whitney Sewell (WS):** Do you like things that are challenging? If you're an entrepreneur, you better love a challenge or you better be looking for a challenge. I hope you're looking to grow personally, and if that's the case, then you are looking for challenging things. It's what stretches you. It's the struggle that creates character and helps you to grow as fast as possible. You're gonna hear our guest today talk about just that, how he applied it to this business model. I love the story, and you're gonna hear how much I enjoyed it in the interview. How he applied this to his real estate business and how he changed the strategy numerous times because he is looking for the next challenge and to grow himself personally. But it's a very unique business model that could be also applied to almost any asset class. So, whether you are an active or passive investor, I think you're gonna learn a lot and you're gonna enjoy our show today with Omni Casey aka "Omni The Real Estate Guy" *[Erratum: The moniker is actually "Omni The Investor Guy". We regret the error.]* He's a real estate investor, broker, coach, and author who runs a family investment business with his wife and three kids called New Leaf Redevelopers where they typically buy 20 to 30 properties a year.

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**WS:** He's the author of The Cash Flow Breakfast Club which is both a story and a manual that shows how anyone can follow very simple steps to obtain financial freedom through passive

income for life much sooner than most people would expect. You're gonna hear him talk about that as well. And he makes it sound so simple enough that you can do it. You can do it. If you're listening to this and you are wondering, maybe you just feel like it's too challenging or that's for somebody else, I hope you're encouraged by today's show.

## **[INTERVIEW]**

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**WS:** Omni, welcome much to the show. Honored to meet you and just talking to you a little bit before we got started. I love the way you think about business growth and your strategy and how that's changed. I'm looking forward to the conversation. I know it almost doesn't matter what business you're in, you need that type of mentality. I know that's gonna be so helpful to the listeners and myself. Give them a little more about yourself, your business, and let's jump into that strategy.

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**OC:** Sure, thank you, Whitney. I'm honored to be here. Excited, I love the show. You put out some great content for your listeners here and proud that I'll be a part of it today. Yeah, I'm an investor and like many people, I straddle the line between active and passive investing. And over the years, I've gone in between those and got to the point where I was like, oh, I'm gonna be completely passive, and then I got a little bored and I got three younger kids, and they've kind of motivated me to get more active in the investing side. Primarily, so I could be an example to show them, and give them the knowledge and skillsets to do that. I started my real estate career in Hawaii where I'm from. Became an investor, became an agent and broker as well so I dove head first into real estate. And it wasn't just my passive income, it was my active income for the last 20 years. It's been great, I've evolved my strategy of how I invest over the years. I started out with condos, condotel strategies. I slowly have gone through the fix and flip, the wholesaling, the buy and hold, short-term, the long-term rentals and primarily focusing on purchasing portfolio. Just trying to make it easier for landlords that are just tired and looking to exit. I specialize in buying from those landlords, mom & pop shops that own 10 to 20 properties

and buy the entire portfolio from them. And then I do what's called the portfolio BRRRR which is you take the good, the bad, and the ugly from them.

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**OC:** Every portfolio has good, bad and ugly, and you just agree to buy it all, and then it's my problem to fix. I fix their problem. And because of that, I usually get rewarded and find some off-market good deals. It's challenging, and I think that's why I focus and I do like to focus on what's difficult, the moment that becomes easy, I'm probably gonna find a different strategy to focus on.

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**WS:** Awesome. There're a couple of things there. I just feel like that strategy, both of the strategies there that I wanna highlight a little bit, a portfolio BRRRR, numerous things around that, that I feel like we can apply to most real estate asset classes. But also just the way that you're gonna focus on what is difficult. Let's talk about that for a couple of minutes 'cause I feel like that's so important in starting any business and just personal growth which is paramount. What does that mean to you? You're gonna focus on what it's difficult 'cause that just sounds difficult. That doesn't sound like the easy thing that most people would want to do.

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**OC:** Sure, I think most people chase easy and understandably so. Most people don't like the uncomfortable. I'm not saying I like to be uncomfortable but I do know when I am comfortable, it doesn't get me anywhere. And I need to push myself just beyond my level of comfort. I get asked that question all the time. My wife asked me that - why are you doing that? My agents that I work with - why are you doing that? Because I wanna push myself, I wanna grow. I think I'm a builder at heart. I'm always trying to build something new, something bigger, something exciting. And once you master that thing, it becomes a little stale for you but probably more so on the competitive side. If it's too easy and it's something that can be automated, it's gonna get flooded in the market by everyone. Everyone's gonna start doing it. Then the value of that investment or the value of that service drops drastically. The more people, the lower the barrier to entry. So, I figured if I try something hard or learn how to do something really hard, my

competition is minimal for the time being, and keep evolving to try and work to find that lower hanging fruit on the difficult scale.

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**WS:** Can you give us a recent example of how you've used this or applied this and what the result was?

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**OC:** Yeah, absolutely. So like I said, most of my acquisitions are from, I purchased 46 properties last year, and most of those were in several big portfolios. And one, the easy thing is I'm established with great property managers. I don't manage anything myself. I hire really good teams in various areas to be my property manager, and I let them know. This is what I'm looking to do. If any of your other clients are looking to exit, any of them are getting nervous about the market or just are tired. Really what it comes down to is they're just tired mom and pop landlords. Maybe they have held their properties for 30 something years and their depreciation value is no longer there so that the return is not as good as it was in the first 27 and a half years.

I let my property managers know and say, if you bring them to me, I would treat your clients fairly. Make sure that they're happy but most importantly, you're gonna keep that entire portfolio with you. If they sell it to anyone else, there's like a 70% chance that you lose that entire portfolio to another property manager or someone else. So, my property managers are highly incentivized 'cause they know that if they bring me something, it's staying with them. And so one of our last portfolios was a 14-property portfolio. It ranged from a vacant lot to single-family homes to a few small multi-family properties between two and four units and a mid-sized property as well. It's just kind of a collection of what this owner who has recently moved out of state and has been trying to self take care.

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**OC:** He had a property management place but just still felt the stress of being remote. He was a very hands-on landlord for most of his career, switched to a property manager, and he was

going through the anxiety of not being able to be hands-on. So, he was really miserable and he said, you know, they were looking just for an exit at that point. The problem was at some point all their properties were paid off. They got a loan and cross-collateralized the loan, and it was across their entire portfolio. And when they tried to sell one property that becomes an issue with their bank. Their bank says, well, you gotta sell the entire portfolio, or you gotta go through hoops to remove one of those properties, and so their end buyer was very limited.

So, I was able to help them by selling all at one time. Out of that portfolio, there are probably three properties that I would not have bought. They didn't make sense for my portfolio. There are still decent deals and investments but I bought them regardless because that was my promise to them. And then one of them we fixed up and we sold. It was a good single-family home for someone to move into. And two of them, we wholesaled off to other investors that had different strategies to employ and they're happy with that. The remainder, we had cash-flowing properties with tenants already in them. Some of them, we refinanced right away. At our purchase price value, some of them were doing the actual BRRRR strategy six months later, elevating the value through forced appreciation, putting a tenant in there. And now we're able to get more or maybe all of our capital back for that acquisition. So, a lot of moving parts but one transaction turns into 15 plus transactions. But, I think it's easiest for the landlord and at the end of the day, we have exactly what we want and we've got it for a good price.

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**WS:** It's interesting. There are so many good things that can come out of that type of process, the landlord or the previous owner getting what they ultimately wanted as well. It's such an easier process for them as opposed to doing all individual sales and just being able to do that all in one purchase contract. So, what are some challenges or difficulties that you've faced in doing this, the portfolio versus individual deals? Or maybe something that you didn't expect?

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**OC:** I think, financing, in general, is always gonna be difficult because I am a big believer in using the right type of leverage. To purchase, though, you need liquidity. You typically need to purchase cash. You can get a loan but those are difficult because I'm gonna be in the exact

same position that that previous landlord was in. When I'm trying to dispose of a few properties or refinance at a better rate, my portfolio blanket lender is gonna be like, well, hold up, we gotta talk about that, right? So we typically need to have liquidity to do a cash purchase and then that's outlaying a lot of cash. And we gotta say, we need to have a very systematic approach to pull our equity back out of that property through individual refinances. And in a market like this when the rates are going up, you might have properties where it's not returning as much as you thought, or you might leave it in there a little bit longer because you don't wanna lock you in a 30-year fixed at 6% interest rate where you were getting 4.5% a few months ago.

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**WS:** Awesome. What about finding portfolio deals versus single deals?

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**OC:** It's actually easier than you would think. You just start telling people. That's what I've been doing and that's what you focus on. I was a big believer in just telling the world, here's what we do. So last year, we typically do five, 10, 15 deals a year, and when I say we, my wife and I, have a small investment company. It's a family company, and my three kids. That's what we were doing. Last year, I just wanted to stretch myself. I said, you know what, I was kind of getting bored, or maybe I want to prove that even in a market where deals are hard to come by - I do a lot of coaching and training at a meet-up that I run - and that's the biggest complaint - Where do you find the deals? Where do you find the deals? And I just wanna say, you can stretch yourself if you just tell the world what you want, and you tell everyone. So, I started to tell everyone - I'm gonna do 52 properties and say, I'm gonna buy 52 properties. I went on BiggerPockets and I said, I'm gonna buy 52 properties.

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**OC:** And I told the world, I'm gonna buy 52 properties. I didn't buy 52 properties, I bought 46 properties but there's no way I would have hit 46 if I wasn't telling everyone I wanted to do that. And beyond, "I'm gonna buy 52 properties", I started to tell exactly, "Here's what I'm looking for. I don't want one or two properties. If you have a landlord that's having a hard time that needs help, here's what we do, here's how we can help them, and it's always a mutual

win-win." And now, all the investors are connected with a big network. I'm not really competing with any of them. So really, it's the other real estate investor, it's the other real estate agents and the property managers coming to me saying - this is something that I can't take down but I heard you on this episode, or I heard you post in social media, so the deals come to you. And then, it's reminding each of you are rock star property managers that you have a portfolio with. tell them, here's what I'm looking for, and you remind them, and that's kind of where all the deals came from.

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**WS:** That's interesting, I love that goal too, putting it out there. That helps hold you accountable. If you tell the world you're gonna lose ten pounds, you're probably gonna lose ten pounds. But if you don't, then you're probably not going to. It's like, how committed are you? And you are obviously very committed if you think about. If you told everybody, the world, that you were gonna buy 25 properties, you might have got to 20 and thought, okay, you know, I've done it and slow down mentally. No, that's incredible. What's the next challenge or strategy change for you that you see coming? Or are you in this right now, this is still challenging. How do you see the next thing coming?

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**OC:** I love it. I do. It's been several years I've been doing this strategy, and I do feel like it is - I'm not gonna say auto-pilot - it is work but we have a good system in place and good teams in place. And so, I'm always looking to grow and build something a little bit bigger. I took on the personal challenge of writing a book a couple of years ago and got distracted and really couldn't publish it. It really wasn't until this year that I was able to. I think next week is actually when it comes out. It's The Cash Flow Breakfast Club book. The reason I did that was one of my personal give-back goals is to help 52 people buy their first investment property and start their path to financial freedom for which I was able to help a lot of people but that's overwhelming on time. So, realizing that I put all the lessons that I would normally do in my coaching sessions in the book and to say - here's what it is, here's what I'm telling you, here's what I follow step-by-step to achieve financial freedom or to achieve this level of passive income. You put it in in the book and I'm excited about that. That's been a big weight off my

shoulder to actually get that published so that now, I can hopefully share that with more people. Now, I'm looking at the next different types of development projects, much bigger than the regular residential portfolios.

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**WS:** I wonder as you have pursued different or new challenging things, and again, I think it's just like a way of life if you're an entrepreneur, you have to be putting yourself out there and being uncomfortable like you talked about 'cause you know, that's where growth comes from. We all know that. But it's not comfortable, so we don't like it. But once you realize that that's the way it is, you almost grow to desire it. It sounds like that's what you've done, and I'd really teach myself to do that and still teaching by speaking to myself daily to do those things. How have you learned really to educate yourself on new challenging things? I wonder if you've created or if you have some type of system to say there's this new thing that I'm gonna pursue, it's gonna be challenging. Here's what I need to do to figure this out.

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**OC:** I think we're in a world, especially in real estate, where we truly are blessed. When I started 20 years ago, we didn't have the resources that we have now, or at least they weren't easy enough to find. When I started real estate, I kind of felt like it was... I was embarrassed personally. I never told anyone I was an investor for a very long time. It felt like it wasn't cool to be an investor at that point. Obviously right now, everyone wants to learn it. There are great shows like this one and many other books and shows and mentors out there willing to just share knowledge and really can give it away for free. So, I do consume a lot of podcasts. This is one of them, there's several great ones out there. I read almost every real estate investor book. Not to say everything is gospel out there but you start with feeding your mind with the ideas. You get to formulate what you wanna do from there. There's no one right way to be financially free, there are so many great ways to be financially free. You can take a much more active approach. You can take a much more passive approach, and it's gonna be based on your life design. And so I think what I've become really good at is taking information and filtering through and kind of putting it on.



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**OC:** I'm a spreadsheet guy. I have so many spreadsheets for calculations to help me analyze and make decisions. I put things in perspective in terms of numbers or projections and say, if I follow this path, that means this is what the projection should look like. Or, follow this path and there's a high chance that it's gonna lead out this way. One thing that I have found helpful over the last few years in terms of coaching newer investors, we talk about financial freedom quite a bit. We talk about whether it's in a small residential or syndications, the goal is some sort of freedom or increasing that wealth. Sometimes, that's such a big word, it gets thrown around a lot, it's hard to really connect to what that actually means. Like, what does it mean to be financially free? So, I start to chop it up in smaller pieces because in reality, if someone's starting out and they're buying a small rental property that's gonna cash flow 500 bucks a month, they're like, that's not freedom, right? So, 500 bucks is not actually gonna change my life, but what does that mean for me?

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**OC:** So it's really, I go through the exercise and help them understand what that passive income actually means to them in bought back time or free time. So, in high level, the average American earns, let's just say \$50,000 a year income. And so, \$50,000 a year breaks down to 25 an hour roughly. And so we start to say, okay, how much do you value our time? I say, here's what your employer values your time at so that is what the value is right now. At some point, that might be different. But let's say your time is \$25 an hour of value. How do you buy as much of that back? How do you not have to commit to a certain amount of hours, a certain amount of years of life of doing that? And if you take a \$500 a month passive income from a rental property, you break that down and run some quick numbers. That basically means that it comes down to about two and a half days that you bought in every single month, and it comes down to about 30 days in a year, and over a 10-year period, that's like one year of free time from a \$500 a month rental if you're at \$50,000 a year in income

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**OC:** So, it's understanding -- I just bought a year of my life with that one small rental. Can I buy another year of my life with another small rental? Those are big things to save up for but you

can do that. You can probably buy one a year, if you're really focused on it and you're just slowly stacking up the freedom. Whether you're taking the freedom now or you're taking the freedom later, it's working towards that and understanding what that pay-off actually is in the future.

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**WS:** Love that, just breaking down the hours, making it really opening up the dynamics to understand that this is accomplishable, I could do that, I could make that happen. Almost developing that plan like you just laid out. I heard a guy talk not too long ago, and he was talking about how the average person was wasting four to six hours a day on whether it's TV or random YouTube videos that aren't anything that's helping them whatsoever. It's just this random time that they're spending wasting. So, he did the math, it was like, it added up to half the working hours of the year. You think about having the hours, we did four to six hours a day. But it's pretty easy if you're working 8-hour days and it's four hours a day, you're wasting. That's half your working weeks in a year that you're wasting. So, I love your focus on that and helping break that down for just anybody to be able to think through. So, since you love the challenge and moving to the next thing, you mentioned, you did fix and flip, wholesaling, buy and hold, now your portfolio purchases. Knowing what you know now and doing those different things, and even maybe you see something coming in the future, what would you have done differently? Would you have taken that path? Would you be like, you know what, I would have started with portfolio or I would have started with whatever, something different.

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**OC:** That's a great question. I believe everyone needs struggle. If you just give someone the answer to here's what you need to get there, it's not the same. So, if I went back and said, just start here, I don't think it would be the same 'cause I think I needed every failure, I needed every struggle. That speaks to my parenting skills. I love it when my kids struggle. I don't wanna give them everything. I want them to struggle because if they just are handed it, they didn't build that muscle that they needed to get there. So, I'd rather give them the knowledge and the struggle to be able to become financially free than just give them the money and the passive income of financial freedom. So, I think I don't know if I would change anything. There

are some painful things that happened throughout my career and losses that happened, and lessons learned but I would not have learned those lessons if not. I probably would not have challenged myself to reinvent myself at a much faster pace. I kind of took the approach of every 10 years, I reinvented myself. Every 10 years, I retired and got the level of passivity and said, okay, what am I building next? And I probably would have fast-tracked that to every five years if I had to do that because that 10-year time frame really forced me to see, alright, this is the end of my life, this 10-year life. I need to accomplish something by that time frame, have something to show for it, and then start to build something bigger or something different on top of that. So, I probably would have fast-tracked how often I tried to reinvent myself.

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**WS:** Incredible. Ultimately, you would have looked for those challenges faster.

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**OC:** Yes, absolutely.

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**WS:** I love that. And I heard somebody say too that struggle is what builds character.

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**OC:** That's exactly it.

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**WS:** I love how you applied that to your kids as well.

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**OC:** If there's one thing my wife and I don't agree on, it's that 'cause she loves our kids, and so she wants to give them everything and make sure that they have no struggle ever in life. And I love my kids, and because of that, I wanna make sure that they struggle in life and they learn. So, we both love our kids tremendously, and it's just we have a different view of what that actually means for them.

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**WS:** Yeah. I appreciate your transparency around that as well. I'd rather them struggle on small things and learn those lessons, especially while you're there to oversee as well. What do you see is preparing for a downturn? Or, when you're buying a portfolio? Give us a couple of things like, I wanna make sure this and this happens, or this is what I'm looking at to ensure how if the worst thing happens over the next six to 12 months, I'm prepared for it.

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**OC:** Yeah, and I think a lot of people are thinking about this as of late because we've been in such an upswing and still are in a great market. But now we're seeing close to 10% inflation, we're nearing that. We're seeing 6%-7% interest rates. I wouldn't be surprised if we got the double-digit interest rates at some point. Really, it comes down to how we re-think that out. There're three things that helped me throughout my career: mentors, coaches, and then masterminds. They all play a different role and I surround myself with amazing agents and investors, and we talk through hypotheticals all the time in the mastermind. We just say, okay, hypothetically, so we already talked about what if it was 15% inflation, what if it was 15% interest rates. That's our new reality. What do we do? So, we throw out these astronomical scenarios. But now we realize, okay, if that's the new reality, everyone lives with that new reality. How do we still survive in that reality? And it usually comes down to making sure that you're prepared, making sure you have the right amount of reserves. I love leverage but I love responsible leverage in terms of making sure that's used towards something that typically cash flows that can support the leverage. I don't love when people take on debt on a highly appreciating asset but they're servicing that debt out of pocket. It doesn't cover itself but they're saying, well, with everything going up at 15% or 20% rate like it is right now, I'm clearly gonna cash out in a couple of years.

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**OC:** Remember what happened the last time. People thought - not to say we're in the same boat but it is a highly risky scenario - so as it gets riskier and as it gets more uncertain, if you start investing in things that are much more certain, like cash flow, like long-term rental growth,

whether it's on the active side or in passive syndication, that really, we all know that the market values go up or they go down. Not much we can do to control that, but the rent values do tend to, if you're buying in the right areas and with the right intentions in place, they tend to continue to be stable and continues to go up regardless of the market that we're in.

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**WS:** Love that. Appreciate the detail, you elaborating as well. It's what people wanna hear. What's he doing to prepare 'cause they're all worried about it also. What are the most important metrics that you track?

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**OC:** I love that. I think, not just on the investor side, I'm a broker as well, so I lead about 100 agent, real estate office here. We talk about numbers and metrics all the time, not just from the ownership side of things, but from the agent side of things. And really sales from day-to-day, week-to-week, it goes up and goes down, and tracking those trends is important. But ultimately that interest rate and that inflation, which we've talked about already, is probably gonna have a bigger impact than anything we've seen. So, I've been tracking that drastically over the last few years. I used to have a training called, What If. They're like crazy, hypothetical situations. What if inflation was at 5%? That was my crazy scenario two years ago in this training. That was my most requested training, and we went through what does that mean for your dollar and your value. And then, over the last two years, I've had to revamp that probably eight times every time it went up. And so now, it's what if it's at 10%? Because we're actually at eight and a quarter or whatever it is. So, how do we deal with that? Does that affect our decision because that's pushing things up? But it's obviously causing some things to counteract like interest rates as well. So, inflation because cost of materials, cost of labor directly affects us in every single transaction.

A renovation that I just completed last week was probably 30% more, something I did like a year ago on a very similar size home, materials, same type of finishes but materials and labor. So, just understanding how to raise that and as long as you're factoring that in and the

numbers make sense from the beginning, then you can protect yourself but it's been blindsided by, I thought it was gonna be \$80,000 and it was \$150,000. That can mess up your numbers.

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**WS:** I appreciate you elaborating on that as well. What are some daily habits that you have that you're disciplined about that have helped you achieve this level of success?

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**OC:** Funny you talked about many people that just get sucked into social media, sucked into scrolling and things like hours and hours a day of just wasted time. When I cut out a lot of waste of time in several years ago, I'm very limited on my news consumption. I got feed sent to me on very specific topics. I don't need to know what's going on with Johnny Depp or anything else like that. My wife, she updates me so I don't need to know. I will find out about it. Just my consumption in general, I use social media as a tool in terms of connecting and marketing but in terms of data consumption, I think is too addictive for most people to be productive on that. Then, I implemented several years ago, what's called Miracle Morning. Hal Elrod has a great book out there for people who wanna learn about it. It's all about turning your morning into a more productive morning. I've never been a morning person but that has been my superpower. I've been able to carve out states of flow every morning. Whether it's one hour or whether it's three hours to get more productivity in that one or three hours before anyone really wakes up and then I will the rest of the day, maybe even the rest of the week. My big goal to hit 40, 52 properties, 46 properties last year, that was all in the morning. Like literally, I still run a brokerage. I spend a lot of time helping my agents to their business. So, I'm not a full-time investor out there doing nothing but investing, I was able to do that with just a few hours every morning analyzing deals, analyzing deals, and then I'm done for the day. That was enough to get me to that level.

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**WS:** Incredible. I like how you highlight it, you limit your consumption of news and social media. Yeah, it's just a mess, it's so addictive. But even worse than that - I just wanted to mention this 'cause I think it's so important - it's what it does to your mind. It can just depress

you. I just hear so many people talking about it, and then I'm guilty of that at times as well. You see too much of certain kinds of news or even certain people on YouTube that you feel like bringing you good content. However, think about how you feel after you listen to that? Are you ready to go attack the next thing in your business? Are you just depressed? Social media can have the same effect, and so I love how you limit that. Then, also the Miracle Morning, could not agree more. Morning is my most productive time by far. Actually, it was that book made me really think about my time, how I'm spending that time in the morning, wasting it, hitting snooze or doing nothing productive changed so much for me.

If you can pick one thing that's contributed to your success, what would that be?

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**OC:** I think I've surrounded myself with really good people, good mentors, coaches - I throw them all together, and mentors, coaches and masterminds. I've known that I've never been the smartest person in the room. I've never known everything. I have found success from an early age but I just always knew that I could have equally been as much a failure. So, I always tried to figure out, no matter what level I'm at, find someone that's ahead of me and just talk to them, connect with them, try to add value to them in ways that actually makes sense. So, we have a mutually beneficial relationship. Although, I mentor and I coach a lot of people, I still have mentors and I still have coaches and always looking for who that next mentor and coaches.

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**WS:** Love that. How do you like to give back?

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**OC:** Giving back, obviously, there's financial. We try to separate a certain amount of our cash flow doors, and there's a percentage of them that actually do nothing but go towards giving back to charities and causes that are important to us. But I'm a big believer in education as well. The education that I did have necessary growing up, didn't have this financial education that I feel lucky I stumbled across it. I feel lucky that I went down this path. I could have easily not gotten on the path and been in a completely different situation. So really, I think the best

way that I give back is I try to contribute as much time as possible, teaching people about real estate investing, teaching people about financial education. So, calling myself a coach is not a business. I don't charge anything for that but I really want to put people on a path to completely change the trajectory of their life and their generations to come because now they have a different understanding or they have a different mindset around money. Whether it's all in real estate or not, it's up to them, that's clearly my specialty. But changing mindset is I think my favorite pastime as well.

**0:28:36**

**WS:** I'm so thankful for the interview and your time today. I hope that the listeners will look at challenges differently because of your story and how you have highlighted that today and really the benefits of looking for the next challenge. Even the portfolio BRRRR model, I think it's an incredible model as well that we could apply to so many different asset classes as well. And the pros of that model, we could use as well even in large multifamily deals. So grateful for that and for encouraging us to look for the next challenge and really the personal growth that happens behind that.

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

**0:29:10**

**OC:** Sure. I'm on social media, "Omni The Investor Guy" is my handle just about everywhere, Facebook, Instagram. My website is [OmniTheInvestorGuy.com](http://OmniTheInvestorGuy.com). I'm fairly simple to get a hold of, my cellphones on most of these sites, just text me. I'm on the East Coast, so just be cautious of the time but I do my best to try and respond to everyone.

**[END OF INTERVIEW]**

**[OUTRO]**

**0:29:27.4**

**WS:** Thank you for being a loyal listener of the Real Estate Syndication Show. Please subscribe and like the show, share it with your friends so we can help them as well. Don't forget, go to



the LifeBridgeCapital.com where you can sign up and start investing in real estate today. Have a blessed day.

**[END]**