

EPISODE 563

[INTRODUCTION]

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

And now your host, Whitney Sewell.

[INTERVIEW]

[0:00:24.1] WS: This is your daily Real Estate Syndication show. I'm your host Whitney Sewell. Today, our guest is Dr. John Demartini. Thanks for being on the show, John.

[0:00:34.0] JD: Thank you for having me.

[0:00:35.3] WS: I am looking forward to this conversation. I'm hoping the listeners are looking forward to it too. And when I noticed a big jump in my success personally and financially and in my business, is when I got my mind right. And when I started self-improvement and really focusing on that.

And John is a world-renowned specialist in human behavior. He's a researcher, author, a global educator. His education curriculum rangers from corporate empowerment programs, financial empowerment strategies, self-development programs, relationship solutions and social transformation programs.

He studied over 30,000 books across all the defined academic disciplines and has synthesized the wisdom of the ages which he shares on stages in over a hundred countries.

John, thank you again for your time, I'm honored to have you on the show. You know, you talk about your expert in self-improvement programs, relationship solutions. All those things are so important and I would say, before we ever start a business.

[0:01:34.7] JD: Well, that's so true because we're not one little area of life. We have all the areas of life that we're here to master. I always say that any of your life you don't empower other people will overpower you. If we don't empower ourselves intellectually, we'll be told what to think. If we don't empower ourselves in business, we'll be told what to do. If we don't empower ourselves in finance, we'll be told what we're worth. If we don't empower ourselves in our relationship, we'll be doing the honey do things all day. If we don't empower ourselves in social, we'll be told the propaganda that we're plying into. If we don't empower ourselves physically, we be told what drugs to take, what organs to remove. If we don't empower ourselves spiritually, maybe living in a dogma of antiquated ideas.

We have to be able to be accountable for prioritizing our life and living by what truly inspires and empowers us.

[0:02:19.5] WS: Love it, I couldn't take notes fast enough there. I could not agree more and I feel like you know, when I got started as an entrepreneur anyway, it didn't happen until I got my mind right and until I was just focused and I started learning some of those things. And so, I'm looking forward to this as well, let's dive it in, just jumping right into your specialty here.

But self-development programs to relationship training, whatever it may be. Where should we start? When we're thinking that entrepreneur that's listening, that's saying you know, "I just don't know if I can do this or I don't know if this is right thing for me," or you know, I can just hear it.

I will tell listeners, well, John is experienced in real estate. He's had over 20 million dollars in real estate as well. Just an amazing guy and is helping so many people all over the world.

But John, where should they start? What should we be focusing on to get our ball rolling in the right direction?

[0:03:08.7] JD: Well, it depends on the individual. Every human being has a set of priorities, a set of values that they live their life by. And some people's highest values are wealth building. Some people's highest value is business. Some people's highest value is raising a beautiful family. Some people's highest values are social causes. Some are physical health and fitness. Some are spiritual quests. Some are intellectual pursuits.

You have to be true to yourself about what you spontaneously dedicated to doing and identify what's really important and valuable to you as a starting point to know yourself. To know where your strengths and your core competence. And I always say, you got to start with what you know and let what you know grow, you got to start there.

Because many times, people compare themselves to others. Put people in pedestals and are too humble to admit what they see in them, these people inside themselves. And then envy them and try to imitate them and lose themselves in the pursuit of trying to inauthentic, trying to get rich quick or trying to get some success quick and immediate gratification usually cost them their life and not long-term vision which pays them.

Finding out what's core in their life, what's truly deeply meaningful, what's truly inspiring to them and set sail as captain of their ship around that, master their fate around that. It increases the probability of them being a master of their destiny, not a victim of their history. It increases the probability of them having momentum building, sustainable action steps that are prioritized towards an achievable end if they get clear about what they really want and not try other people's clothes on and trying to be somebody else.

As Einstein said when you're a cat, expecting to swim like a fish you're going to beat yourself up. If you're a fish, expecting to climb a tree like a cat, you're going to beat yourself up. But if you honor yourself for who you are, the magnificence of who you are, you won't live in an insignificance.

[0:05:04.5] WS: It's so hard not to compare ourselves to others, right? That's so difficult. And I try to tell my boys that as well as they compare themselves to each other, you know? But getting clear on what we're passionate about or what we're driven by. What are some tips to be able to

do that? Because I could say, "Okay, I have this passion over here but it may not have anything to do with my business."

[0:05:22.6] JD: Well, I've been teaching 47 years. 42 years I've been involved in studying human values and human drive. And if you ask an individual what it is that's important to them, most of the time, 99% of the time, it's skewed. I'll give you an example, I was standing in South Africa and I was speaking on success on it with Richard Branson and we had thousands of people in the audience and I said, "How many of you would love to be financially independent?"

Every hand went up. Then I asked, "How many of you are financially independent?" Most of the hands went down. I said, "Okay, I got a question for you. I'm going to ask you to do something, I want you to pull out a piece of paper. I'm going to give you 10 million US dollars. I'm just going to give you that's your gift. Now, you've got one minute to decide, what are the 10 things you're going to do if you're handed 10 million dollars right now? What are you going to do with it?"

You got one minute to quickly write it down to 10 things you would do. I gave them one minute, we timed it, we had a timer going and we went boom, they would write down the 10 things they would do if they had 10 million dollars all of a sudden.

I had them write that down and then they had to share it with the person next to them. And then the other person would have to calculate how much of that 10 million is left as something that's useable for buying assets. It ranged between 20 and 80. In one minute, in some people's case, 80% of what they had was spent on consumables that depreciated in value. And these are the people that will never become financially independent unless they have a change in values.

The people that actually bought something that went up in value, the assets, they're the people that are probably going to work towards financial independence. There was only seven people in the room out of thousands of people that actually only bought things that went up in value. They were the few people who are already financially independent.

The hierarchy of one's values dictates their financial destiny. And most people think they want to be financially independent but what they do is they filter their reality through living vicariously through the lifestyles of the rich and famous, spending and consuming depreciable things that

go down in value. And they become slaves to money instead of master because they're having their working for money and instead of having money work for them.

First, you need to know what their highest values are if you want to get ahead financially. That's what I've eventually had to discern, "What are the objective ways to do that. If I could share those?"

[0:07:40.9] WS: Wow, I love that exercise. That's really good to help people think through that, what is most important for them. You know, only seven people out of thousands, what about the rest of them? Since most of us are probably part of those other – the other that are not part of the seven, you know, how do we up ourselves?

[0:07:58.9] JD: Well, the first thing is to identify where wealth building is on your values because if you receive so much money in a month, based on what your values are, you're going to spend it according to what you value. If you have a higher value on buying Jimmy Choo shoes for instance and you do in buying a property, that's going to give you real estate passive income, then you're going to keep spending in on things that go down in values because your hierarchy value system is dictating how you make decisions in life.

It determines your perception, decisions and actions in life. I look at how to determine a person's values and find out what wealth building is first to find out the probability of them actually sustaining the action steps that will actually create the wealth they want.

There's a lot of people who have fantasies about doing it and then they drop out. That's the key.

I first look at how people fill their space because things that are really important to keep proximal to them, close to them and things that are really unimportant to them, they push away. I look at what we fill our space with, what did we spend, wherever we spend most of our time, what's mostly within our reach that we keep in our space? Is there computers? Is that a cellphone? What is it and what's the primary use of it? What's the primary purpose of those items?

Then I look at how they spend their time, they make time, find time, spend time on things that are extremely valuable to them. And I look carefully at what their life is really objectively demonstrating on how they spend their time. Mine is researching and teaching obviously, and travel.

The next one is what is it that energizes you? When you're doing something that's really high in your value, you have more energy at the end of the day than when you started and it gives you energy? But if you're doing something low in your value, it goes down.

The next one is where do you put your money. If you look at where your money goes, it tells you what's important to you. If you keep buying your clothes or you keep buying depreciable and you really want those things, you don't want wealth. You got to look at what's really honestly where your money's going. 53% of the gross income of my business, my entire business has gone to real estate or cash or reserves or stocks or buying companies or whatever. I have a value of wealth, that's why I'm financially independent.

The next one is what is it you're most organized and ordered in? Where you have a lot of order and organization and structure? That tells you what you value. Money circulates through the economy for those who value it least to those who value it most and from those who had the least and order and organization to those who had the most organization around it.

Then I look at what is your discipline and reliable and focused on? What do you spontaneously do that nobody ever has to remind you to do? That tells you what's valuable to you. The next one is what are you thinking about? What are you visualizing and what are you internally dialoguing to yourself about how you would love your life to be? That's showing true evidence to coming true. There's actual evidence that you're making progress on.

Because a lot of fantasies are things that are whims and your mind, but there's no actions, there's no fruitful outcome. If you're seeing evidence of it, it means it's important enough for you to keep going on it.

The next one is what do you love to converse with other people about most, what do you want to talk to people about most? People come up to you and said, "How's your kids or how's your

investments or how's your health?" What do you talk about most? That tells you what's valuable to you.

The next one is what is the most consistent, persistent goals that you had that you haven't let yourself down on, that you persisted on, that you actually have results on? What's the common threads to them?

What inspires you is the next one. What is it that's inspiring you and who are the people that really inspire you in your life that you aspire to be like?

The last one is what do you love studying about, reading about, learning about, spontaneously looking up on YouTube et cetera. What do you love to learn and feed your mind with?

You will find that the answers to these 13 questions will reiterate themselves and reveal by priority, what's really important to you based on what your life demonstrates, not by your idealisms, not by the social injections, but by what's really truly demonstrated in your life. And that's the starting point to start building a foundation, building momentum in a career path. We use this in many universities, determine their values as the key to career paths and wealth building paths.

People that do not have wealth building even on that list, I've gone to 30 billion areas. I've gone to people live in townships. I've done evaluations on values and there's a distinct difference in their values and what they spend their money on. People that have a value on wealth building are the ones that get there. People that don't have a value on it, they keep buying all the things and they keep going down in value and they learned the lesson.

[0:12:19.6] WS: Wow, I got 11 that I wrote down. I was trying to take notes.

[0:12:22.1] JD: The thought, the vision and the internal dialog, you probably put as one. But that's actually three.

[0:12:26.7] WS: Wow, good stuff John. I mean, just going through that list alone is going to help us to think about where we're at or like you said, I mean, what's most important to us, where our

goals are what's inspiring us, who is inspiring us? Say we do that but then we see that, "Okay, I don't have the correct thing on this list."

You know, I am wanting to buy the purses or the shoes or the cars or whatever it is, you know, that's been our focus. I mean, it's hard to change that isn't it? When you're thinking about that every day.

[0:12:54.6] JD: Your values are evolving. When you're zero to 10, you probably want to play. When you're 10 to 20 you probably want to socialize. When you're 20 to 30, you probably want to find a relationship and a career path. And when you're 30 to 40, you probably want to have a marriage and your own business. 40 to 50, probably want to have an affair, that's a joke. But there's different things that you do decade by decade and there's tweaking along the way or cataclysmic events that can change those.

But you can stack up and associate new associations in your brain. I've trained thousands of people to learn how to do this to increase the probability of having wealth building, being high enough on your value list to actually do the action steps that gave you a result.

See, every decision you make will give you the greatest advantage over disadvantages in your mind at that moment. If you don't have more advantages to buying assets that gave you an accumulation of wealth and you have a higher value and more advantages out of buying immediate gratifications, then the second you get money, it's going to go to that. You're not going to have money working for you.

We can stack up the associations and get the benefits of long-term and I've trained thousands of people how to do it, it's very easy to do.

And there's six steps that I found common to people who are billionaires. I don't think that showing you will be worth it but I just – these are six things that I found in very wealthy billionaires. 30 billionaires that I've interviewed. I live on a ship called the world and there's lots of billionaires that live on the ship and I've interviewed quite a number of them.

Here's the things that I found common to all six. One of them I got from *The Book of Wealth* originally by Hubert Howe Bancroft, a Pulitzer prize winner which is a masterpiece if anybody gets a chance to read this, but one of them is that they feel that they feel by divine providence or human sovereignty, they feel destined to serve vast numbers of people. That really have a desire to be of service.

Now, when I was listening to that guy Matt Shamus that was doing the interview, I got the impression he really cared about people and he wanted to serve them. He wanted to have an equitable, sustainable relationship with people and that's a crucial component because even in real estate or wealth building, if you're not serving people, you have no source of income. You got to care enough about human beings to be contributive in a sustainable and equitable – equanimity-based way. One is you feel that you feel called to serve vast numbers of people. There's a yearning. So, if you write down the benefits of your in your life, to your life of saving vast numbers of people and just start keeping an inventory on a computer of hundreds of benefits of doing that and what that will do to your life. That's one.

But one of them is building a business that serves a vast number of people because the vast fortune is going to be based on the sides of the vision of the contribution you make and the size of what you see for yourself. If you believe that you can buy a property and rent it out and you get a little prod of income that means you are serving one individual the rental person and you may be employing people.

But if you are thinking on a longer term and a bigger term and a vision, the bigger the problems you solve and the more people you serve the more income you have the capacity to generate. So, building a business, which is a fair exchange for people that serves vast numbers of people. And right now, 200 benefits to yourself of doing that and having a commitment to that and once the benefits stack up higher than the alternatives in your life you start noticing that you are now yearning to want to go and do that which is essential to know that you care about people.

Because people I always say if you're poor, it's because you are not caring about people, you care about people your directly or indirectly trying to find them solve a need for people.

The second one of the six is managing the business effectively and efficiently by priority and by core competency is focused to be able to maximize profits. So, you are actually able to pay the employees their best returns for their effort. And they are able to sell the customers the best product and the most effective and efficient way. So, it is working on the business not in the business effectively and efficiently consistently in a way that you care about your employees and you care about the customers. And ultimately that is how you get to be cared for yourself and 200 benefits of doing that, looking about it. Learning about Parkinson's Law and efficiency is in prioritizations and delegations and how to use time effectively.

Bill Gates is a great example that he asks himself on a daily basis, "What is the absolute highest priority thing I can do today with the resource I have to serve the greatest number of people the most effective and efficient way and a way that inspires me?" That is a great question to ask every day.

The third thing is to say that never progress your portion of the profits to maximally squeeze out to make yourself more efficient to a profit. So, you actually build up a cushion. I think it was Shamus that showed how important it was to have a cushion and the top 100 companies have large cushions at least 40% of the gross income with yours to a 100% or more but cash cushions to make sure that they are not emotional and they're strategic and they maintain objectivity not subjectivity and make sure that they build up a cushion because the people are the cash and the people have that are the people who take advantages of the cycles of the crash. They can also basically not have their emotions and they can qualify the clients that they work with and put 200 benefits of doing that then 200 benefits of accumulating partly of investing in every greater degrees of leverage and this is learning the art. I am sure you have mastered that, learning the art of leveraging through partnerships, through banking industries, through higher class investments but learning the art by building brands like Trump had done and I've done.

But basically, going and building a leveraging mechanism and capitalizing on stair-stepping nested hierarchies of leveraging. So, you can basically maximize your returns and you actually make yourself work more efficiently as you go along.

Number five, the 200 benefits of that of accumulating a vast fortune and building wealth because if you don't you'll just buy clutter. You fill your house with stuff because you don't have any cause of that. And 200 benefits of building a fortune.

And then the next one is 200 benefits of creating a financial cause that leads to legacy, something that gives you a reason to get up because if you don't have a greater cause ever growing the plateauing of money can occur in your life and you go, "Okay I've got it. I don't have to work" and then you can get into debauchery instead of a philanthropy. So finding a cause that inspires you that's greater than yourself that builds you and builds a fortune.

And I found these six things common in the wealthiest billionaires that I have interacted with.

[0:19:17.9] WS: So, they write down the 200 benefits of each of those things.

[0:19:21.3] JD: To raise the value of wealth building in their life so they have some reason for doing it because if they don't, it's a whim. It is a temporary little thing, it's a side venture instead of a real cause. The greater the reason for doing it – When your why is big enough the hows take care of themselves.

[0:19:35.8] WS: So, I was doing some research on you and I heard you say that in a different video and I wrote it down and I wanted to bring it up. I am glad you just said it, that was perfect timing because I was going to quote you saying that but you beat me to it. But no, I couldn't agree more and personally I have seen it myself when our why became big enough. It's like, "Okay, you know that's what our focus can be," and other things start to happen.

So awesome, I don't even know where to go after that, John that's incredible. If we could do those things and write down that is going to change our mindset no doubt. Just going through that process alone is going to help us to think probably a lot differently.

[0:20:10.5] JD: Also, there is two things that I tell people that I always say that there's nothing missing in us we just think there's missing because we keep comparing ourselves to other people. But to look at where your hidden assets are in life. Everybody has hidden assets, sometimes it is intellectual property, sometimes it social context, sometimes it's inspiration,

sometimes it's knowledge, sometimes it's their charisma, their social charisma, sometimes it is their beauty. But everybody can capitalize on hidden assets.

It's wise you go around the seven areas of life and look at where hidden assets are and then ask yourself how to convert those into liquid assets because there is a lot of value in that. I'll give you an example, I had a lady that worked for the Chamber of Commerce in a city and she was making \$45,000 a year, a very small income just doing social events for the chambers but at the meantime, she was everybody and anybody in that town that had power.

I mean it was amazing who she was meeting is the movers and shakers but she was never leveraging it. And then she said, "But I feel like I am working my butt off and I am not getting a lot of return out of it," and so we haven't had a value on wealth building. So, we stacked up the values of it, we got new creative ideas because whatever is highest on our values is where our innovation and creativity comes from and all of a sudden we came up with an idea.

We created a company called the Liaison Group and she organized a non-disclosures and some no competition documents some things like that and then what she did is she went and every time she was giving people's names to people that were closing big multimillion dollar deals instead of giving away because she knew the people and led them to the right people, she got in on the deals and she went to 45,000 to 700,000 in one year.

700,000 closing deals because now she realized she was capitalizing her social cash, her social wealth. There is genuine wealth, there is financial wealth but there is intellectual wealth. I've got a lot of intellectual, the intellectual property that I sell. There is others at social context and amazing context and get leverage out of that. So, you want to look and make sure you are not throwing away capital that can be converted into financial capital.

So, going through and doing an inventory and hidden assets and make them revealed assets and turned into liquid financial assets is a good exercise.

And one thing I just thought with it that would really be helpful probably for everybody is as you are going through your educating people and you are inspiring people because I was educated

and inspired by watching two of your podcasts, they are very inspiring and I was going to save and take some notes.

Now I've got notepads that I have taken notes on them and I'm thinking, "Wow, anything that has proven that are absolute gems that you know work in the industry of the syndicated investments or multifamily unit investments the have the apartments, their condos whatever. Anything that has proven to work by everybody that comes on those and talks about it, if you take those and list those and then link those to your highest values by asking how specifically is doing this checklist This action step that has proven to work, the gold mines, the golden gems of daily action, how specific does it help me fulfill what is deeply meaningful to me?"

The more you make the links, the higher the probability that the checklist will be checked off every day and you'll have a higher probability of sustainable high-priority actions that build momentum to achieve the financial goals that you set out for.

[0:23:26.2] WS: Wow. I loved how you talk about the example of the hidden assets as well. I could relate to that but what I wanted to ask you about that is how, you know if she didn't have you – Let's say there is somebody that you didn't see that in her, how do we find those? How do we break those blinders off, right? I mean to see that that value is even there?

[0:23:43.9] JD: One of the little exercises that I do with clients and my programs, in my signature programs The Breakthrough Experience, which I have done 1,094 times around the world is what I call owning the trades of the greats. What you do is you take the most powerful people on the planet in each of the areas of life that you endeavor to master and make a list of every trade action or inaction, things they do or don't do that you look up to and go, "Wow that's amazing skills."

Their disciplined, their perseverance, their drive, their vision whatever it may be and go and make a list of what it is and then go inside yourself and ask this question, "Where and when do I display and demonstrate that same specific trait action or inaction inside myself and where was it, who'd I demonstrate to, who perceives me that, when did I do it?" And document that there is nothing missing in you. You have it in a different form.

See I don't go to the gym every day. I do a little pushups and sit ups and then some things and some surfing occasionally. I surf the north shore of Oahu in November at pipeline. So okay, I am a surfer guy. So, in the process of doing it, I go in there and I take something I admire in somebody. The illusion is I need to develop that. The reality is you have it already in another area what's in the era of your highest values but you don't have their values. That is why you are not disciplined in their areas.

But if you go and find out where you have it in yours, you won't come from the idea that I am missing it and that I have something lacking. I just have a different set of values and if I shift my values I can excel on that same area. So, going there and I call it owning the traits of the Greats because if you find out that you have everything that you see in them to the same degree quantitatively and qualitatively, you won't be living in their shadow. You will be standing on their shoulders and you'll build momentum and play a new field of possibility.

I have done this with celebrities. I have done it with business people, financial people, all different types of people. I have seen it in young people rising up in power, there is nothing missing in us. We're just not honoring the form because we're a cat expecting to swim like a fish sometimes. That is why envy is ignorance and imitation is suicide, as Emerson said.

Einstein said, my contempt for authority is what made me want. Instead of seeing and looking up at authority, which has since robbed you of your creativity and your confidence, you want to go in there and identify where do I have that I see in them? Because it is not missing.

If a person does that, they will play in a new field of possibility, absolutely playing a new field and new opportunities will come to them and people that are normally playing in bigger leagues show up in their life and give them bigger opportunities.

[0:26:13.3] WS: It makes you walk differently doesn't it?

[0:26:15.2] JD: Absolutely.

[0:26:15.9] WS: John, it is incredible, unfortunately we are almost out of time. Is there anything you like to leave the listeners with right before we have to go?

[0:26:22.6] JD: Money circulates through the economy from those who value it least, to those who value it most. If you have order and organization and put your financial house together and know exactly where you are, exactly where you want to be, what is financial independence represented to you and how you're going to get there, you have a higher probability of getting that outcome. You need to know what your assets are, you need to know what your liabilities are.

You need to know what your net worth is, you need to know what exactly you want to live on passively to live a lifestyle you dream about, be real about it. You'll know what the actual returns for the investments that you are pursuing and you know what those real returns are not high. But the real means, the real average on the conservative basis you'll get real. That is after all the challenges.

You need to know what the inflation rate is. You need to know exactly what the total net worth is you have earning that interest rate minus that inflation rate to give you what the exact number that you are targeting and then you need to have a strategy and that is what people like yourself could go in. And give them a strategy and the ways of doing it. You'd given the investments but giving them a strategy then they need to have that strategy, those action steps linked to what they value most.

So, they have the highest probability of living by priority and achieving that building momentum to have that outcome.

[0:27:33.1] WS: John, thank you so much. I know this is going to be a show that I am personally going to go back and listen to probably numerous times. I cannot thank you enough for the value that you have provided. I hope the listeners will also go and check you out at your website and learn more about you as well and we're going to tell them how to do that but first, tell us how you like to give back?

[0:27:50.0] JD: You know what I do – Is my philanthropic ideas, I am involved in education. I am an educator so I love helping youth primarily in education. I do a lot of educational systems in places in Africa or sometimes in Asia because I was a homeless kid and a street kid as a kid. I

don't know if you know that. I was a drop out of school I never finished high school. I was blessed to meet a gentleman when I was 17 years old that turned my life around.

One man in one hour and one message one day that just absolutely changed my life. And I love doing that making a difference and doing everything I can to learn as much as I can and share as much as I can to make a difference in young people because they are the people that are going to run this world in the future so that is where I put a lot of philanthropy.

[0:28:32.0] WS: I love that. I love it just the mindset of always giving back and being focused on that. So how can people can in touch with you and learn more about you?

[0:28:39.5] JD: They can simply go to my website, drdemartini.com. Just drdemartini.com. And by the way on there is a complimentary value determination process. So, they can go on there it is private. Takes them 30 minutes, it will help them narrow down what the values in their life is and that they can structure life because if you are not filling your day with high priority actions and inspire you it's going to fill up a low priority distractions that don't. One is going to raise yourself worth, one is going to undermine it.

So, go on and take advantage of it. It is complimentary, it is private, you can do it again and watch it over your own life and watch it evolve but that would be very helpful I promise in the endeavor of mastering not only your life mastery but also your wealth mastery.

[0:29:16.4] WS: Thank you for the value you have provided. I hope the listeners will go there. I am going to go check it out myself.

[0:29:21.3] JD: Yes, thank you for the opportunity to be on your show. Thank you.

[END OF INTERVIEW]

[0:29:23.7] WS: Don't go, yet. Thank you for listening to today's episode. I would love it if you would go to iTunes right now and leave a rating and written review. I want to hear your feedback. It makes a big difference in getting the podcast out there. You can also go to the Real

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[OUTRO]

[0:30:04.5] 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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