**Speaker 0:**

This is your wake.

**Speaker 1:**

Hey Joe is a builder.

**Speaker 0:**

Well that would be me William J..

**Speaker 1:**

O. I'm sorry William Dennis Wiley and with precision global Corp are you.

**Speaker 0:**

I'm good.

**Speaker 1:**

Your name came to me as a guy who likes to look at real estate deals is that still the case with you.

**Speaker 0:**

Well I do I do I do a lot of my own real estate though but anyway go ahead.

**Speaker 1:**

Well we're building a self storage facility it's passive income we bring in partners is that something that you'd be open to taking a look at.

**Speaker 0:**

And may I have I have I I imagine storage but go ahead tell me tell me how you deal structure.

**Speaker 1:**

Well basically we bring up by thirty percent of the construction loan with partners start the project as it proceeds and we start filling it up we pay out seventy percent of the net operating income to all the partners and then when the property sells they get seventy percent of that profit from the sale of the facility on average of five your exit strategy depending on the property is anywhere from two hundred and twenty to two hundred seventy percent back on your money in your three we make you whole by doing a refi cash out refinance the construction loans they've got your money back in your pocket in year three and year typically up about twenty five percent at that point that's kind of it is that the overview you know the thousand foot view.

**Speaker 1:**

Only.

**Speaker 0:**

Show the way your dealership culture you guys are basically carried but thirty percent is that the way it works.

**Speaker 1:**

You say it again.

**Speaker 0:**

Sure you guys better putting us together you guys are basically carried for a thirty percent interest is that correct.

**Speaker 1:**

Well yeah I guess but but what happens is B. B. we're just raising the thirty percent for the construction loan okay so during construction you're guaranteed a five percent return on your money all right once the property is built and being leased out that jumps up to seventy percent so seventy percent of the net operating income is been paid out to the partners those people who put up the initial thirty percent.

**Speaker 1:**

Let's say you were the one guy that put up the thirty percent as opposed to five people seven people right and you're gonna get five percent on the money you put up during construction that's guaranteed and then once the properties built in being leased out whatever that net operating income for the year is you get seventy percent of that and then in year three they do a cash out refi which makes you whole you get your money back the thirty percent but up and typically it is going back about thirty years because they've been doing it for that long you're gonna be up about twenty five percent okay your four rolls around you make another twenty percent year five rolls around they sell the property the average return on investment for a partner just on the sale of the property has been two hundred and sixteen percent right going back again about thirty years so they've got a hundred.

**Speaker 0:**

Are you are you selling units are out what do you look and how you how how you doing that.

**Speaker 1:**

Well I mean we we typically like to limit our partnership to you know a low amount on each particular project so I got one going up in Tampa Florida right now two hundred eleven thousand two hundred dollars is is one one one one four unit if you will okay you can do more than that you could do less than that it basically depends on how you feel about the project okay.

**Speaker 0:**

Units or you're gonna happen that disability in Tampa.

**Speaker 1:**

Campers got was six hundred ninety two I think.

**Speaker 1:**

Quite a few.

**Speaker 0:**

Okay do you have some literature so that you can send out or what what do you do you may I know what I like to do is send out.

**Speaker 1:**

Slide shows that kind of tells you about the project because the who and who you know who you're partnering up with with his name is John you work of triple a storage.

**Speaker 1:**

The whole idea is to make sure that you understand it's real and that you know we we know what we're doing basically but yeah that's what I usually start with is a is an email that goes out to you take a look at it I usually like to take a couple minutes after a day or so and just kind of point out the highlights so you understand exactly how the structure works and then can ascertain interest so yeah that would be the first step I guess.

**Speaker 0:**

I'm a little busy right now email which you haven't called me on Monday or Tuesday.

**Speaker 1:**

Yeah Joey at is it W. J. K. O. V. I. H. C. H..

**Speaker 0:**

H. J. away at W. J. K. O. V. A. C. H. dot com.

**Speaker 1:**

V. A. C. H..

**Speaker 0:**

Yes Sir.

**Speaker 1:**

Okay in double quick questions then I'll let you go you're an accredited investor.

**Speaker 0:**

Yeah sure.

**Speaker 1:**

And if you like what you see are you look what did you make a move.

**Speaker 0:**

Yes.

**Speaker 1:**

Okay and you go by Joey as opposed to William.

**Speaker 0:**

I do which William J. ago but you always.

**Speaker 1:**

Got to got to joy appreciate them I send this out it's going to come from precision global corporation if you don't see it in your inbox try to dig it out of your junk mail because it'll be there.

**Speaker 0:**

Okay sounds great thank you.

**Speaker 1:**

Appreciate them.

**Speaker 0:**

In public.

**Speaker 1:**

But.