



Neal
Bawa

SUPERMAN VS KRYPTONITE

Use your superpowers to partner with others in the room



Multifamily University

*My name's _____, and I am from (awesome/sunny/snowy, armpit) __city,
state____. I am going to own _____ units in the next 2 years (feel free to
replace this statement with confident / conservative /funny statement)*

SUPERPOWERS & ACHILLEES HEELS

UNDERWRITING

I would marry a spreadsheet if
I could. Googling Excel Tinder.
OR
Oooh those numbers make
me feel tingly all over

DD/ PROPERTY VISITS

I fly like an eagle **OR**
Stewardesses know me by
first name. **OR** Due
Diligence is my middle
name, honey

ASSET MGMT

I am every property
manager's nightmare. Let
the wolf loose, team **OR**
I will manage my assets
better than Marilyn
Monroe managed hers.

RAISING MONEY

Let me loose on those
unsuspecting investors. They
won't know what hit them
OR You're looking at the
ultimate money machine,
people

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UNDERWRITING

Myers put me to sleep with
those spreadsheets rah rah rah
OR Can you guys please save
me from the underwriting
brain damage

(feel free to replace with
similar statement)

DD/ PROPERTY VISITS

Planes make me sick. Even
talking about planes makes
me sick

OR

I have the neediest kids in
the world.

OR

My husband will die of
hunger if I go away to do
due diligence on a property

ASSET MGMT

If you put me on one more
asset management call,
you will smell my brain
melting. SLOWLY.

OR

I didn't show up on time
for my own wedding. Just
saying.

RAISING MONEY

What? I have to meet other
people? Real people?
Nooooooooo

OR

Unfortunately, I have a 100
yard legal restraining order
for everyone I know.

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THERE IS STRENGTH IN NUMBERS



Chart 1

I can build, improve and repeatedly fill very complex multi-tab underwriting spreadsheets, and write formulas

Chart 2

I can jump on a plane whenever needed to check out a property, meet brokers and property managers and perform due diligence

Chart 3

I can asset manage the property once its purchased by working with property managers every week

Chart 4

I can spend time on an on-going basis to meet with potential investors & communicate with them after investment

Chart 5

I am very good in accounting, financial spreadsheets, P&L statements, K-1s and tax filings

[Go to Link 25 in Bootcamp Portal sheet](#)