

Options to Raising Capital for Investment Projects

Presented to the Members of Real Estate Investment Network
September 2008

**Raising Capital for
Multi-Residential
Investing**

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Why choose to invest in apartments?

**Apartments have several advantages
over single family ownership**

- Diversification
- Economies of scale
- Security
- Fewer hassles



Standard investment structures

- Individual
- Joint Ventures/Partnerships
- Corporate Syndicates
- REIT's



Workings of a multi-residential investment





Workings of a multi-residential investment

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graph TD; A[Rent Units] --> B[Collect Rents]; B --> C[Maintain Properties]; C --> D[Find Tenants]
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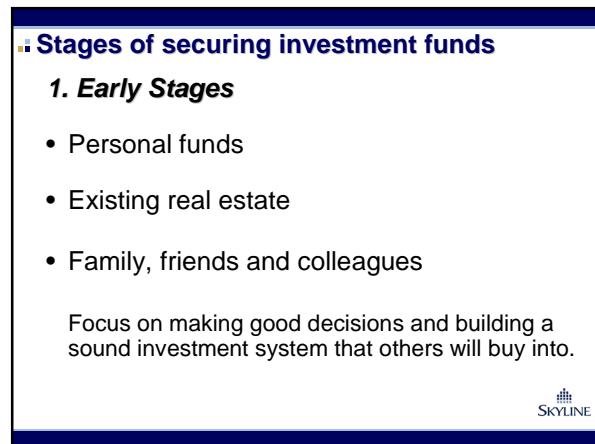
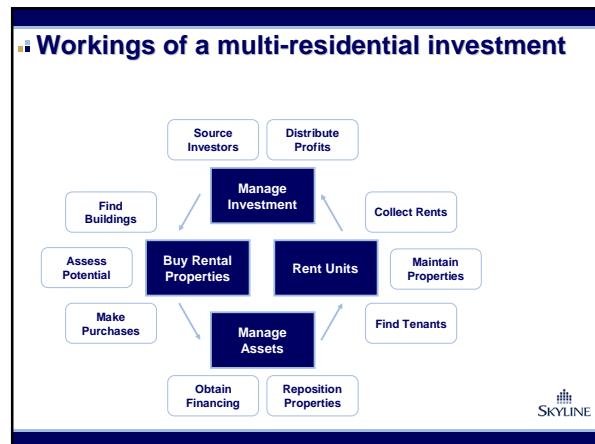
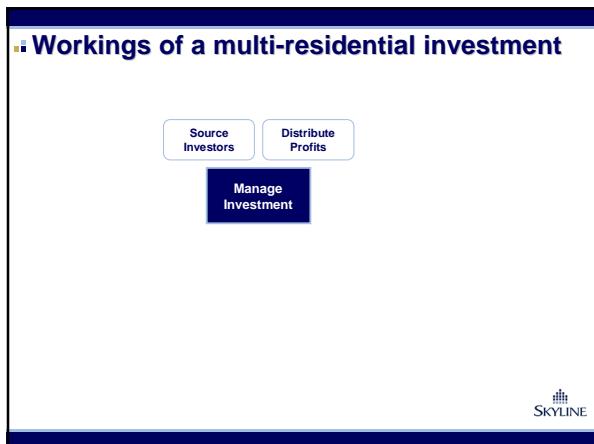
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■ Stages of securing investment funds

3. Advanced Stages

- Leverage industry peers
 - Mortgage brokers, real estate agents, lawyers, accountants, etc.
- Specialty investment brokers
- Conduct online webcasts



■ Stages of securing investment funds

Advanced Stages

- Sophisticated, interactive website
- Offering memorandum, prospectus or investment offering



■ Stages of securing investment funds

Advanced Stages

- Sponsor industry events and organizations
 - Match your target demographics
- Educate others on real estate
 - Associations
 - Special interest groups
 - Business clubs



Places You Can Access Investment Funds

■ Places you can access investment funds

1. Disposable Income
2. Unsecured lines of credit
3. Secured lines of credit



■ Places you can access investment funds

4. RRSP
5. RESP
6. RRIF

With the right investment program in place, investors will often borrow to invest in real estate opportunities.



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■ Qualifying under the Income Tax Act

- Minimum of 150 investors
- Registered trustee

Offering investors the opportunity to invest their registered retirement funds can open up a significant source of capital.



Managing Investors

Keep Them Happy and Wanting to Invest More!

■ Managing investors

Regular distributions

- Monthly or quarterly payments

Ongoing communications

- Announce new deals, opportunities and company information
 - Open door policy
 - Quarterly newsletter
 - Website with secure investors section
 - Online webcasts
 - Investor meetings



■ Managing investors

Involvement

- AGM
- Charity golf tournament
- Social events
 - Boat cruise
 - Investor appreciation night



Thank you

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