

BUY MORE TIME

BECOME MORE PRODUCTIVE

Presented By:



NEAL BAWA
Grocapitus & MultifamilyU



Multifamily University

BECOME AN OMNIPOTENT WORK GOD



The Turnkey Field Guide to Working with Virtual Staff to Build Your Dream Business

Meet Neal

President and CEO, Grocapitus



Neal Bawa

CEO & Founder



ABOUT NEAL

- ✓ Neal's companies have owned / managed a portfolio of over \$265 Million
- ✓ Over 2,000 units of Multifamily and Student housing, in 8 states
- ✓ Nationally known Multifamily mentor and speaker
- ✓ About 5,000 investors attend his Multifamily webinar series and hundreds attend Multifamily Boot camps
- ✓ Co-founder of the largest Multifamily Investing Meetup in the U.S. with 10,000+ members.

KEY FOCUS

Investor Management

Leasing and Tenant Marketing

Submarket and Property Selection

Operations and Metrics

Sample of Grocapitus Portfolio & Track Record



Equinox at Knight

This well maintained value-add 194 unit project in suburban Atlanta is in a submarket with incredible schools, and offers projected cash flow of 8% from 2020 onwards. The property projects a 1.9X equity multiple with an 18% avg. annual return.



Equinox on Prince

Purchased March 2019, our first property in Tucson, AZ is an older 114 unit property in a growth area with new medical centers and malls nearby. Under market rents and tired units offer a true value-add opportunity. We've boosted occupancy by 10% in our 1st month as we re-brand and renovate to create a modern apt community.



The Falls at Crismon Commons

New 240-unit A class property in high-growth metro Mesa, AZ. Development includes allocation of 40 vacation rentals and 200 long-term rentals architected to maximize income and profits.

Ground-up construction commences Q2 2020 with completion expected by Q3 2022.

The GRID

217 units ground up construction next to transit and BNMC medical university campus in Buffalo, NY.

Started construction July 2019, for Q1 2021 completion.



Chelsea Place

174-unit Class C property in East Atlanta, 95% occupied. Value Add project with under market rents, will undergo light rehab and rents pushed to market. Two miles from our other Atlanta property, so lots of efficiencies here. Purchased December 2018.



Storage Depot

718 unit value-add storage facility with adjacent land for expansion. We will rebrand and reposition it as a green facility by adding two solar arrays to power the entire complex, more climatized storage units, RV parking, as well as an EV charging station. Fully subscribed



Lakewood Oaks

Our first project in Jacksonville FL is a 138-unit Class C (vintage 1974) in an emerging Class B area, acquired in Feb 2019. With under market rents, and no renovated units, this is a true value add. We will re-brand it, reposition it, then explore the possibilities to build 32 additional units.



Park Canyon

151-unit Class B Property in Dalton GA, Chattanooga Metro. Under market rents and 20 down units from a fire gives us opportunity to add significant value in this project.

Property purchased November 2018.



Coyote Creek Apartments

116-unit new construction multifamily in St George UT, a city with 2% vacancy rate, and the property is zoned for vacation rentals as well.

Construction starts Sept 2019, for completion Q1 2021.

AND MANY MORE...

Two Cents From Our Lawyer



Please read

- We are not investment advisors, and this seminar 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.
- 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.
- HOUSEKEEPING – Recording? Questions?

#1: Biggest Problem That Business Owners Have



You are working FOR your business, not ON your business



#2: Biggest Problem That Business Owners Have



We Learn to Lie To Ourselves



#3: Biggest Problem That Business Owners Have



We Don't Want To Acknowledge The Truth – We Have Third Stage Superhero Syndrome



Epiphany



WAKE-UP CALL

After spending the first year of my business working 14-18 hours a day, seven days a week, it became clear that I could no longer attempt to do everything on my own.

Perhaps it was the week in the hospital following that year that gave me the wake-up call that I needed. My life changed within months of hiring my first virtual assistant.

Cliff Ravenscraft, Podcastanswerman.com

Epiphany



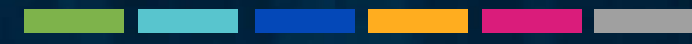
IN CONTROL

I'm not going to lie. My business used to be a stress-fest until I unleashed the power of outsourcing on it.

*It literally changed my entire business world and **now I can work when, where and how I want.***

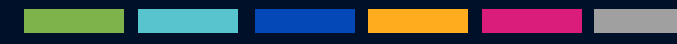
David Siteland Garland, Host of
The Rise to the Top

Virtual Team: Why Build One in the First Place?



Because... The Business World Has Changed Drastically In The Last 10-15 Years And You Must Change With It To **Survive**

Virtual Team: Why Build One in the First Place?



HIRING WITHOUT GEOGRAPHICAL CONSTRAINTS

Very Powerful If You Live in an Expensive Metro



HUGE COST-SAVING BENEFITS

Especially If Working With Overseas Staff



QUICK & EASY HIRING FOR ONE-TIME JOBS

You Can Hire Someone on the Same Day & Get Them Productive the Same Day



MINIMAL PHYSICAL OFFICE REQUIREMENTS

All Virtual Assistants Are Setup to Work From Their Home Office



BEFORE YOU HIRE YOUR FIRST VIRTUAL ASSISTANT



Here is What You Need to Know First



NO ONE SIZE FITS ALL

There is no one VA anywhere on the planet who can handle everything you need help with in your business.

Super VAs

DO NOT EXIST



General VAs

(GVAs) DO EXIST



TASKS A GVA CAN DO FOR YOU:

- ✓ Online research
- ✓ Online purchases
- ✓ Calendar updates
- ✓ Travel reservations and vacation bookings
- ✓ Scheduling appointments
- ✓ Social media posts
- ✓ Collate articles and send weekly update
- ✓ Send follow up emails
- ✓ Dental and health checkups



Garbage In

GARBAGE OUT



DIRECTLY PROPORTIONAL

The quality of work you get from VAs is proportional to the quality of the instructions that they receive.

Are your instructions clear and concise?

Freedom: Three Lists



What Tasks Do You Want Freedom From?



VAs: Common Types & Their Salaries



The Six Most Common Types of VAs That Are Readily Available



**GENERAL
VA**

\$5 / HOUR



**WEB
DEVELOPER**

\$8-10 / HOUR



**GRAPHIC
DESIGNER**

\$8-10 / HOUR



**INTERNET
MARKETING VA**

\$6 / HOUR



**CONTENT
WRITER**

\$4-6 / HOUR



**VIDEO
EDITOR**

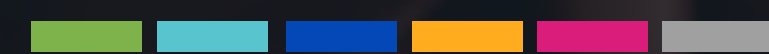
\$8-12 / HOUR

But first...

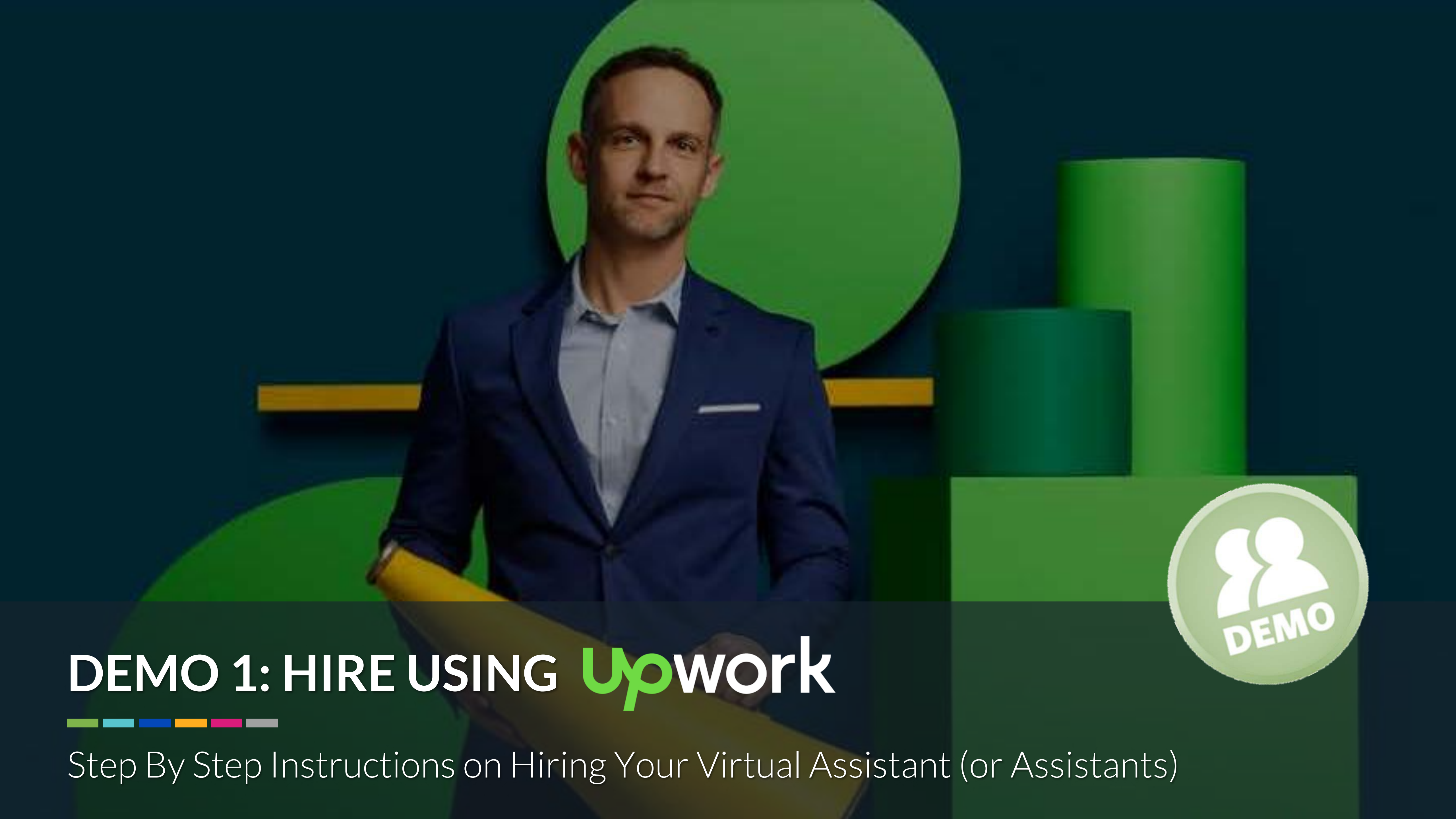
A Little Bit About Our
Projects & Programs



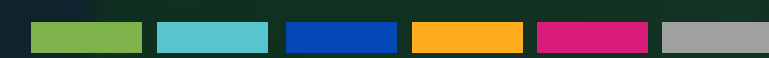
HIRING YOUR VIRTUAL STAFF



Step By Step Instructions on Hiring Your Virtual Assistant (or Assistants)



DEMO 1: HIRE USING **Up**work



Step By Step Instructions on Hiring Your Virtual Assistant (or Assistants)

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Thank You for
Joining Me

QUESTIONS?

Free Online Training

REAL ESTATE TRENDS

Critical updates 2019...
PLUS Top 10 cities For Investors

With Neal Bawa



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SECURITIES LAWS

What you need to know
about securities laws

With Kim Lisa Taylor



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WHAT YOU NEED TO KNOW OPPORTUNITY ZONES

Unprecedented New Real
Estate Tax Strategy

With Neal Bawa



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USING LLCs FOR STRUCTURING REAL ESTATE TRANSACTIONS

With Clint Coons



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EVALUATING MULTIFAMILY PROPERTIES

Step-by-step through
our proven system

With Anna Myers



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EVERYTHING INVESTORS NEED TO KNOW ABOUT THE NEW TAX LAWS IN 2020

With Toby Mathis



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TAX STRATEGIES FOR PASSIVE INVESTORS

With Brandon Hall



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AIRBNB & VACATION RENTALS

Your Secret Profit Weapon

With Ken Barton



Free Online Training

NEW INVESTORS GUIDE TO MULTIFAMILY FINANCING

How To Successfully
Finance Your Deals

With John Brickson



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