

Q: Carole, what do you do?

A: I help clients grow their investment portfolio. I am a licensed real estate broker in both Texas and California. I am also a CCIM designee. CCIM stands for Certified Commercial Investment Member. It's the PHD in commercial real estate. I have been in the business for 20 years.

Q: What are you specializing in?

Commercial real estate, investment properties such as Hotel/motel, retail shopping centers, multi-family, office/medical office, industrial warehouses, mixed – use project and land development.

Q: What is the difference between buying a home with 3 bedrooms and 2 bathrooms vs. investment property?

A: The short answer is ROI. Return On Investment. The long answer is depending on your preference and your investment objective. Do you rather own 10 Single Family Homes ? or Do you prefer an apartment complex?

Q: For the listeners out there, they might said “ Well, I want financial security and I don't want to fix the leaking roof and dealing with tenants. What would you recommend them to do?

A: Triple Net property is the best investment tools for investors don't want to deal with managing the property. We call this the “ mail box money “. NNN tenants are the fortune 500 companies that lease the property from you. Every month,

the corporate office will send you, the investor, the rent check automatically.

Q: What are some of the example?

A: Fast food restaurants like Jack In the Box, Burger Kings, Wendy's. Walgreen & CVS pharmacy. I also have clients who only want banks like Chase Bank & Wells Fargo Bank.

Q: What is the minimum investment requirement?

A: The price range from \$ 1,500,000 to \$ 5,000,000. It is all depending on your down payment and your financial goals.

Q: What will be the consequences for investors who don't want to sell because they have to pay the heavy capital gain?

A: Everybody pays taxes. The more you make, the more you will have to pay to Uncle Sam. However, 1031 exchange is the tool for them. You are selling a \$ 1,000,000 and 1031 exchange to something larger than \$ 1,000,000. You are deferring the taxes.

Q: What is the best advice you can give to our listeners out there?

A: Two words. " Diversify " & " Leverage " .

Please call me, email me if you want to talk to me in private. I am available to help. Thank you for inviting me today. It is my pleasure to be here.