



Presented By:



NEAL BAWA

APARTMENT MAGIC BOOTCAMP

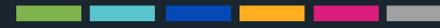


A Warm Welcome to Everyone



Multifamily University

Our Goals for Bootcamp



The Agenda

- ✓ Introduction to Neal and to MultiFamilyU
- ✓ Syndication Fundamentals
- ✓ How to pick the cities that you want to invest in + Lab
- ✓ How to pick the neighborhoods that you want to invest in + Lab
- ✓ How to find brokers and properties – Follow along demo
- ✓ Group activity: networking with a difference



Our Goals for Bootcamp

The Agenda

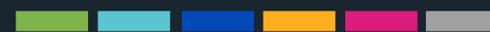
- ✓ Buying right – Underwriting deep dive + Full demo
- ✓ Group activity – Partner with people with complementary skillsets
- ✓ Finding, selecting and working with property managers
- ✓ Buying right – due diligence / rent and sales comps
- ✓ How to raise money – The step-by-step tutorial
- ✓ MegaMarketing - Learn how to market properties – PMs often don't lease quickly
- ✓ QA + CrowdSpeak – You pick the topics from a big list provided
- ✓ Evaluations



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BASICS AND EXPECTATIONS



Let's Start the Bootcamp by Going Over All the Basics

House Keeping

Part 1



BOOTCAMP RUNS 5PM until 7PM (PST)

- ✓ We might run a little bit later than that, but 7:30 PM is hard stop on all days.



ALL SESSIONS ARE HD VIDEO RECORDED

- ✓ All sessions are recorded and will be available in your secure login at:
multifamilyu.com/my-courses/
- ✓ Releases the morning after each session ends.

House Keeping

Part 2



EMAIL ADDRESS

- ✓ I get asked for my email address a lot, so here it is:
- ✓ neal@multifamilyu.com



LEARNING AND DOING

- ✓ Unlike most bootcamps, I will not be spending a lot of time running motivational videos or testimonials. There really isn't a follow up product or service that I am going to pitch at the end of the day, so the boot camp will be spent learning and doing.

House Keeping

Part 3



WHITELIST MULTIFAMILYU.COM

- ✓ Our emails are going to spam for many of you. Don't keep digging them out of spam. You will miss a lot of updates later on, during and after the boot camp.
- ✓ Whitelist the domain multifamilyu.com in your email.

Don't know how to Whitelist a domain?

[Go to START HERE and you'll see it under the LINKS section](#) on your course page for a super easy tutorial.

How To Access PowerPoint Decks



1



DIGITAL COPIES

- ✓ As an eco-friendly boot camp, we do not ship printed binders.
- ✓ All PowerPoint decks are available as copy protected PDFs

2



ACCESSIBLE ONLINE

- ✓ PowerPoint Decks are stored on your account at the website: multifamilyu.com/portal
- ✓ Login with your username & password

3



ONE YEAR ACCESS

- ✓ Load it up on your laptops if you like.
- ✓ Access will expire in 365 days.
- ✓ You will not find the decks for future sessions, only for the current session.

How To Ask Questions



PARTICIPATION IS CRITICAL

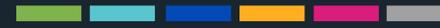
- ✓ You will learn twice as much if you participate and ask questions. We would love for you to keep your camera on and mute and unmute as necessary.



QUESTIONS BOX

- ✓ Type in your questions into the questions box. Neal is reading the questions, and will answer that as we go.

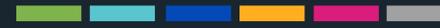
Property Sizes: What to Look for



FOR YOUR FIRST APARTMENT DEAL:

- ✓ We suggest you look at **25-50 unit properties**

Property Sizes: What to Look for



While larger properties have economy of scale, starting with 25-50 units for your first deal has these benefits:

- ✓ **Less competition** from pros. The larger units have more competition from companies with a better track record than you do, so they are more likely to win.
- ✓ **Lots of deals** – there are more deals in the sub-50 unit market than in the larger market
- ✓ **Easier to raise money** – 2-6 investors are sufficient
- ✓ They **close faster** (they close in 30-45 days, whereas the large ones close in 90-120 days)

Property Sizes: What to Look for



- ✓ **Due diligence** is easier on a 30 unit vs 150 unit project. You can walk through more in a single visit to a metro
- ✓ **Underwriting** is somewhat simpler
- ✓ **Pocket listings** (better deals not listed on loopnet/MLS) have almost vanished in the 30+ size range
- ✓ **Most importantly – it's a simpler mindset.** Mentally, everyone in the room today is likely to think that buying 30 units is easier than buying 200 units.

None of this changes the Philosophy that when it comes to apartments, **BIGGER IS BETTER**. Once you are comfortable buying and closing, keep moving up in size

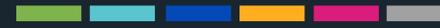
Let's Start by **Setting Expectations**



We are NOT 'Gurus' and don't pretend to be

- ✓ Gurus charge tens of thousands of dollars per student and are full time education professionals.
- ✓ We are active real estate investment pros and are here sharing our learning with you, to grow our network.
- ✓ Our goal is to give you **10X value for your investment**
- ✓ But not a 50X return. So, this boot camp isn't the equivalent of the Dave Lindahl or Brad Sumrok mastery program, and is not meant to be.

Important Legal Disclaimer: **Please Read**



- ✔ We are not investment advisors, and this boot camp is provided for educational purposes only
- ✔ All investments involve different degrees of risk. You should be aware of your risk tolerance level and financial situations at all times.
- ✔ Read all investment docs carefully before making any investment decisions. All information should be researched prior to investing any money.
- ✔ You are free to accept or reject all investment recommendations made by us. All services that we offer are subject to market risk and may result in loss to your investment.
- ✔ As you know, a recommendation is not a guarantee for the successful performance of an investment, and we cannot guarantee against losses arising from market conditions.
- ✔ Do not invest your money on our recommendation alone. Consult a professional advisor.



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OK, LET'S DIVE IN!

