




VINNEY “SMILE” CHOPRA

Spinning of Five Plates for Successful Syndications

A man with a mustache, wearing a dark suit, a light blue shirt, a patterned tie, and dark sunglasses, is walking towards the camera on a paved path. He is smiling and has his left hand slightly raised. In the background, there is a pond with some rocks and a building with large windows. The scene is outdoors and appears to be in the late afternoon or early morning.

***“Yes! You can become
a Great Syndicator like
me if you can Master
the Art of Spinning 5
Plates Effectively”***

Over the last 12 years I have successfully done 26 syndications; the journey has been quite exciting and rewarding. I would like to share my philosophies and important aspects of this Art of Investing in larger Commercial Acquisitions.

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VINNEY'S SPINNING OF 5 PLATES AT ONCE TO SYNDICATE EFFECTIVELY

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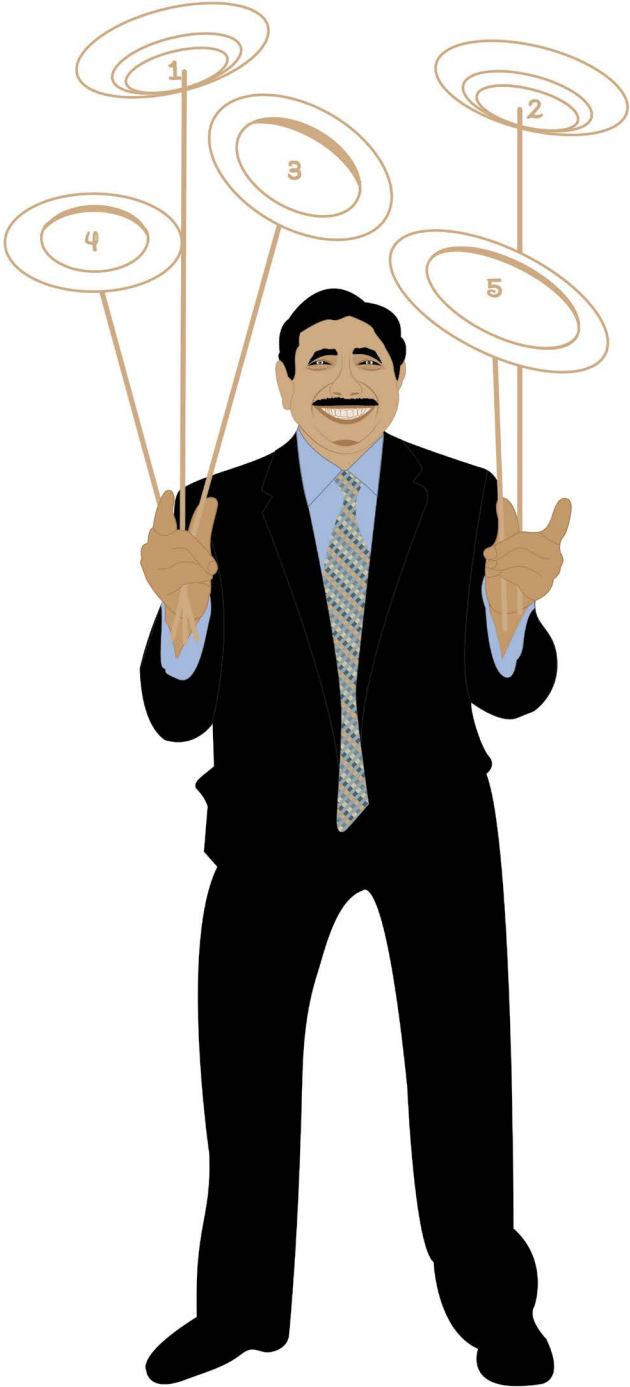


PLATE Number 1:

BUILDING SUPERB TEAMS: BROKERS, CONTRACTORS, DUE DILIGENCE TEAM, LEGAL (RE & SYNDICATION) COUNSEL, MANAGEMENT COMPANIES

You need good relationships with Brokers to get Pocket or Napkin Listings (Vinney invented this term as in his experiences he got a text or a call from his network of Brokers as soon as the Seller sat down with them for Coffee or lunch and wrote out on “Napkin” their intention to sell the asset and the approximate terms of the sale).

It's imperative that we build a strong relationship with many Brokers in “Emerging Market” that we are pursuing. For a great Syndicator, it's of supreme importance that the market to buy in must be a strong Emerging Market where the Investor's money will flow in easily and quickly.

Choosing a great partner to work with is essential also; many times, in the beginning the need is to seek out a high net worth partner or the one who is experienced in commercial RE acquisitions.



PLATE Number 2:

BUILDING INVESTORS LISTS AND RELATIONSHIPS

- Building Investors Lists and Relationships
- Softening
- Educating them
 - Feeding them information through Monthly Newsletters
 - Personalized emails (Keep educating them about the benefits of Multi-family investing, ways to do it and Emerging Market news)
 - Educating them about How to use their retirement funds (IRA, 401(k) via Self Directed accounts)
- Why they should be **READY** to JUUUUUUUUUUUUUUUUMP IN at the right opportunity.
- Let them know the essence of the **SHORT** Window Time to invest in **SYNDICATING!!!**

First Come First Served Basis!!



PLATE Number 2: BUILDING INVESTORS LISTS AND RELATIONSHIPS

Vinney designed a great idea: paying 2% annual interest on the Funds from Investors after filling out the proper paperwork; the interest is paid from Day of Deposit till the Closing Date.

- Ask for referrals and meet them professionally.
- Do Webinars.
- Attend RE Meetings and REI Meetups, Meetup groups, Toast Masters Clubs, Chamber of Commerce
- Philanthropic Organizations involvement (High net worthmembers gather here).
- Remember if the Investors don't show up to Dance at the Closing; It's no deal at all!!!

So, we must cultivate and nurture our relationships with Investors. They are Gold!!!

PLATE Number 3: UNDERWRITING

- Underwriting aggressively to find the “Golden Opportunity”.
- Get lots of Oms (Operating Memorandums from Brokers) – offerings. It is important to learn the materials well.
- Just fill out the CA (Confidentiality Agreements) – Practice! Practice and More Practice!!!
- Get good at the sampling
- Understanding the tricks and the rules of Cash Flows and COC, NOI, IRR, ROI, All Ratios.



PLATE Number 4: LOAN QUALIFICATION

- **Get a Loan Broker fast.**
 - He will guide you
 - *Prepare your financial statement. Liquidity is a must for any investment (approx.. 6 mo. to 10 months of the mortgage after Closing).*
- **Get the knowledge of what you can qualify for.**
 - You may need to get a high net worth partner initially to qualify for loan.
 - Or target seller financing.
 - Usually the Net worth has to be equal or more than the amount of the loan.
- **Get great **Syndication Attorney and a Real Estate Attorney.****
- **Decide on the right Entities structures.**
- **Total trust, confidence and relationship building.**
- **Research and Hire a Marketing company or virtual assistant to design the Investor Info Summary Packet.**
- **The PPM and documents need to be prepared by a reputable Syndication Attorney**



PLATE Number 5:

PROPERTY TAKE OVER AND MANAGEMENT TEAM

It is imperative that we prepare ourselves fully as to what happens on the day of closing. The takeover process is detailed and must happen smoothly. A decision needs to be made to Self-Manage (like in all our acquisitions) or hiring a professional management company.

IT IS VERY HARD TO FIND THE VERY BEST TRUST WORTH AND PROFESSIONAL COMPANY THAT CAN MANAGE LIKE YOU!! Do a lot of enquiring and face to face meetings to ascertain deciding the very best one.

The most Important JOB of the Syndicator is his/her Fiduciary Responsibilities to the “Valued Investors”; as they have entrusted their life savings to them.

The operation of the assets is the KEY in making sure that all the Monthly or Quarterly Cash flows are generated from the Operations of the Properties and passed out to the Investors regularly!!!!





**THE OPERATION OF THE ASSET IS MUCH MORE
IMPORTANT AND DIFFICULT THEN THE
ACQUISITION OF IT!!**