



# WHO ARE WE?

## IMPORTANT FACTS ABOUT US

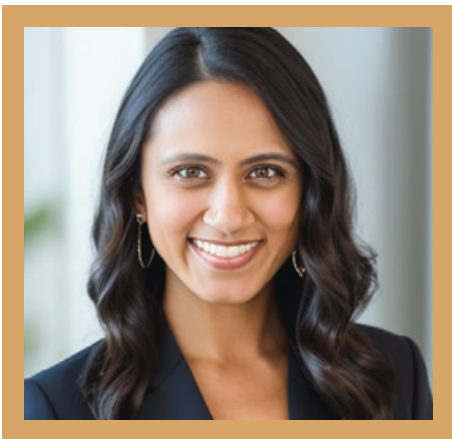
**As accomplished doctors of physical therapy and successful business owners, we have embarked on a mission to make a meaningful impact beyond the confines of our clinics.**

## OUR MISSION

At the H, our mission is built upon two key pillars. Firstly, we are dedicated to acquiring and owning multi-family properties that exemplify top-tier physical solutions, ultimately enhancing the overall quality of life for residents. Through meticulous attention to detail and strategic investments, we aim to create exceptional living environments that prioritize comfort, convenience, and well-being.

In addition to our multi-family property endeavors, we are committed to establishing and operating the largest physical therapy and wellness company in the United States. By providing comprehensive and cutting-edge therapies, services, and programs, we aim to empower individuals to achieve their optimal physical health and well-being. Our unwavering dedication to delivering exceptional care and positive outcomes sets us apart in the industry.

With these dual focuses, we strive to make a lasting impact on the lives of individuals and communities, exemplifying professionalism, expertise, and a genuine commitment to excellence. Through our integrated approach, we aim to transform both the physical living spaces and the overall health and wellness landscape, enriching the lives of those we serve.



**Parina**, an Indian American, demonstrated remarkable perseverance in her pursuit of success. Despite facing three consecutive rejections from Physical Therapy Schools after completing her undergraduate degree, she refused to be discouraged. This setback ignited a fire within her, fueling her determination to accomplish any goal she set her mind to. Subsequently, Parina graduated and embarked on a journey where she not only managed but also effectively marketed two thriving physical therapy practices. Through her strategic efforts, these practices experienced substantial growth in both clinic profit and patient load, showcasing her exceptional skills in driving success.

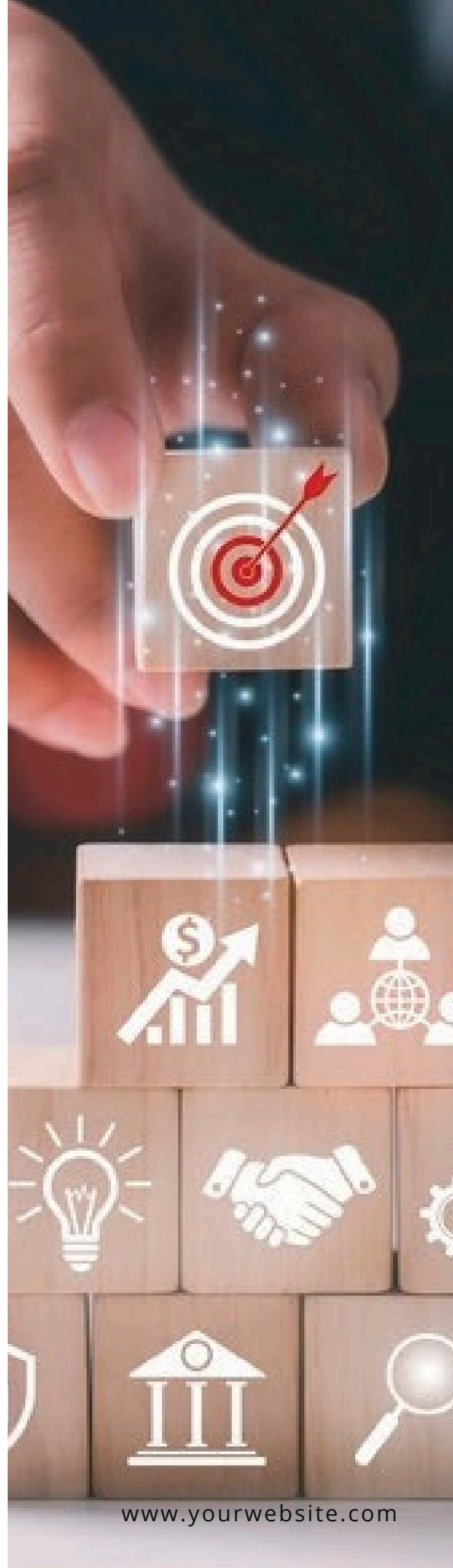


**James**, an Irish American, embarked on a transformative journey after his aspirations of becoming a professional pitcher in Major League Baseball were not realized. Driven by his unwavering determination, he redirected his focus and pursued a doctorate in Physical Therapy with a vision to support athletes from diverse disciplines in their pursuit of excellence. After gaining valuable experience in a private practice setting, he harnessed his passion and expertise to establish a state-of-the-art training facility dedicated to enhancing athletic performance and empowering athletes to reach their full potential.

Our shared passion for helping people extends to a larger scale, where we strive to make a significant impact. In pursuit of this goal, we place a strong emphasis on enhancing the quality of living and promoting good health. These fundamental principles guide our decision-making process and shape our approach to every project we undertake.

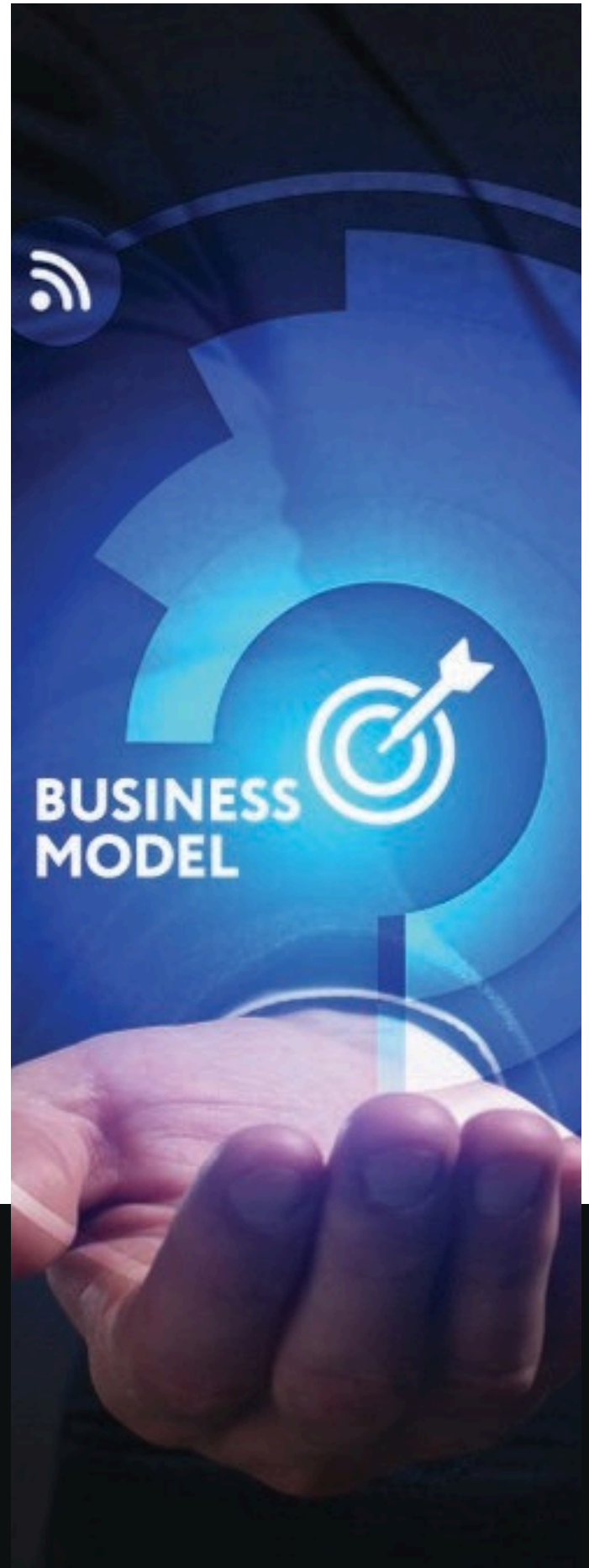
Furthermore, we are proud to have established successful partnerships with Vrzcic on multiple deals. These collaborations have proven to be mutually beneficial, leveraging the strengths and expertise of all parties involved. By combining our resources, knowledge, and experience, we have been able to achieve remarkable results in our collective endeavors.

Through our steadfast dedication to our mission and the power of collaborative partnerships, we are able to create transformative opportunities that positively impact the lives of individuals and communities alike. Our commitment to physical wellness and multifamily properties fosters a better future by promoting active lifestyles and vibrant living environments. Together, we are committed to making a meaningful difference in shaping healthier communities.



# OUR BUSINESS MODEL

Our comprehensive business model ensures profitability without increasing tenant rent. We meticulously evaluate property acquisition, employ strategic financing strategies, streamline property management, and implement tenant retention initiatives. We also identify value-add opportunities to enhance net profit and the property's capitalization rate (CAP). By maximizing financial performance and overall value, we achieve sustainable profitability while prioritizing the well-being of our tenants.



# WHAT IS DIFFERENT ABOUT US?

At our company, we uphold a methodical approach that sets the standard for our team of highly skilled individuals. As leaders, we exemplify a strong work ethic, ensuring the successful acquisition of properties. Our primary objective is to generate profits for our investors first, and then ourselves within a short timeframe. We prioritize properties that provide an enhanced quality of living space for residents, aligning our goals with the creation of exceptional living environments.

One of the key drivers of our success lies in our dedication to having a team of highly skilled and competent professionals. We adhere to a rigorous selection process, carefully assessing each candidate's qualifications and expertise. This approach ensures that our team possesses the necessary skills to effectively identify and seize lucrative opportunities, ultimately maximizing profitability and delivering exceptional results.

To ensure the optimal performance of our properties, we employ auditors who thoroughly assess the market conditions, management practices, and identify areas that present value-add opportunities. Their findings help shape our strategies for maximizing returns.

Furthermore, we have a dedicated accounting team that meticulously analyzes the financial aspects of our properties. This enables us to make informed decisions and effectively manage the financial resources associated with our investments.

In order to create a truly transformative and successful property, we foster a collaborative environment between our property managers and maintenance teams. By working cohesively, they are able to reduce vacancy rates, enhance the overall resident experience, and ultimately drive increased profits and Net Operating Income (NOI).

As part of their commitment to resident satisfaction, the management company of a multi-family property goes the extra mile to show appreciation for residents on their birthdays. As a heartfelt gesture, they provide a small cake and a gift card as a thank you for choosing to make the property their home.

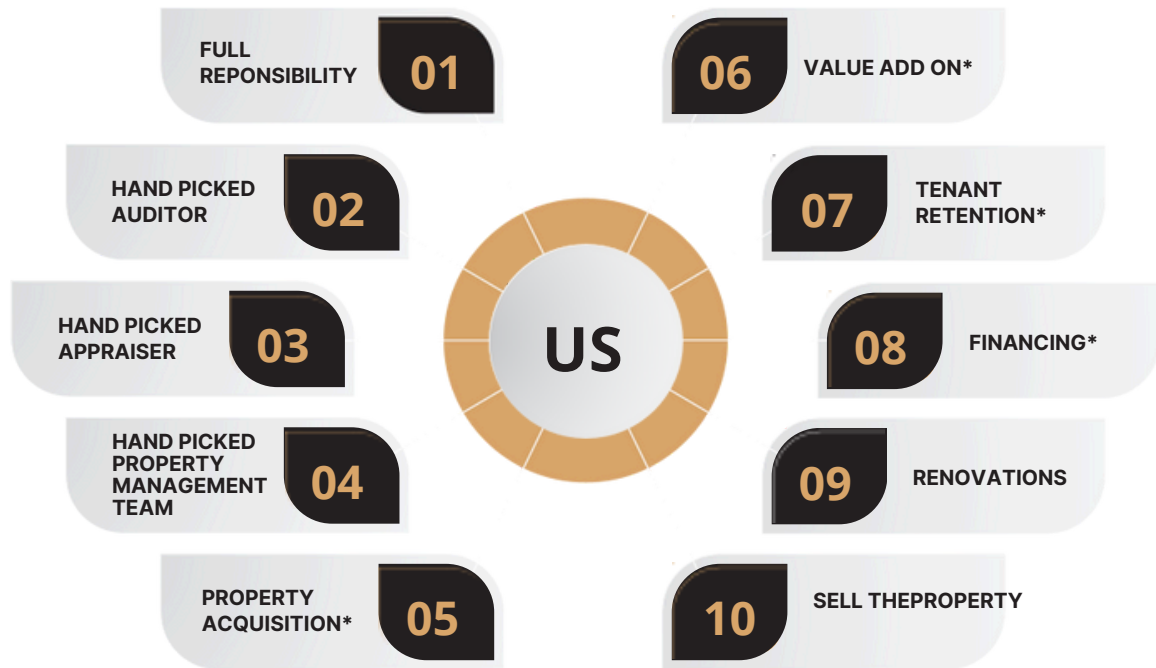


The management team acknowledges the significance of celebrating important moments and cultivating a strong sense of community and connection among residents. They strive to express appreciation and recognition for each individual through the acknowledgment of meaningful milestones.

Through our comprehensive approach and commitment to excellence in all aspects of property acquisition, management, and value optimization, we aim to achieve exceptional results for our investors and ourselves while creating positive and life-changing experiences for the residents of our properties.







# DUE DILIGENCE PROCESS

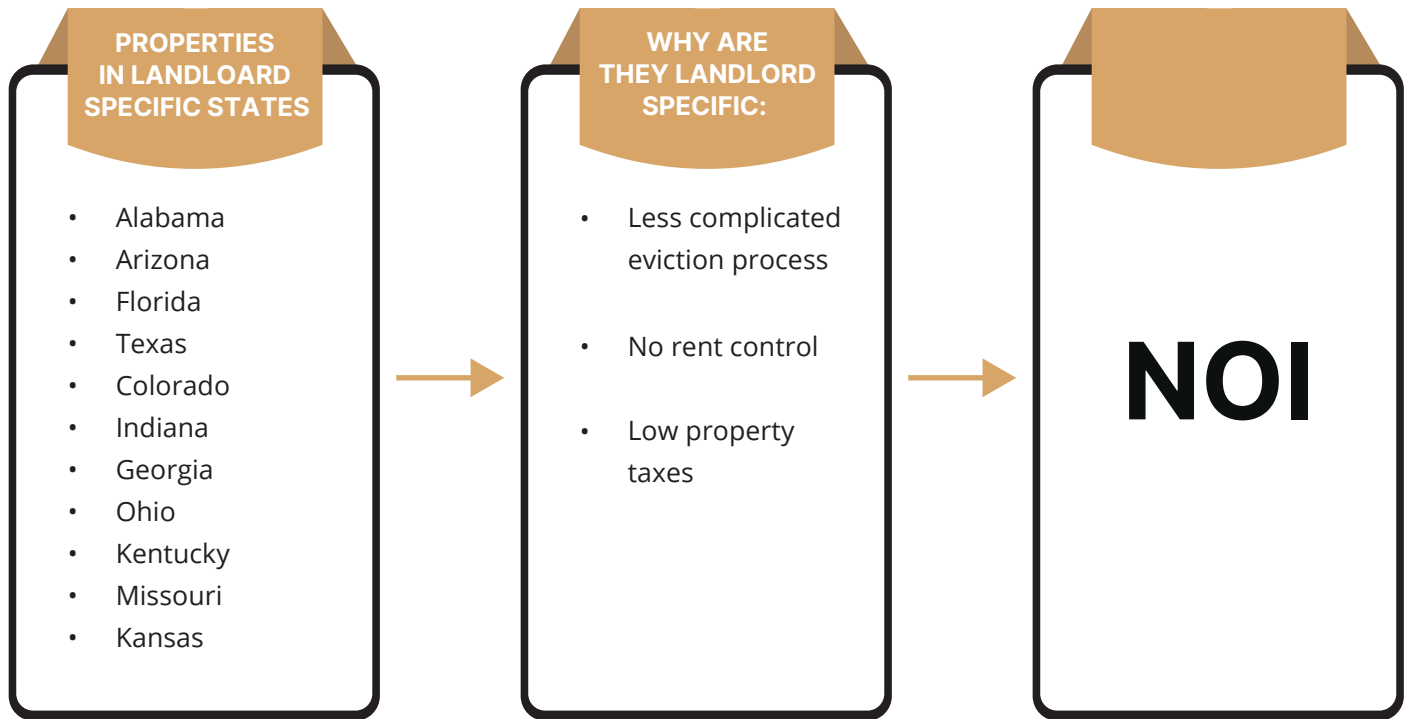
## THINGS WE LOOK FOR WHEN ASSESSING PROPERTY MANAGEMENT

This investigation aims to thoroughly assess the physical, financial, and legal condition of the property. To ensure adherence to our established standards, we engage a systematically chosen appraiser who assists us in identifying opportunity zones specific to the property. The objective is to enhance profitability for both the investor and ourselves by optimizing net operating income (NOI) within a reasonable timeframe. Following a careful evaluation of the identified opportunity zones, we proceed with planning the necessary renovations. It is worth noting that we hold interests in relevant companies, such as those responsible for the property's foundation, roof, electrical, plumbing, HVAC systems, and WDI inspections, among others, which facilitate the execution of these renovations. We carefully assess property management in place. If they do not meet our caliber of property managing, we carefully move our team in.



# DEMOGRAPHICS

We strategically invest in properties located in landlord-friendly states, specifically Alabama, Florida, Texas, Arizona, Georgia, Ohio, Indiana, Kansas, Colorado, Kentucky, and Missouri. These states have legislation and regulations that provide advantageous conditions for landlords, allowing for greater ease in enforcing rental payments and eviction processes, thereby ensuring consistent cash flow. For example, New York has an eviction timeline of 6-7 years, thereby increasing the risk and losing your monthly income. By operating in these landlord friendly states, we can confidently rely on a higher level of income and profitability as tenants are legally obligated to adhere to their rental payment agreements.



	NEW YORK	CALIFORNIA	TEXAS
EVICTION TIMELINE	6-7 years	2 years	1 day
LANDLORD FRIENDLY	Eviction Timeline	Eviction Timeline	Eviction Timeline
CASH FLOW	NO	NO	YES

# WHY US?

At the time of property acquisition, we prioritize implementing our unique "upgrade" approach, taking into account the well-being of existing tenants. Our focus extends beyond mere physical enhancements to encompass an improved quality of life for occupants, addressing aspects of wellness and space. By doubling down on these factors, we strive to create an environment that promotes enhanced living standards and maximizes tenant satisfaction.



# INVESTMENT BUYING CRITERIA

We seek B and C properties in landlord-friendly states, specifically Florida, Texas, Arizona, Georgia, Ohio, Indiana, Tennessee, Colorado, Kentucky, and Nevada, to optimize net operating income (NOI). Properties should fall within the B+ or lower range, allowing room for improvements. Our target price range exceeds \$100,000, allowing for the possibility of joining another investor and forming a single Limited Liability Company (LLC) for the specific property. During economic downturns, we capitalize on the shift from A to B properties and hardworking families moving from C to B. We prefer properties with 25 or more completed units that offer opportunities for opportunity zones. We welcome both accredited and non-accredited investors, subject to verification by an accountant. Our primary focus is on delivering consistent cash flow to our investors, with our interests aligned. It is important to note that we are not a syndication or a fund.

GREATER NUMBER OF UNITS	→ CONSISTENT CASH FLOW	
	Multifamily	Business/Office Building
Constant Cash Flow	✓	
Increase Cap for Increased ROI	✓	
If pandemic occurs, people still need to live at home	✓	
Opportunity Zones for Increased NOI	✓	
Everyone needs a home vs. depending on the business that runs the office building	✓	
Business/Offices are in home	✓	

# HOW DO WE PURCHASE OUR PROPERTIES?

Our property acquisition process involves a diverse range of methods and strategies to align with our investment goals. We explore all-cash purchases, traditional bank loans, private money lending, and seller financing to expand our opportunities. Additionally, we engage in joint venture partnerships to leverage resources and expertise for larger projects. We utilize both traditional and online channels, including social media platforms, to discover potential properties. Our dynamic strategy allows us to seize opportunities that align with our investment criteria and maximize returns.



# HOW DO YOU MARKET?

- ✓ Word of mouth referrals: ex. Sharing reviews with successful partnerships
- ✓ Personal branding: ex. "The best way to become successful is to make others successful first."
- ✓ Video testimonials: ex. Having tenants give testimonials of their living experiences at our properties
- ✓ Speak at conferences
- ✓ Guerilla marketing.
- ✓ We hire actors that knock on people's doors

Other methods include: creating a property listing, utilizing social media such as twitter, facebook, linkedin, targets ads, email marketing through email lists that we have accumulated over time, attending networking events such as conferences, hiring a broker, print advertising such as snail mail and signage, etc.

# HOW DO YOU SEARCH?

- ✓ Department of Violations building departments
- ✓ Probates
- ✓ Real estate and property auctions
- ✓ Real estate agents that specialize in multi-family properties
- ✓ Real estate listing websites: loopnet, social media group pages, networking with other real estate investors, direct mail campaigns, auctions, working directly with other real estate agents that specifically specialize in multi family properties.

# HOW IS YOUR PROCESS DIFFERENT?

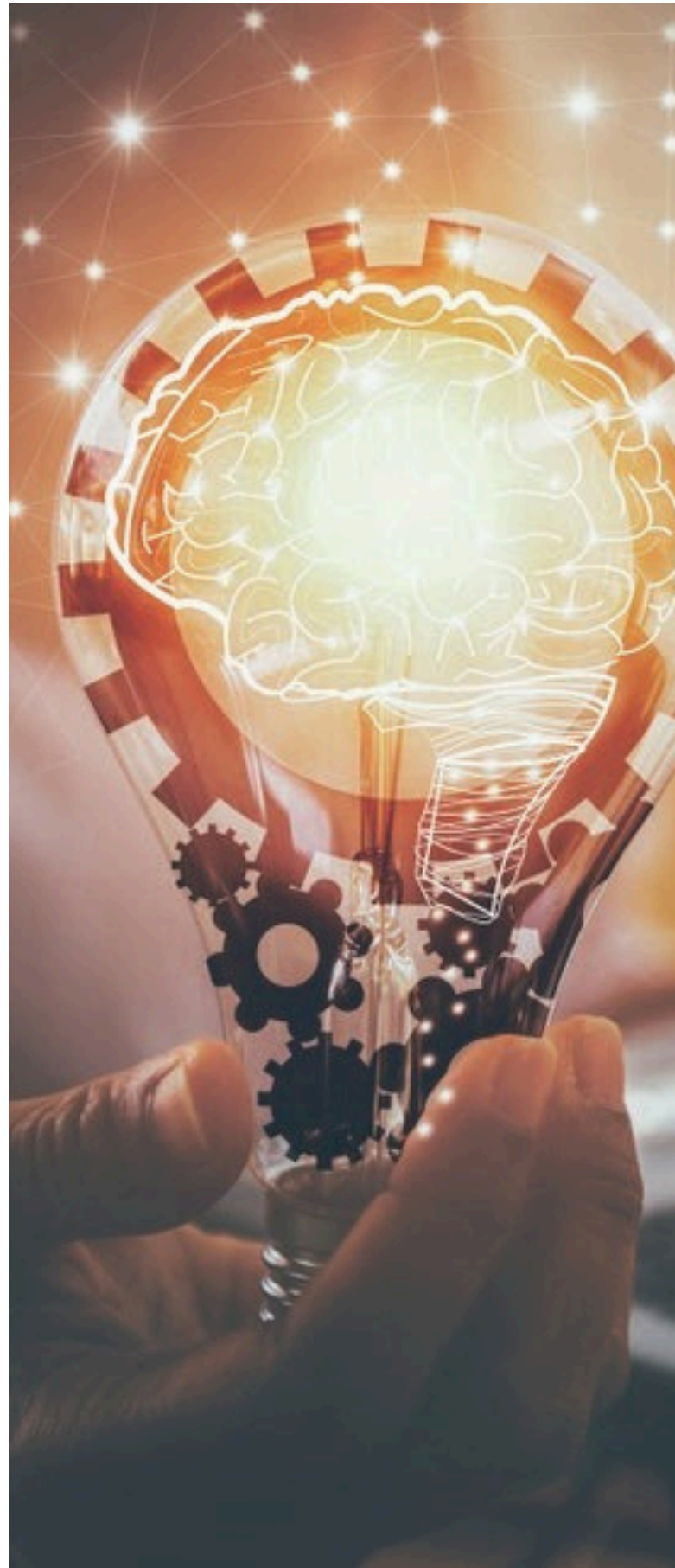
We purchase properties with the intention to make a profit for the investor first and then for us in a short period of time, within 5 years, while doubling down on the quality of living space for the residents of the property. The average percentages are anywhere from 8-18% annually that goes to the investor (for the syndicators).

**Option 1:** anywhere from 8-18% annually after the first year

**Option 2:** In the 2nd and 3rd year I can just give you x amount

## SELLING CRITERIA

Our primary objective is to enhance the net operating income (NOI). To optimize profitability, we have carefully selected a team of local vendors and handymen who efficiently handle emergencies, reducing the proportion of profit allocated solely to property management. Additionally, we employ property management applications to effectively track and monitor vacancies, expenses, income, and other pertinent metrics.



# HOW WE INCREASE NOI?

INCOME	After Purchase	%/SUNIT
Scheduled Market Rent	\$508,322	\$18,827
Less: Physical Vacancy	(\$25,416)	-5.0%
Less: Concessions/Bad Debt/Other	(\$1,536)	-0.3%
Less: Loss to Lease		
<b>Net Rental Income</b>	<b>\$481,370</b>	<b>\$17,829</b>
Plus: RUBS	\$26,400	\$978
Plus: TPT	\$21,384	\$792
Plus: ADT	\$6,000	\$222
Plus: Parking	\$7,399	\$274
Plus: Pets	\$4,031	\$149
Plus: Insurance	\$2,115	\$78
Plus: Patio	\$1,800	\$67
Plus: W/D	\$1,200	\$44
<b>Total Other Income</b>	<b>\$70,329</b>	<b>\$2,605</b>
<b>Effective Gross Income (EGI)</b>	<b>\$551,699</b>	<b>\$20,433</b>
OPERATING EXPENSES	After Purchase	%/SUNIT
Apartment Prep/Turnover	\$15,082	\$559
Administrative	\$3,208	\$119
Marketing	\$7,495	\$278
Contract Services	\$27,868	\$1,032
Repairs & Maintenance	\$11,696	\$433
Legal	\$1,384	\$51
Utilities	\$30,640	\$1,135
<b>Total Controllable Expenses</b>	<b>\$97,373</b>	<b>\$3,606</b>
Management Fee	\$30,536	5.5%
Insurance	\$10,041	\$372
Real Estate Taxes	\$10,684	\$396
<b>Total Non-Controllable Expenses</b>	<b>\$51,260</b>	<b>\$1,899</b>
<b>Total Operating Expenses</b>	<b>\$148,633</b>	<b>\$5,505</b>
<b>Net Operating Income</b>	<b>\$403,066</b>	<b>\$14,928</b>
Replacement Reserves		
<b>Net Operating Income After Reserves</b>	<b>\$403,066</b>	<b>\$14,928</b>
Expense Ratio	27%	



# HOW WE INCREASE NOI?

INCOME	After Renovations	\$/SUNIT
Scheduled Market Rent	\$580,200	\$21,489
Less: Physical Vacancy	(\$29,010)	-5.0%
Less: Concessions/Bad Debt/Other	(\$5,802)	-1.0%
Less: Loss to Lease	(\$5,802)	-1.0%
<b>Net Rental Income</b>	<b>\$539,586</b>	<b>93.0%</b>
Plus: RUBS	\$32,400	\$1,200
Plus: TPT	\$24,300	\$900
Plus: ADT	\$8,100	\$300
Plus: Parking	\$7,500	\$278
Plus: Pets	\$5,000	\$185
Plus: Insurance	\$4,860	\$180
Plus: Patio	\$2,000	\$74
Plus: W/D	\$3,240	\$120
<b>Total Other Income</b>	<b>\$87,400</b>	<b>\$3,237</b>
<b>Effective Gross Income (EGI)</b>	<b>\$626,986</b>	<b>\$23,222</b>
OPERATING EXPENSES	After Renovations	\$/SUNIT
Apartment Prep/Turnover	\$9,450	\$350
Administrative	\$2,025	\$75
Marketing	\$3,375	\$125
Contract Services	\$13,500	\$500
Repairs & Maintenance	\$10,800	\$400
Legal	\$1,350	\$50
Utilities	\$30,645	\$1,135
<b>Total Controllable Expenses</b>	<b>\$71,145</b>	<b>\$2,635</b>
Management Fee	\$31,342	5.0%
Insurance	\$10,125	\$375
Real Estate Taxes	\$11,225	\$416
<b>Total Non-Controllable Expenses</b>	<b>\$52,692</b>	<b>\$1,952</b>
<b>Total Operating Expenses</b>	<b>\$123,844</b>	<b>\$4,587</b>
<b>Net Operating Income</b>	<b>\$503,142</b>	<b>\$18,635</b>
Replacement Reserves	\$5,400	\$200
<b>Net Operating Income After Reserves</b>	<b>\$497,742</b>	<b>\$18,435</b>
Expense Ratio	20%	

# HOW DO WE INCREASE CAP RATE?

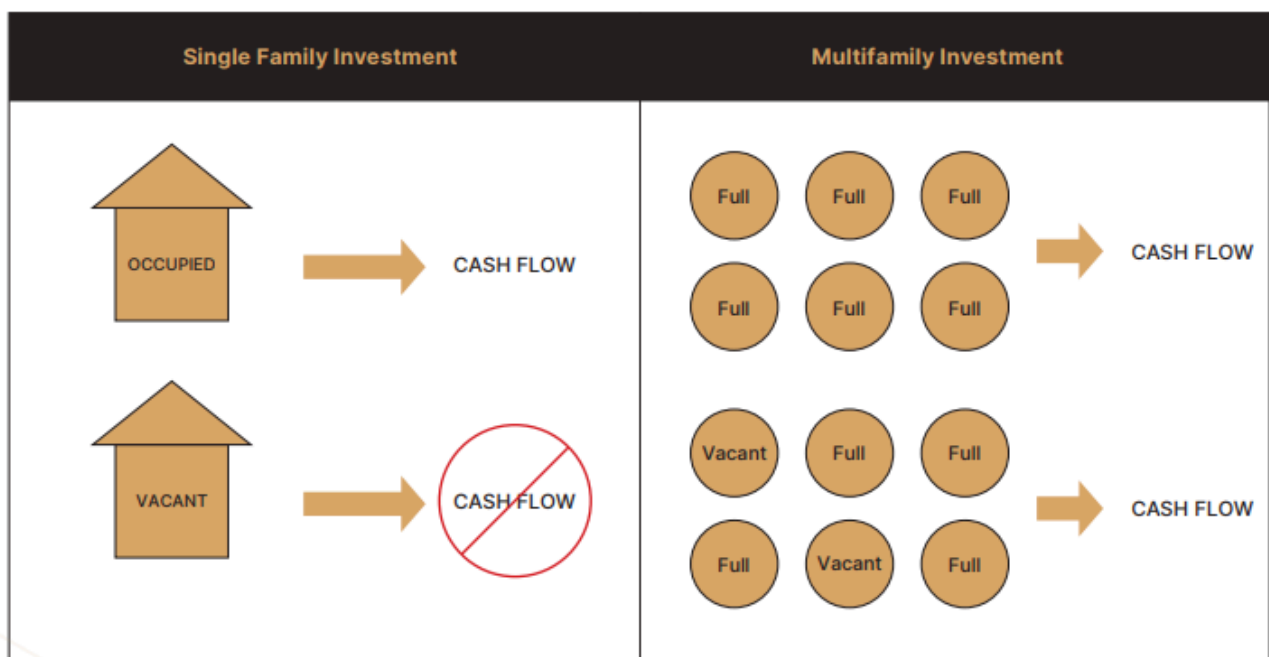
$$\text{CAP Rate} = \frac{\text{Net Operating Income ( NOI )}}{\text{Current Market Value}} \times 100$$

**THEREFORE**

**NOI WILL**

**CAP RATE**

# WHY MULTIFAMILY?



Multifamily properties provide advantages over single-family homes, including increased income potential from multiple rental units, cost efficiencies, risk diversification, long-term appreciation, professional property management services, market resilience, and owner-occupancy flexibility. These factors make multifamily properties an appealing investment option with higher income potential, scalability, and reduced risk compared to single-family homes.

# PRIVATE LENDING

## WHAT IS YOUR LENDING PROCESS?

Our lending process is designed to ensure efficiency and favorable terms for our clients. As part of our commitment to providing exceptional financial solutions, we have established priority rates through our trusted and preferred banking partners. This strategic alliance allows us to offer competitive interest rates and streamlined loan processing, providing our clients with a distinct advantage when it comes to securing financing for their multifamily property investments. Our dedicated team works closely with our preferred bank to facilitate a smooth and expedited lending process, tailored to meet the unique needs and goals of our clients.

## WHAT KIND OF MONEY DO YOU TAKE?

Personal savings; inheritance; cash from investment in assets including stocks and real estate; proceeds from property sales, including 1031 exchanges for long term investments of 15-20 years, in the amount of or exceeding \$100,000.

At our company, we vet our investors to make sure they align with our long-term financial strategy and adhere to our investment criteria, ensuring a harmonious partnership that supports our overarching financial objectives.

It is important to note that we do not utilize funds borrowed against market-fluctuating assets such as 401(k) accounts. However, we do take 401(k)s that have been withdrawn. Our investment approach is rooted in a conservative and prudent mindset, focusing on assets that offer stability and predictable returns.

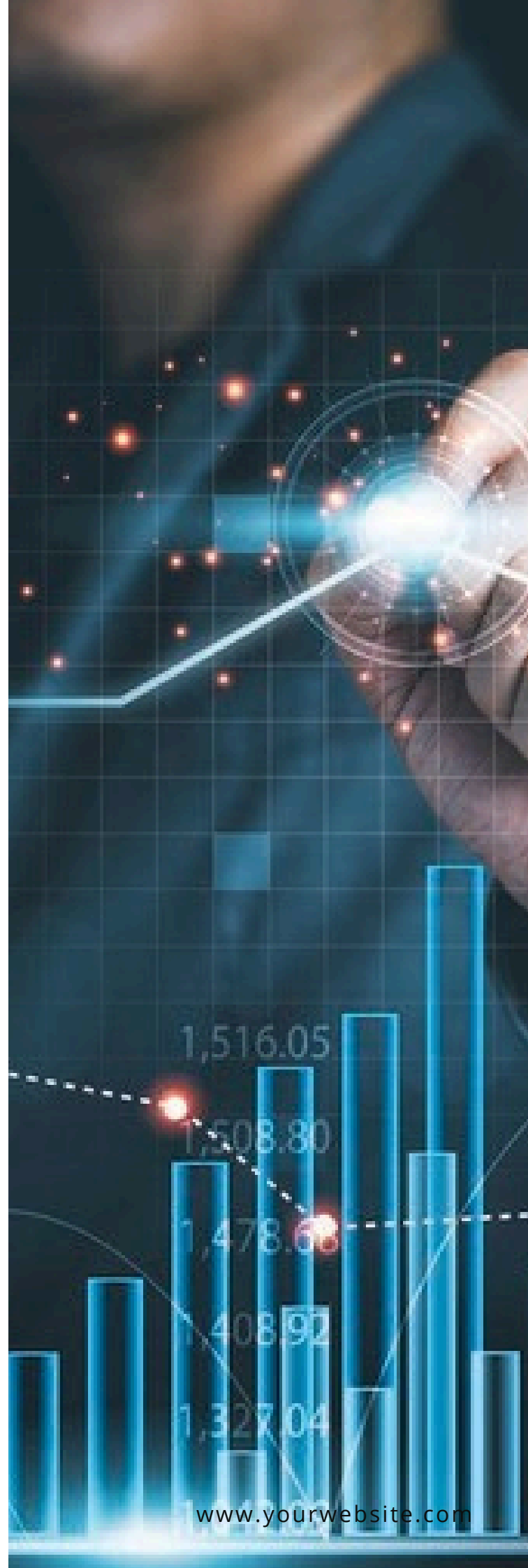
Furthermore, we exclusively accept investments in USD currency. While we appreciate the global diversity of currencies, our organization operates within the framework of the United States financial system, and as such, investments must be made in US dollars.

By adhering to these principles, we maintain a robust and secure investment portfolio, ensuring the financial strength and resilience necessary to achieve sustainable growth and generate favorable returns for our valued investors.

# WHAT ARE WE SIGNING WITH THIS INVESTOR?

In our partnership with investors, we place great importance on utilizing a joint venture agreement. This legal document serves as a comprehensive framework that outlines the terms, rights, and responsibilities for all parties involved in the collaborative business project. It covers various crucial aspects such as the project's purpose, contributions from each party, profit sharing arrangements, decision-making processes, governance structure, dispute resolution mechanisms, and the duration of the joint venture.

The joint venture agreement plays a vital role in protecting the interests of all parties and promoting operational clarity. By clearly defining roles and expectations, it minimizes potential conflicts and misunderstandings, fostering a smoother and more productive partnership. Our team takes pride in crafting a personalized joint venture agreement for our multi-family investors, taking into account their specific needs, goals, and expertise. We understand that each investor brings their unique resources and expectations to the table, and our agreement reflects a tailored approach to ensure a mutually beneficial and successful venture for all parties involved.



## WHAT IS THE SPLIT?

During the initial year and a half, the cash flow generated from the property may be directed towards renovations and improvement initiatives. This allocation follows an 80/20 structure, whereby a significant portion of the cash flow (80%) is allocated towards financing the renovations, while the remaining portion (20%) is retained for operational expenses and potential investor returns.

## WHAT IS A TYPICAL HOLD PERIOD FOR US?

Our primary objective is to enhance the overall living space and maximize net operating income (NOI) before selling the property, typically within a 2-3 year timeframe. The typical hold period ranges from 2-5 years, and in some cases, even extends to 10 years. While our priority is to sell the property quickly to benefit our investors, we carefully evaluate market conditions. As decision makers, we have full authority over all aspects related to the property, including determining the optimal timing for refinancing, selling, selecting management companies, identifying areas for improvement, and more. Our unwavering focus is on consistently increasing NOI and generating profitable returns, always keeping our investors' interests at the forefront of our decisions.

## INVESTMENT DEAL SCENARIO

### WHAT WE DO: IMPROVE NOI AND CAPITAL

Number of Units	50 Units
Purchase Price	\$8.5 million
Money Down	\$2.5 million
Capital Improvements	5-10%

# EQUITY FROM THE INVESTOR?

✔ What percent are you putting down? 80%

✔ What are we putting down? 20%

# WHAT'S IN IT FOR THE INVESTOR?

✔ High returns

✔ Predictable income streams

✔ No management costs

✔ Safe, secure investment

✔ High cash return, equity build up, leverage, hard asset, tax benefits, inflation hedge. We take all of the responsibilities and we double down.

## Other Multifamily Companies (Risks)

- You are liable for the debt.
- You can lose all of your investment.
- May have other fees attached to investing.

## The H (Rewards)

- We take ALL of the risk and liability
- We guarantee your ROI regardless of the outcome.
- No fees with us.
- ROI is seen within 2-5 years.

# HOW WE PROTECT OUR LENDERS?

To enhance lender protection, we implement a comprehensive set of measures. These include utilizing a promissory note to articulate our commitment to repay borrowed funds, establishing joint venture agreements for investments in LLCs to solidify capital obligations, and implementing deeds of trust or mortgages to provide lenders with legal interest in the property. We prioritize lenders through repayment precedence clauses and secure hazard insurance coverage. Assuming responsibility for existing loans and incorporating stringent safeguards in joint ventures further reinforce our dedication to meeting financial obligations and guaranteeing the return of lender investments. These measures instill confidence and ensure consistent capital returns.





# TERMS AND CONDITIONS

## What is your lenders' minimum investment?

- ◇ \$100,000

## What are you guaranteeing?

- ◇ We will be creating a joint venture which will create another layer of security along with a guarantee that you will receive your minimum investment in return regardless of the outcome.

## Are you putting any liens?

- ◇ NO

## What is the usual rate you get from banks?

- ◇ Advantageous rates compared to others.

## Is there an option for renewal?

- ◇ Yes, absolutely!

## If the lender wants to buy it from you?

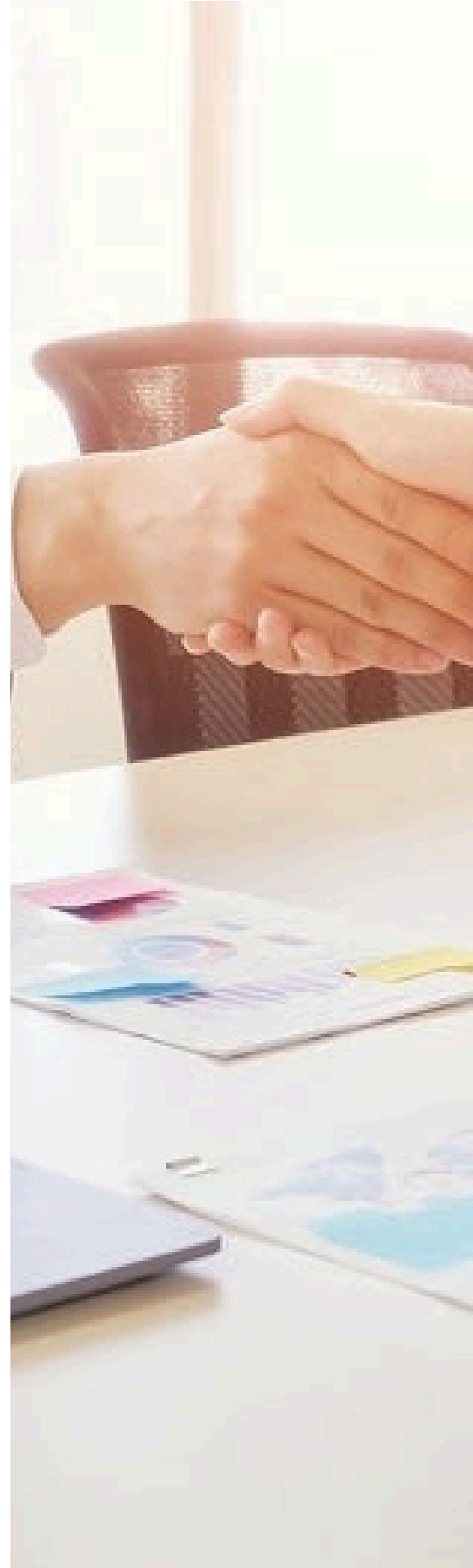
- ◇ In the event that the lender expresses interest in acquiring the property, we are open to engaging in a discussion to explore potential options. We recognize the importance of maintaining open lines of communication and are receptive to considering opportunities that align with our investment objectives.

# WHAT ARE THE NEXT STEPS?

Once a suitable property has been identified, we create an LLC specifically for that property. However, unlike other companies, we do not tie our investors to the LLC, therefore we take all of the risk. A JVA is then created and once the investment funds have been transferred, we will proceed with the necessary steps to finalize the acquisition, subject to our comprehensive due diligence process. Upon successful completion of the due diligence process and subsequent acquisition, we will work diligently to enhance the value of the property through strategic management and value-add initiatives. When the property is eventually sold, the original investment amount, along with the agreed-upon percentage of returns, will be disbursed to our investors.

## REFERRAL PROGRAM

As part of our referral program, we offer a 1% commission on the total amount invested once the funds have been successfully received and deposited into our designated bank accounts. This commission serves as a token of appreciation for the referral and acknowledges the value of their contribution to our business.



# FAQ

## How do we contact the H

- ◇ If you have any questions, please email us at joamar@theh.us or call us at 646-444-7734

## What is the minimum amount I can invest? Max?

- ◇ The minimum amount would be greater than \$100,000 and the max is \$10,000,000. The larger the investment, the greater the return due to the size of the real estate purchased.

## Do I have to be an accredited investor?

- ◇ No, anyone with \$100,000 or more can invest with us.

## Can I invest through my IRA?

- ◇ Unfortunately, no. However, if you cash out the funds yourself, you can then use them to invest.

## Is there any risk involved?

- ◇ With any investment, there is always risk, however it is our belief that investing in multi family real estate poses less risk than other markets and businesses. This is a physical asset.

## How long do we hold the property for?

- ◇ Once the property is purchased, our goal is to increase the value of the property and sell for a profit within 5 years.

## Can I invest if I live in another country?

- ◇ Yes, you can invest if you live in another country, you just need a bank account, USD, and we will issue a tax form W-8BEN.

*If you need a reference...*

**Vrzic**

