# 158: Active Real Estate Investment with Letizia Alto


## Full Episode Transcript

**With Your Host**

## Bonnie Koo, MD

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Welcome to *The Wealthy Mom MD Podcast*, a podcast for women physicians who want to learn how to live a wealthy life. In this podcast you will learn how to make money work for you, how you can have more of it, and learn the tools to empower you to live a life on purpose. Get ready to up-level your money and your life. I'm your host, Dr. Bonnie Koo.

Hey, everyone, I'm so excited for my guest today. We have my good friend, Letizia Alto on the podcast. We talk about active real estate. I had her on the podcast when I first started this podcast, so it's been a few years. Anyway, I know you're going to enjoy the conversation I'm having with her. She is such an expert, she is so passionate about high-income earners and physicians to invest in real estate.

And I will say that pretty much all of my clients invest in real estate at some point. I actually, just thinking out loud here, I don't think any of them have not invested in real estate at some point. And so you're going to hear, just as you've been hearing the last few episodes, why it's such a powerful vehicle to build wealth and you can do it in so much less time than if you were just investing in the stock market.

All right, here's our conversation.

Bonnie: Welcome back, Leti.

Leti: Thanks for having me, Bonnie. I'm really excited to be here.

Bonnie: Yeah, we've had you on a few times, but I feel like things change for you every year, you're always doing new things. So I kind of wanted to have you back as an update. Plus, there's plenty of people who haven't listened to those episodes. So why don't you introduce yourself to people who don't know you?

Leti: Hey everyone, I'm Leti. I am a hospitalist by training, family medicine trained. And in 2015 just realized that I didn't want to do the week on, week off lifestyle for the next 30, 40 years and so started to invest in real estate.

Started to buy my own rental properties that made money every single month, so that's called cash flowing rentals.

And my husband and I discovered this amazing loophole with a real estate professional that allowed us also to shelter all of our income from taxes. And so what we did was we built a source of income using real estate and then sheltered our income from taxes for seven years using rental properties and really grew our wealth.

And then in 2018 started Semi-Retired MD to train other doctors how to do it. And we have grown that business into a big course business where we help doctors learn how to invest in long-term rentals, short-term rentals, and to build that source of income that really frees them to work in medicine on their terms and be able to build lives they love with travel and spending time with their family, all the things that we really all want.

Bonnie: Yeah, so I had Peter on the show recently and he kind of said something, I'm probably not going to say it as well as he did. He defined the word investing in a way that it's like it makes sense, but it was in a way that clicked differently. So it was something about when you invest the money, do you want the money to come back to you right away or in 30 years?

And so traditional stock market investing is like you're investing to have money for whatever, 20, 30, 40 years. And if you're not investing at all, you're just using the money you make to fund today. And so basically, he chose real estate because you start getting paid right away. And it's so funny, he even says, "I don't particularly like investing in real estate, but I like what it does for me." Right?

Leti: Yeah, real estate, I think, is a really great vehicle because you already have a lot of the skills that you need and there are already a lot of the team players in place. So it's not like starting a business like Wealthy Mom MD, right, that takes a lot of energy and effort. You've got to educate the customers, you've got to hire the team.

Real estate is so easy, it's plug and play because it's existed forever. And so not only do you start getting paid very quickly, you also don't have that many skills that you have to learn and are able to do it well.

Bonnie: Yeah. So I'm just going to stop you right there because I bet people listening are like, "What do you mean plug and play?" Because I think most people when they hear real estate, and I was that person too, I was like, "Oh, that sounds really complicated." I just ran away when you would talk about it to me. I don't know if you remember that. But I like that your mindset is it is.

But it makes sense, right? It's not like some, it's not like crypto that's been around for only a few years where people don't quite understand it. I have crypto, but I still don't understand it. But in terms of a tried and true method to build wealth, and you do have to learn things but it's not like you're having to invent it from the ground up.

Leti: That's right. And I mean, I think most people have probably bought a house once, and it's literally like buying a property, a house, which is a business that already exists. And all you have to do is put the tenant in place and now they're paying you. That's boiled down, it's so simple.

Bonnie: So what do you think is in the way of people investing in real estate? Obviously, I know what my, I think the big one is, it seems complicated and hard and I don't want to be a landlord, I don't want to deal with tenants, right? Those are the popular ones. What have you heard?

Leti: I think most of the time it's time. People just feel like they are already working all the time in their day job, they've got kids, they've got so many responsibilities, and just feel like adding another thing on is just too much. And I can tell you that one of the things that we felt when we first started was like, "Oh my gosh, we're already working more than full-time and just have so much going on. Do we really want to add something else to our plate?"

But for us we had this vision of getting to financial freedom, and we were able to do that in three years. But I will say sometimes it takes a few more years than that, but it's not like an, oh, I'll get there in 15 or 20 years plan. It's a plan to get there much faster if you use the fast fire system, which is what we did. And I can explain what that means, but if you're investing in properties that make you money every single month, you can get there much faster.

And so its short-term pain for long-term gain is kind of how we looked at it. And we said let's focus, let's not get a primary residence because we wanted every dollar we had to go to making us money. So we didn't even buy a primary residence from 2015 until 2022 because we took every dollar we had and we put it into real estate. And it was just like, okay, let's put the short-term time, energy, effort and our money into this and we'll be in such a different place. We'll have that financial freedom so much faster because of it. And it was worth it for us, it was our priority.

And so when we had that financial freedom at three years, and I was pregnant, and I remember my work saying, how many weeks do you want off? And I said, "Hey, I want 16 weeks off." And I didn't have to worry about the finances. That was huge, right? Because it didn't matter, I didn't need my job anymore. I could do whatever I wanted for my time off, and that was worth a little bit of extra work up front.

Bonnie: Two things that you basically said that I really want to highlight. So the first thing is when you say people don't have time. People say that about my program, too. But it's like that's the reason why they need to invest in real estate and take my program, is because they don't have time because they're working so hard for money.

So it's like, temporary, I mean, it doesn't have to be painful, as you know. Like temporary extra work for a return that comes back so quick, versus otherwise you're going to be on this hamster wheel and wait 30 years for the magic of compound interest to work. So that's number one.

The second thing is you said financial freedom in three years. Now, what would you say is the typical range that you see among your clients? Do some people actually – Because I think you guys are super awesome, and so I'm just curious, is that the typical timeframe? It's definitely not 20 or 30 years, and I think even highlighting that is really important.

Leti: Yeah, so we've been running this program since 2019, and so it's really been about three years or four years now that we've been running it. I would say the really devoted people who take this on and go all out, they oftentimes will do it in two to three years, financial freedom.

Bonnie: Well let's define that, what do you mean? Like what are they reaching?

Leti: Yeah, what does it mean? Well, I think it means different things for different people. For us, once we had over six figures in cash flow coming in reliably, we were like, "Oh, we are financially free." Because we didn't have that many expenses and we were willing to, say, go do geographic arbitrage where we went somewhere with a cheap cost of living and lived on six figures for the rest of our lives. It was cool.

But some people really want to replace their incomes, right? And so on the extreme, you have people who are like, "Hey, I want to replace my $400,000 or $500,000 income a year." And we've seen people do that in two to three years. Then you have the people who are like, "Hey, I just want to get to six figures." And I think that's most of the population. They're just like, "If I can get to six figures, that takes so much pressure off of me, even if I can just work half-time."

And so the people who are very devoted to it, I see them doing it in 2, 3, 4 years. Now, obviously, there's a range on how much income people have upfront to be able to put into it. So if they have some cash sitting around, that's much easier to do.

Bonnie: Right.

Leti: But boy, you can be scrappy, and we have people house hacking right out of fellowship. House hacking is where you buy a property and you live in one unit. I think one of the people we have is a family medicine doc, just first year out of residency bought a duplex and then basically house hacked. So she lives on one side and she fixed up the other side, she's renting that out. And then she was also renting Airbnb one of her extra bedrooms, right?

So that's the other extreme. And she may not get to financial freedom in two years, but boy, she's increased her net worth quite substantially by buying a property and rehabbing it and making it worth more money. And then basically saving all this money in her taxes and then also by living with very low rent, if not rent free.

And that's money, if she puts it back into real estate – And this was something we were very devoted to doing, is every dollar that came in from real estate in terms of tax savings or cash flow, we put right back into real estate. And that just makes you grow. That's the compounding piece, you grow so much faster. So initially, it may start kind of slowly, but over time, you know, second, third, fourth, fifth year, it's so much faster.

Bonnie: Yeah, because I can hear some people saying, "Well, I don't want to live in a duplex." Because basically that sounds like they're downgrading, but it can be very short lived. And it's like okay, even a few years might sound long, but it's like what's the alternative, right?

Leti: Well, and I will tell you, we house hacked when we had a 12 month old right on the border of Seattle, and it's called Shoreline. There were squatters in our house when we were rehabbing it and there was a lady walking around with a shopping cart stealing pipes. I saw her in the morning.

So it wasn't the nicest neighborhood ever, but that property, we bought it for $430,000. And that was a huge rehab project, we took it down to the studs, we redid everything. It ended up being about 200,000 to rehab it. We lived there about maybe eight months total, and then we went traveling at that point and ended up cash flowing almost 25,000 a year and kept it and sold it for 870 cash.

So a 430,000 plus 200 in rehab takes us to 630. And we sold it two years later for 870 in cash. So we made almost, no over 200,000 there. And then we cash flowed 25,000 a year.

Bonnie: I was going to say that doesn't even include the cash flow.

Leti: Yeah, and that doesn't even include the tax savings, that doesn't include the renters paying down our – It's just crazy, it adds up so quickly.

Bonnie: You're convincing me again, just so you know.

Leti: So it's just you make these short-term sacrifices for this long-term gain, and they don't have to be negative sacrifices. It was fun. It was an adventure.

Bonnie: And it wasn't that long.

Leti: No, it wasn't. And it's a story we'll be telling when we're 80, you know, remember the time that the squatters broke in to steal their underwear out of the dryer? That's great, we have a story.

Bonnie: We have a story. It's so funny though, I'm like, I don't know if we should be telling our stories because I think it could deter people. But looking back at the scheme of things, it's not a lot for the return, right?

Leti: No, you have to have the right mindset about it, too. You have to know that there are going to be challenges and you have to be okay and know that those challenges are strengthening you and making you a more resourceful person and that you're going to find a way to get through them. And if you go in with that kind of mindset, and when we started it was really like, we're going to make this work. We're going to find a way. We're going to get financial freedom.

Our plan was actually to replace our clinical incomes in seven years. And we really did that. And it was just that was our focus, let's replace our clinical incomes in seven years. Every dollar needs to go to this because that's what we're going to do. And so we had the attitude that no matter what happened, we were going to be able to go through it. And we've had some crazy stories, but that's okay.

Bonnie: Okay, cool. All right. So I know that Kenji, your husband, was doing real estate before you guys got married. And so you guys started long-term rentals, you said 2015, if I remember correctly. And now you also do short-term rentals. You didn't switch because you still have the long-term rental, but tell me why you decided to add it on.

Leti: Yeah, so I love long-term rentals because of the risk, they're very low risk. And they're very low work, especially if you have a property manager, so you're not going to get those calls in the middle of the night. But short-term rentals can bring in a lot more money than long-term rentals. And that's just because they are a little bit more risky and a little bit more work. And so when you have that scenario, oftentimes you get greater returns.

And so if you buy short-term rentals right, and again, you can buy the wrong property and it cannot make you any money. But if you buy them right, what we oftentimes see is people in our community getting 20%, or sometimes even 30% cash on cash return. So that means for the money that they're putting in, they get, let's say they get 20% cash on cash return, that means at the end of five years, they've completely gotten all their money back, right?

And then it's just exponential, like anything that comes in after that. It's just icing on the cake because they've already made back their money. And that's just the cash flow, right? That's not the tax savings. That's not the renters paying down their mortgage.

That's not the money they made on day one if they bought it right and they made money on day one. And that's not forced appreciation. If they took the property and they made some improvements and then now it's worth more money, that's called forced appreciation. And so you're not even counting that.

So you can see all those pieces really add up to making you a lot of money. And so short-term rentals are really great for the returns. And short-term rentals are really great if you like hospitality, if you like to design, if you like to host, or if you'd like to be able to stay in a nice kind of vacation area yourself and you want to own that type of property.

Why we added our first short-term rental was Kenji had done short term rentals back in 2006 in Colorado and other places. But back then I think they were called furnished rentals, he always says, and there was no Airbnb and stuff. So they were a little bit more difficult back then.

But why we added our first one together was it was COVID and I just really wanted a place to kind of escape outside of Seattle and was looking for a place on the water and found this little cabin like an hour outside of Seattle in the forest next to some mountains right on this river, just with this gorgeous view.

There wasn't a lot of data on Airbnb and VRBO on what it was going to bring in because there weren't a lot of other properties around that area. And we took a little bit of a risk, but also knew that we'd have the backup plan if we had to, we could make it a primary residence. And then the returns were just really great.

Bonnie: Yeah, and wanting to stay there versus, I don't know, a hotel, right? Because it was safer in terms of – Yeah, I'm sure you have the data, Airbnbs I'm sure spiked dramatically during the pandemic.

Leti: It did, yeah. And I would say that where it's going to be in a year or two, you definitely have to pressure test and you have to say like, if things decrease with this recession with vacation areas, am I going to be able to still do well with my property? You definitely want to think about that. Because what we experienced in 2021 especially was just a huge boom.

Now, we bought a short term rental and a place that there's year-round people, so it's not just a one season rental because our place is right next to a mountain climbing place and a skiing place and a rafting area. So there are people hiking, there are people rafting, there are people rock climbing in the summer. And then there are people in the winter skiing. So that was a really great scenario. So we made sure that we had year-round guests

Bonnie: That makes sense.

Leti: Yeah, be very, very thoughtful about those types of things, about guests and what type of guests you cater to and making sure that they're around a lot.

Bonnie: So tell me, how should someone think about whether they want to start with a long-term versus a short-term? And then I also want to ask you, is it a different type of person who does one versus the other?

Leti: We get the long-term versus short-term question all the time, because people are looking at them both and saying, "Well, where should I even start?" There's upsides and downsides of both.

What we oftentimes see people make the decision based on is they take into account taxes, in part. Short-term rentals have a really much easier tax loophole. We call it the short-term rental tax loophole. Basically, it's a much lower bar to be able to use the losses from your short-term rental to shelter your income from your job.

So being able to take mostly its depreciation loss. So the government sees the property as losing value every single year as the building is kind of disintegrating in their mind. So they're allowing you to write off a portion of the building. And the other place you get losses is from a rehab. So if you take a property and you improve it, and you put some money into improving it, a lot of it is a loss, an immediate loss.

And so you can create these losses that aren't real losses, meaning that you're still making money, you're still walking away with cash flow, but it looks like you're losing money on your taxes. And so people are able, with short-term rentals, to take those losses, and shelter active income. So shelter their W2 income and pay less in taxes, if not even no taxes.

And what our people use is usually 100 hours and more than anyone else, and so they'll go buy one short-term rental and in a calendar year they'll do 100 hours of work on that short-term rental. And more than anyone else, meaning more than a property manager, more than a cleaner, and then that will allow them to shelter income.

So that's one of the drivers for people to use short-term rentals over long-term rentals. Because for long-term rentals to access that very similar tax benefit you really have to do real estate more than anything else, so doing real estate more than being a doctor.

So when you have people who are working full-time as doctors and they're happy working full-time and they don't want to cut back, oftentimes they'll choose the short-term rental route. I think the other time is sometimes people just want to have a vacation rental or they want those higher returns, and so they're going to target the short-term rental first.

And then they know that they're taking on a little bit more work. And some people love that work. Some people love hosting, and they love designing, and they love having a secondary home. And that makes it worth it for them too.

I would say in our community, most people within a couple years have short-term rentals and long-term rentals. And some even start adding mid-term rentals. So they'll take their short-term rentals and they'll have a short-term rental one year and they'll harvest the tax savings. And the next year, they turn it into a mid-term rental, which is less work.

Bonnie: What's that?

Leti: So that's a three to six months stay. It's counted as a long-term rental for tax purposes, but it's less work than a short term rental and you still make more money, because it's a furnished rental, than you would with a long-term rental.

Bonnie: Got it.

Leti: So people tend to diversify in our community within a couple of years because they love the benefits of long-term rentals with lower risk, lower work, and then the ability to scale and go buy 100 units. But they love these short-term rentals too, for those tax benefits, and then for personal use and for the higher cash on cash return.

So although you may look at it as one versus the other, it's not actually that. You're going to end up buying probably both, it's just which are you going to start with this year, right?

Bonnie: Yeah.

Leti: And then you start to learn the tax strategies and you can mix and match and shelter taxes the second year with one versus another and combine them. There's a whole bunch of strategies that you can do. So that's my answer for that one. It's not a matter of which, it's a matter of when, right?

Bonnie: Yeah, like which one do you do first? Not which one are you going to commit to forever?

Leti: Yeah.

Bonnie: I just realized and obviously, this is obvious to us but it might not be obvious to the people listening, it's like, okay, so when you invest in active real estate, so short-term and long-term, you get cash flow or you get paid quickly versus waiting 30 years, right? So it's like an income-producing asset from day one, versus compound interest which takes forever. And you're kind of capped at 10% unless you're some high-risk trader person, right, which most people listening are never going to do that.

And being able to write off W2 income, because that's like the biggest thing because you really don't have that many write offs available as a W2. You don't really have any except for maxing out your pre-tax retirement accounts, basically. That's really your only option.

So you know that that's why it's so powerful. It's like, okay, you're getting paid now versus 30 years and your sheltering income. And just to be clear for those listening, you're going to pay a lot less taxes. And obviously in our tax bracket it's a lot of money, it's significant, right? It could be six figures. It's like you're making 100k more, just to give an example if they're saving 100k taxes.

And then, as you said, if they put that back into real estate, that's just going to grow even faster. Basically, what you're saying is you'd be stupid not to do this.

Leti: I mean, this is what we came up with. It was the fastest, easiest way to get to financial freedom in years, not decades. That's what we realized. And that was just the monthly income coming in reliably.

And I think that the last piece is autonomy because as doctors we've lost a lot of autonomy in the last 10, 20 years in medicine. Real estate can really reinvigorate people. We see this really happen with couples who are investing together, but also just individuals that get reinvigorated because they feel like they now have agency in their lives again.

They realize they have control over where they're going to be in three or five or 10 years. They're going to buy these rentals, they're going to create this source of income. They can work in medicine if they want, they cannot choose to, they can travel all the time. They can do whatever the heck they want.

And real estate is the vehicle, but it's not actually about the real estate in the end. It's about living a life you really love and building that life and knowing it's possible to live that life because a lot of us forget that we have that choice. We think we are stuck, but we're not.

Bonnie: I'm getting re-convinced right now.

Leti: Yay! Well, you know, Bonnie, I'm going to drop it here because I have a book coming out called Life on Your Terms. And it's a story and I did it this way so people could see the vision of – I did this story of the doctor that goes the traditional route and just works harder to save more in the 401k and spends, versus going down this path of real estate and how easy it is to do.

When you just decide you want that financial freedom and nothing's going to stop you, you can get it done. And doctors are incredible people, which is why we're so lucky to work with them because when they decide and they get a few tools, then they just go get things done. Just like how we got through med school, it's the same thing. It's amazing.

Bonnie: Totally. All right, so let's talk more about short-term rentals and how you help doctors because, obviously, you're in the course business now. You have a very well established, well received program on long-term rentals, and so tell us about the short-term rental program.

Leti: So we have a short-term rental course, it's called Accelerating Wealth Short-Term Rental Blueprint, and we released it first in 2021. So it's actually been around for a couple years now. And it covers very different things than Zero To Freedom does.

So Zero To Freedom is all about taking you knowing nothing about real estate through buying your first rental property. And it covers a lot of the basics you need to know how to buy good deals. But Accelerating Wealth talks specifically about short-term rentals and how you take a short-term rental, how you pick it, how you buy it, and then how you maximize it and run it to make the largest amount of profit.

And so it's treating your short-term rental as a business and how you run the business. And there's a lot of technology that goes into it, a lot of risk mitigation that you really want to think about with short-term rentals.

And so for the people who really want to do short-term rentals, oftentimes we see them go through Zero To Freedom and then do Accelerating Wealth, almost like a graduate course. I think another way to put it is Zero To Freedom teaches you to drive, but Accelerating Wealth teaches you to ride a motorcycle.

We do see some percentage of people who say, “You know what? I really want a vacation rental, I’m going to start with Accelerating Wealth.” And then they realize, I want to build a portfolio that sets me up for a lifetime of generational wealth, and then they go to Zero To Freedom next.

So we see all ways that people approach it. But Accelerating Wealth is just focused on short-term rentals and making them run profitably.

Bonnie: So I think a lot of people do want a vacation home. And so would you say if you’re thinking of doing that, then you should definitely also make it a short-term rental unless you don’t want randos staying in your place? But it’s something to, it almost might push someone over the edge of buying a vacation home because some people are like, well it’s a big extra expense, or blah, blah, blah. But the short-term rental aspect would mitigate that dramatically, like pay for it.

Leti: Yeah.

Bonnie: Pay for your vacation home and more.

Leti: It’s huge, I mean just our little cabin, we have a property manager for that, that we pay 30% to. If we didn’t have a property manager, we’d be cash flowing over 70,000 a year. So you can imagine a little tiny vacation rental that you stay a couple weeks a year, but it’s making you all this money.

And if you want to move into it, I think we see a lot of people who are like, “Oh, this is going to be my retirement home, but I’m going to make it a short-term rental for the next five to 10 years and I’m going to write off all these expenses and I'm going to make all this cash flow and it's going to set me free. But it's ultimately going to be a house I move into."

I think we see a fair amount of people who do that for vacation homes themselves, or for the future. But really they're like, why not make this cash flow now that gives me options? And then we see people go all out and buy five, eight, ten short-term rentals, we have people like that in our community too. And then they're getting financial freedom in just a few years.

Bonnie: Yeah, I definitely see people who catch the bug and they just go nuts. I've definitely seen that with my clients, too.

Is there anything that we haven't covered about short-term rentals that you think people should know?

Leti: I think that when you look at buying a short-term rental, just make sure you're buying an asset, not a liability. A liability takes money out of your pocket. A liability costs you money to support and you don't want to be in a situation where you have to work harder at your day job to support a liability you've purchased.

So make sure you're buying an asset. Make sure that you buy something that makes you money and that you really understand how to do the numbers ahead of time because it's very possible to predict how a property is going to perform with data ahead of time if you know what you're doing.

Bonnie: Yeah, because I'm sure you've seen people who are like, "Okay, I'll invest in real estate," but really have no idea how to do it. And they then buy a place that had no chance almost, right?

Leti: Yes, we've seen that. And that's what Kenji did, actually, back in the day. He bought a bunch of properties that didn't really cash flow. And then when the recession comes, if you have properties that don't cash flow and you're not in a great position, you have to work to support your properties, and that's the opposite of what Fast Fire is.

Fast Fire is about buying properties that make you money every single month, so that you have freedom. And the properties make you money, not you supporting them.

Bonnie: This is not 100% related to short-term rental, but what I see, and you probably see this too, is people think they know about real estate investing because they couldn't sell their primary home and so kind of became an accidental landlord and had such a horrible time with that because usually your primary home isn't, at least for the doctor homes, they're not really meant to cash flow. And then they think, "Oh, well, it doesn't work and it's too risky." And so I see people go down that route as well.

But okay, I think we covered a good amount of material, like not even so much long-term versus short-term, but how they're different in that. And I feel the same way. It's not which one, it's which one are you going to start first? And then you'll probably end up doing both. Kind of like how Peter Kim started with syndications, but now he has all three, right? He's got syndications, long-term and short-term.

I started in syndications and then we have long-term now. And so I still don't have a desire to do a short-term rental at this point, but that doesn't mean I won't in the future. I'm just a little slow to warm up to real estate, but that's okay.

All right, cool. How can people find out more about you?

Leti: We run Semi-Retired MD, and I'm sure that you can put a link below for the Accelerating Wealth course and Zero To Freedom, and that's how you can find us. Just we're around a lot of doctor summits and things like that as well, always happy to get to meet people.

Bonnie: I know you enjoyed that episode, like I said in the beginning, I am so re-inspired to look at my real estate portfolio and to probably add some properties to this.

Now, as we mentioned on the show, Leti and her husband Kenji, they do real estate courses for physicians and high-income earners. And many of my clients have studied with them and they only get rave reviews because they are so, like I said, such high-energy, they really know what they're doing and they really, really simplify a topic that so many of us think is so complicated.

So, as we discussed, they are going to be opening up their program, Accelerating Wealth, which is to teach you how to get into short-term rentals. Now, if you join the waitlist at wealthymommd.com/aw, AW is for Accelerating Wealth, you definitely want to get on the waitlist now.

Even if you're not sure, even if you're thinking, "I don't think so," get on it. And the reason why is because, A, you're going to get early access to enrolment, and it's the only way to get a discount on the program. So you might as well join and you don't have to buy when the program opens.

But I will tell you, this is a powerful vehicle for building wealth. Short-term rentals build wealth faster than long-term rentals, and you don't want to make costly mistakes, right? And so I really consider these types of programs as a small investment to avoid lots of costly mistakes and to take action and start building your portfolio a lot faster than if you did it on your own.

Once again, that's wealthymommd.com/aw. And if you do end up enrolling in the course through my link, I will get a commission. Okay, see you next week.