



## From 1 Team Member to 100: A Successful REI Business Story

Host: Josh Cantwell

Guest: Joe Greaves

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Josh Cantwell:

So, hey what's going on everybody? Josh Cantwell here, CEO at Strategic Real Estate Coach and Freeland Ventures. Welcome back to another episode of the Strategic Real Estate Coach podcast. And thanks for joining me. I am really excited. This is what your recording early Monday morning. Just got out of the gym got breakfast at my favorite deli, hung out with my wife. This is my first real piece of work today. I'm hanging out with my good friend and one of our, one of our really successful students, Joe Greaves. Joe is from Missouri and Joe is a relatively still relatively new student with us, been with us for about two or two and a half years. And I remember, Joe might not know this, but I know Joe's first purchase within our organization when he found us was The Flip System. It was a, a digital book that I wrote and Joe was actually referred to us by another affiliate.

Josh Cantwell:

Joe was referred to us by Patrick Riddle and Joe bought The Flip System book and our training program and it's ascended all the way up through all of our different trainings and coaching. We've developed an amazing relationship with Joe and Joe has recently, about two years ago, quit his job, in big commercial construction. And has been a full-time real estate investor ever since. And we're here today to talk a little bit about Joe's story. His, his story and what he's, what he's looking at for the future. Joe also was our third place, 2018 investor of the year, which is really exciting. Joe flipped a bunch of properties during his yearlong coaching experience with us. And Joe won a Rolex watch. You wearing it? He's wearing it, fantastic. So, Joe, thanks for joining us today. How are you this morning?

Joe Greaves:

Doing good. Thanks for the call.

Josh Cantwell: Absolutely, Joe. So, let's jump in really quick. Just kind of maybe fill in the blanks of what I've left out about your background. Give us the one to two minutes sort of bio about Joe Greaves.

Joe Greaves: It's really pretty simple Josh. I had always had some vision of real estate, being in the commercial business for 35 years, building some really big stuff and I was always interested in how the developers were always leveraging their you know, their assets and their money and actually leveraging our expertise to build their properties. And these guys were, you know, some guys were really, really great guys and are still mentors, one is how one of our private money, private money partners. And others I emulated that I didn't want to emulate and I just decided that, you know, that if these guys you know, can have that kind of wealth and to build that kind of wealth through real estate that I might as well try to join in. I was, I was killing myself what I thought was doing the right thing and doing a good job and building projects for them. And we got paid, you know, for that one service. But these guys kept getting paid and they get paid over and over and over and over. And I just wanted some of the love.

Josh Cantwell: Yeah, nice, that sounds good for Joe. When you say big commercial construction projects, give our audience just a little bit of a taste. Like what's up? You know, you don't have to tell us a specific address, but give us an idea of some of the projects you've worked on.

Joe Greaves: And I built a 171 Walmart and Sam's Clubs, built three, a multi hundred-unit apartment complex, built some nursing homes, built some churches, several warehouse and distribution centers and the biggest project that I completed when actually completed that project and then quit to pursue this business was a \$60,000,000 facility for trans west trucks in Denver.

Josh Cantwell: Wow. So, were you traveling a lot? Obviously, you don't build 171 Walmarts and Sam's Clubs in the same community. So, you had to travel all over the place, right?

Joe Greaves: I did, I traveled, I left on a Monday and came back on a Thursday, worked all day Friday most of the day on Saturday. Tried to, you know, tried to have a little bit of a life on Sunday and repeated it on a Monday.

Josh Cantwell: Got it. Do that for 35 years.

Joe Greaves: It was a grind.

Josh Cantwell: Sounds like a grind buddy. It sounds like a grind. So, Joe, let's pivot into your current real estate business. You jumped in, you know, like you said, you quit your job or to talk about that in a minute, jumped in to real estate full time. Give us an idea of what you're focused on today. Are you focused on, you know, I know, but tell our audience, you know, rehabbing, wholesaling cashflow rentals,

assisted living, and tell us what you're up to today. What's your favorite thing to work on?

Joe Greaves: Currently we have three remodels in process. We have two single family homes under contract in due diligence. We just completed two projects and they're listed on the MLS. One project had a third look, uh, over the, over the weekend. So, it's on the 13th Fairway of the country clubs. So, it's pretty cool. We just closed an 18 duplex deals. Which was really kind of an exciting off market purchase. We did that with a private money partner who put in our down stroke. We secured the financing, put management in place. We've renovated nine of those units. So, nine are occupied, nine are renovated three of those renovated nine have just been leased, so at least that thing is cash flowing now. And then the big, the big vision for the future is to continue to build that passive portfolio.

Joe Greaves: And our big, big project is actually thanks to you and introducing us to a residential assisted living at our Masterminds event. I am all in with this RAL. So, we're going bust the RAL vision. We have a property that's under contract that has 24 existing apartment units on it that will convert to independent living. And then in the state of Missouri allows us to build 12, 12 bed homes. So we'll, that's we're in the due diligence part of that now and you know, just going through the zoning and all the regulation assets, it's a totally different nut and you know, but at the end of the day that's where we can really not only impact our business, but we can also impact lives out there and give seniors just a really cool place to live. And this property is about five minutes from my house, so easy to look at.

Josh Cantwell: Nice. And I imagine there are massive deer there as well somewhere around. You hunt in your backyard or where do you hunt? I see that massive buck behind you? That's beautiful.

Joe Greaves: Yeah, you know, he, he was kind of being a guy and thinking with his nose and not thinking with his head and kind of got in the way of a 30 round but yeah. Well this is the, just the finished the opening, the opening weekend of firearm season here in Missouri. Had a great, you know, great weekend with son, Drew. It was his first time back, able to hunt. He had gone away to college and went away to law school and I don't know, he couldn't seem to find any time to get away when he, being a lawyer, but passed the bar. And so, this was the first time for him to go out and he harvested in nice one the other day so, that was fun. Had several opportunities to, to shoot, decided not to. And we just, I mean, I saw him, I just didn't, I just wasn't able to put the beat on him. So, he's out there and since I don't lose very well, you know, we've got, we still got some time to hunt.

Josh Cantwell: Yeah, that's great. That's great. You know, a lot of guys, Joe, you know, that were in our Mastermind, you know, our sort of ideal student to work with it's in that, you know, 40 to 45 year old on the low end, you know, probably 70 on the

high end, you know, really family type of people, you know, parents and grandparents, kids and grandkids and families that they really care for. You know, spending that kind of time you're talking about with your son. And like me coaching my kids, my kids are a little bit younger, but that's really what it's all about. And a lot of times when people jump into real estate doing what they want to do as a real estate entrepreneur has a lot to do with lifestyle. Right? Are number one when I really look at guys like you and Mike Neil and Mark Carmona, Mike Cantrell and Cheryl Stewart, you know, Louis de la Cruz, a lot of people in our Mastermind, it seems like, you know, they're not in real estate for, you know, to be worth a billion dollars and drive Ferrari's and Lamborghini's.

Josh Cantwell:

They're into it because they want the time freedom to spend and do the kind of things you're talking about, you know, you know, hunting with your kids or just enjoying the free time. You know, Joe is a very, very amazing athlete. Done a number of Iron Mans, we'll talk about that. Time to train, trying to really take care of yourself. So, let's back up for a minute for you. Talk about the past for a second, Joe. Like when did you catch the real estate bug and really why were you interested in it? Was it passive income? Was it free time? What was it that kind of thought like, man, this life I'm living is, maybe the income is great, but the time is not, you know, maybe there's something missing? What were you pursuing? What were you either running, running towards or running away from when you caught the real estate bug?

Joe Greaves:

I don't know that, I was the only thing I guess I was really running away from was I just so hated going to work and I won't bore you with the drama, but I just, I can't even tell you about how bad I hated the traffic. I hated getting on airplanes and going and coming and it was, I mean, it was a good. I mean, it was a good living. It was, you know, I was paid well for doing what I did and I was marginally good at what I did. I just hated doing it. And I had mentioned I have a colleague that's become a friend and as well as a business associate. He, you know, he has a home in Jacksonville, Florida and he has a home in Vail and he travels all the time and he's a real estate guy and he's built his team.

Joe Greaves:

His team is very successful. I am still part of that team. I construction manage some of his projects, but I wanted that lifestyle. I wanted to be able to, you know, get out of bed and go to the gym and get on my bike and train and then take vacations and travel and hang out with the boys and, and you know, and you know, we're just kind of looking for that passive income that gives us a freedom of a lifestyle. And you know I went through the training, I've learned about self-directed IRA accounts and how to invest, how to invest in our own projects and invest in passive income properties, which, you know, Edward Jones cannot deliver what a solo IRA account or so Roth account in our case, solo Roth account can deliver. And you know, we just learned that through the training and the more that we learn, the more I want to learn. And we started with a team of one and now we have a team of over a hundred. And we just put on an acquisitions manager. So, I fulfilled one of the challenges you gave me at our, at our Cleveland event. And then our next move is to put on a project

manager so I don't have to deal with the construction stuff that will allow us to really focus on our, ARL business.

Josh Cantwell: Nice. So, it wasn't necessarily, you know, obviously income was nice income, but kind of really just pursuing the lifestyle, the time freedom to travel and enjoy training and those kinds of things. So, Joe what does, what does the future look like for you? You quit 35-year career in commercial construction to do your own thing, build your own business as a real estate entrepreneur. You've had a lot of success out of the gate. It's probably not merely what you want, where you want to be because you have big goals and want to accomplish a lot of things. So, what does the next three to five years look like for you? What are you trying to accomplish there with real estate?

Joe Greaves: Well, we're going to continue to build our, I call it redevelopment business because I just think it's sounds more professional than flipping. We are flippers. It is who we are. It is what we do, but when we're standing at the country club, you say, Oh, I get to raise private capital for real estate development. Oh, well really what do you do? You know, we're a residential commercial, multifamily redeveloper and we utilize private in private capital individuals just like you. And we invested in on real estate projects. And when Kyle says, well, how's that going? You say it's going great. I mean, that's really true. That's really how that happens. So, we're going to continue to raise private capital with our REL business, you know, we need to raise about \$3,000,000. We, you know, we do a lot of our single-family properties, with a conventional bank financing.

Joe Greaves: We have our first our first property underway with the Freeland Fund and so we're, you know, I think that will do 12 to 15 a residential redevelopment, this year. We'll purchase another 25 or 30 multifamily doors and hopefully this time a year from now we'll have our CON in place for three residential assisted livings that'll take us up through the next 24 months and then we're going to grow that residential assisted living to other markets within a couple of hours east, west of, of Columbia, Missouri. We're located in kind of a stretch. We can go down through Springfield. I think well over an overlook St Louis because there's quite a bit of competition there. Go up through central Illinois where they really don't know anything about residential assisted living and we just need to get there before somebody else does.

Josh Cantwell: Yeah, good for you, man. That's really what it's all about. Passive income, mailbox money to pay the bills, build your lifestyle and then to be able to do the things you'd like to do. Traveling, whether it's beach, whether it's the woods. I mean, that's, that's really where it's at. Joe so when you left the commercial construction, you have really an amazing story of kind of leaving walking away from this former job. And so why don't you just tell our audience a little bit more about that? Like what were you doing, what was on your mind and when did you finally pull the trigger to say, I'm out, I want to do this full time.

Joe Greaves: Yeah, it was kind of, it was kind of crazy. I'd completed a really big project. We completed it four months ahead of schedule. Through that process I had a contracts administrator and I had a really, really good building superintendent and we really merged well together. My former employer had promised a you know, a very nice bonus if we delivered the project, you know, 70, 80, 90-hour week deals. Because I was all in, you know, that was the commitment that I had given that client and what I'd given my employer and I you know, I didn't do it myself, but, my contract's administrator really wasn't very good, so we eliminated him, and we just thought, holy crow, that's an extra \$40,000, it's going to go into our kitty, well it didn't. And so, I continue to work with, you know, with that builder for several months and, you know, kind of suggested that he kind of need to make not make right with that handshake that we did. It just didn't happen, didn't really appear, was going to happen. And I was tired of traveling back and forth. Barbara was here and we're going back and forth every other weekend and it was just really a grind and two homes and two livings. And it just decided it was just too much of a grind. So, I decided that I would make that decision really simple.

Joe Greaves: So, I just said I'll box up my computer and my cell phone, my file. I will send them to you. I promise that I will not pursue any of our clients if I can ever be of assistance, I'd like to do that, but I'm done. And I was told, well, you can't do that because you've got, you know, multimillions of dollars' worth of construction going on. I said, yes sir, I do, but you know, you may be a promise and that didn't get kept, so I'm going to keep mine. I'm done. I still have a relationship with those guys. So, I guess if, you know, time blows up and I got to go back to work. I don't know, it might happen, but we're hoping that the mailbox will keep us from having to go back to work. So, I'll just finish that story just a little bit. So, I thought, okay, I'm done and I win. And by 4:00 in the afternoon, made a cocktail, put my feet up on the desk, Barbara comes home from work and she goes, what's wrong? And I said, well, I just quit my job. She goes, she just quit your job. Yeah. She said, well good, maybe now you can do something you want to do.

Josh Cantwell: Oh, good for her.

Joe Greaves: She said, I don't care what you do, I just want you to want to get out of bed and go to work. And so now we get out of bed and go to the gym, come to work. Mondays, Mondays, Wednesdays, and Fridays. I try to spend here in the office. Mondays is always a pj day, except for today. I've got on my nice shirt with my Central Development Group logo just like you and you know, so actually today we are leaving. We're going down to the REL conference in Dallas and learn all about memory care.

Josh Cantwell: Good. Good stuff Joe, that's great. So thinking about where you're at now, and we've talked about kind of the future, quitting your job, is there anything that when you look back, whether it was quitting your job, whether it was last month, last year, or 25 years ago, when you think back about all the decisions

you've made, things that you've done well, maybe some things that you regret. You've done it differently. Is there any advice that you'd give your younger, former self? Things that, whether it be in a relationship, whether it be in business finance, uh, you know, whatever it is, is there any advice you'd give your younger, former self that our audience can kind of, you know, taking, kind of implement their own lives?

Joe Greaves: Probably the one thing that, and then I still come back to today, happened when I was 18, 19 years old. I was a baseball jock and I thought I was pretty good and I was, I was good in high school and I played college ball and I was pretty good in college, but I always had a passion for the Marine Corps. And I wanted to be a marine and I wanted to be an aviator. But I failed the eye test and so therefore I couldn't be an aviator and the recruiter says, look, your scores are good. You can be a ground engineer, you know, go through college will put you through your college and all that other. And I thought, you know, I'm going to have somebody telling me where to go and what to do and how to do it.

Joe Greaves: I'm pretty good. Don't know that I really don't know that I really, really want to do that. Long and the short of it is I played college ball, went to a Cardinals camp. They were cutting guys way better than I was and that is a regret still to this day that I didn't pursue. So, the advice is if you think you want to do something, you just really need to examine it and just go for it. You're young, you know, it's what I tell my boys, you're, you're young and just get. You got all kinds of time to work and so you need to develop whatever is that passion or whatever is that goal or whatever it is that focus. It's out there. And you may try three or four or five things and it may not be the bomb, but that will get you to where you want to go. So, it took me 35 years to get here today. And we're not anywhere near where we're headed and I would tell you, we don't even know where that is except it's vertical.

Josh Cantwell: Yeah, right. Except it's vertical. That is great, man. I love that. You know, the interesting thing is Joe, like I'm 42, right. And I'd already been in real estate 14 years and I got my knees chopped off underneath me when I was diagnosed with cancer in 2011. Basically, had to rebuild my entire life both physically, mentally, financially, all of it. And I think now at 42, like a lot of people would be saying, well, you know, 42, I just got to get to work, you know, I've got 10 years, I've got 20 years. I'm going to work until I'm 63 or 65. The truth is because of the advances in medicine and the advances in lifestyle, you know, there's a pretty good chance that you know, me or my wife are going to live to 100, right? So, I still feel like I'm on the young half of my life and. It's really all about perspective, you know, I mean if you think like, okay, you know, I've got to make something happen now because I'm only going to work till, I'm 65.

Josh Cantwell: Well, if you're working and doing something you really love, like there is no exit date, there's just no time to say, well, I'm going to work and, on this day, I'm going to retire and my big retirement party. Like the guys that I know, they're in real estate, you know, even though they're completely financially independent,

they're 65 and 70 and 75 years old. They're still doing deals, they're still raising money, they're still talking to the bank. They're still raising private capital. They're still doing something fun. Maybe they're not working, you know, a super rough, hard 50, 60 hours a week. Maybe they're putting in 10, 15 hours. And that's it. And for a lot of people, it depends on your goals, right? Because even I know a lot of investors that just do three or four deals a year and they're making 100, 150 a year and only work in 10 or 15 hours a week because they're just closing a couple deals and that's the lifestyle they want.

Josh Cantwell: They want the freedom to do whatever they want and so it really is all about perspective, right? Because I could say, well look, I've got to work 50, 60, 80 hours a week, or like I can be comfortable building a team and maybe making a tick less money and have an amazing lifestyle to spend with my wife and kids and things like that because I've got all this time to build and enjoy it. Build and enjoy it build and enjoy it. Instead of just build, build, build, build, build, build, build, and then retire and then enjoy it, right. You see that didn't work out for my parents. It didn't work out for my Dad. He works, work, work, work, work, work, work retired and got diagnosed with Parkinson's. My buddy Matt and his dad work, work, work, work, work, work, work, work retired five months later, got diagnosed with pancreatic cancer, died within a year, right. So, I just don't buy into that. So, Joe, I don't know about you and what your thoughts are on that philosophy, but you know, this business of real estate allows us to work and enjoy work and enjoy not work, work, work, work and then enjoy later. What are your thoughts on that philosophy?

Joe Greaves: Yeah, absolutely. That's true. You know, as I said, I mean, I had a good job, I had a good income, I had all the benefits, I had all the health I had all that stuff. But what this business affords and I don't look towards retirement, I look towards the future and I think about the beauty of this business is we can do deals anywhere in the country. We can do deals anywhere in the world as long as we've got high speed connection and as long as we've got a telephone, we can do anything, there's money in California there's money in Idaho. Cedar is proven there's money in Montana for goodness sakes. So, there's, I mean this works anywhere. I mean we are in central Missouri and, and it's a great place because we can bounce out to other markets, and be in different parts.

Joe Greaves: But I will tell you that I don't, I don't see me ever going to retire. I will probably slow down a little bit. But at the end of the day, I don't have that date chalked up on the wall and say I've got three years and 46 days and 13 hours in 12 seconds. I just don't think about it like that. I think about where am I going to do another event and well maybe we'll just spend a day, I'll go do that event and then maybe we'll spend seven or 10 days checking it out. We went up to Coue D'Alene, Idaho year before last and hung out up there. Well Lake Couer D'Alene, you know, kind of met the retirement chart. So, we just got to places where, Oh, we've been there. Oh yeah, really like that. Well, we'll ask a few months ago we went to Flagstaff, so Flagstaff is pretty cool.

Joe Greaves: There are so many places that we have the ability to check out because I don't have to call the boss and say, is it okay if I take off? I've heard this boss guy can be kind of demanding sometimes, but you know, at the end of the day he kind of likes hanging out and likes traveling and Barbara loves to travel and, you know, she wants to, you know, take a trip around the world. I don't know that I want to do that. I might meet her in Italy and ride my bicycle from the tip of Northern Italy to Southern Italy. But you know, that's part of her goal and her dream and you know, I'm here to solidify, you know, trying to do my part of whatever I can do to make that happen. And I could probably ride that ship for three or four weeks, maybe a month. I'll have to get off it though and go somewhere and go to work for a while. I don't know, we might go, we might go buy something in the Caribbean. Who knows?

Josh Cantwell: That's fantastic. So, Joe as we would kind of round third here and head for home and kind of wrap up this interview. You're a very competitive athlete, done a number of Ironman's and triathlons and things like that. Tell our audience just a little bit about that, your passion for being athletic and your passion for those kinds of things. Where do you think that passion comes from and just kind of any final parting shots, words of advice for our audience, maybe they're watching this interview for the first time. Maybe they're, maybe they're kind of thinking about their future or maybe they've never heard of me or you before, but they're thinking, wow, these guys, these guys, something here. So just talk about that. Your passion for life, your passion for sports and any kind of final pieces of advice or words of encouragement for our group.

Joe Greaves: Sure. I started this triathlon gig in my mid-forties. I'm just got bored in the gym, was always kind of a gym rat, but just got bored in the gym. It was wintertime and I was in a spin class and the instructor had died, had completed several Ironman and he looked at me. He goes, hey, you're kind of a strong rider. You need to join our triathlon team. I went, triathlon, man, I can't do that. He goes, Oh yeah, you can. I thought, okay. So anyway, a few more weeks went by and he goes, I'm telling you, you need to join our triathlon team. He says, you'll really love it. We've got a great group and good comradery. I don't know if I can do triathlon. I mean, heck, I haven't swum since I did the mile swim at boy scout camp when I was 12.

Joe Greaves: So anyway, I decided, oh, what the heck? And there was a there was a group that was going to the Memphis in May triathlon and that is around a fundraiser that's all about barbecue and anybody that knows me knows that my last meal on this earth is going to be barbecue and it will come with onion rings, and spicy coleslaw. So, I left the class, went out, signed up for the Memphis in May, triathlon jumped in the pool, went down and back and thought I was going to die. And just started training and getting into it. And it was a different lifestyle. You know, where it, it's not, we don't call it diet, we call it nutrition because one of the things that triathlon affords us the ability to eat a lot. And you know, and so I had completed several Olympic distance triathlons and then some halves.

Joe Greaves: And one of the fellows that I did a half with he goes, man, you need to, you need to do an Iron Man. Iron Man. I don't know. I said, I don't even have a training plan. I don't even know where to start. So, I went to work and popped up my email and there was a training plan from one of the guys and he goes, now you have no excuse. So, we got to that event, looked around, got out of car and here's all these really fit, you know, men and women. And I thought I have got no business being here doing this. I don't even know what I'm do it. And he looks at me and he goes, look, you've done the training, right? Yeah. Put in your time, right? You're here, right?

Joe Greaves: Yeah. Just go do the event. So, I did and finished my first one and then went to another and another. And then I had a new put a new hip in. So, people that say that, oh, I can't do whatever because I got a bad leg. I understand it's a bad leg, but I have a prosthetic hip and I've done three Iron Men with a prosthetic hip, doesn't make me a genius, doesn't make me any better than anybody else, but the real testimony is what is the drive and what is the reason, whether it is athletics or whether it's work, whether it's your family, whether whatever it is. One of my other sons is insanely fit. He's a United States marine. He loves Spartan events, very, very physical, very physical. And he encouraged me to do a Spartan race with him. I said, okay, Connor, I would love to do that.

Joe Greaves: Just pick one. Don't ever tell one of my overachiever sons to pick something because they pick something kind of like me over the top. So, we went out to Lake Tahoe and we didn't do we didn't do a Spartan, we didn't do a Spartan Beast. We did what was called an Ultra Spartan Beast. So, you know, 26 miles, 58 obstacles at Lake Tahoe, 9,000 feet. This is something that a normal people just don't do, but I'm going to the stay focused thing because there were a, there were a team of veterans that were there, you know, one of these veterans and I and I completed this event and these guys are doing exactly the same course that I did. One of them was missing an arm. One of them was missing both legs. Another guy was missing one leg. Another guy was missing both arms.

Joe Greaves: Now take in mind they had. They had some team members that were helping them do the obstacles, that they couldn't do. And then they had some support behind them working with them on their nutrition, carrying an American flag. Okay? That's why we do what we do. And you talk about mesmerizing. I stood there and I wept because of the sacrifice of what these men and women did. So, you and I get the privilege of helping others do what we do. So, it's not about how much we can make. It's what do you want to make out of our life and our life is whatever you want to make it. So, I would, I would tell my parting word is find the dream, look at your why, figure out why you want to do whatever it is you want to do in your case you're working with the Parkinson's fund.

Joe Greaves: In my case, I support, I support special athletes. I support military veterans. Why? Probably because, you know, I'm living vicariously because I chose not to do what they did. And at 58 years old, there's not a day that I go by that I don't remember that I should've done that. I should've done it. And Connor's doing it.

Now whether Connor's doing it because of me or that's something that he wants to do. He's a marine. He's a college graduate. He's building his own business. Son, Drew. He is an athlete. We train together, we work out together. He's building his business and I get to fund it all because I had taken the jump to do something different. Figure out your why, be different when you make a mistake and you will and things go bad and they will.

Joe Greaves: What you can't do is not. You can't stop. You can't stop, I'd say, I tell people that ironman comes in three-mile increments, you're feeling really strong and then you turn some hill and the wind hits you in the face and a holy crap. What am I doing out here? Why am I do it this? And then you see, you know, some, some fella that might ride by you with one leg, but he's still on the same course that I'm doing. Right? Or you see somebody that's 70 years old. Okay. Why lap the guy, but he's out there doing it. He's doing something because either one, he's got something to prove or two because somebody told him he couldn't do it. So, I would look at those people you know and say, Oh, just tell me that I can't do that. Is that is a challenge for me. Tell me I can't do something and I guarantee you that I will do it.

Josh Cantwell: Yeah, that is awesome. Awesome, Joe. Listen, as we wrap up, I appreciate those final words of encouragement. That is great stuff, man. So, for our audience. I was like to give our audience some resources and some tips and stuff like that. Just as we kind of wrap up. So just a couple of things you enjoyed our interview with Joe, are you find this on iTunes or YouTube or wherever you find this? Whatever social platform, if you enjoyed the interview give us a five-star rating. Give us a thumbs up if you didn't enjoy the interview. You thought it was terrible. You hated it. Still give us a five-star rating and a thumbs up and leave us a comment. So, my team will obviously monitor the comments. You have questions, we'll grab those, we'll answer those when we can. And then if we can feed them back to Joe, Joe will respond to my team and we'll get, we'll get the answers for that.

Josh Cantwell: Um, you know, Joe started out with us just buying a simple eBook. That's how he got started with us and is working with us now inside of our coaching program for a couple of years. If you feel like your kind of stuck in the mud and you know you're not achieving and not progressing the way you want to, you know, maybe some sort of coaching and mentoring is right for you. You can always check out our website specifically for that is [JoshCantwellCoaching.com](http://JoshCantwellCoaching.com) and check that out. Go ahead and apply if that's something you think you're interested in. We always do that through an interview process. So, when Joe got started with us, it was an interview process. We find out kind of where he is and where he wanted to go. Figured out his reasons for wanting that change and then just talk to him about, hey, this is how we can help you achieve that. This is some of the programs that we have that can get you there. Joe, if there's anybody that wants to work with you, maybe joint venture with you, maybe be a private lender to you. Is there a website that you have or an email that you have and they can reach out to you?

Joe Greaves: Yeah, you bet. I'd love to visit with anyone if, if I can just visit, if you need some encouragement, you know, give me a call if you want to partner on a deal. We've got, we've got deals and we're always raising private capital. My phone number is 573-808-1820. Our office number is five, 573-442-2727. And we're on the web at [CentralDevelopmentGroup.com](http://CentralDevelopmentGroup.com). [CentralDevelopmentGroup.com](http://CentralDevelopmentGroup.com). We've got some postings on there. We've got some blog post on there, we've got some projects we're doing and we've got projects for sale. We've got some of our passive income stuff and our marketing team is always working on that. And would love to reach out and be able to assist anybody and certainly if they want a joint venture a deal, let's put it together.

Josh Cantwell: Sounds great. I mentioned this a lot in our podcast. My student Joe Namath, who was actually in my market, he'd said to me one time and said, we all do better when we do deals together, so that just resonated with me big time. And so, if, highly recommend you guys work with Joe Greaves, if you're listening to this and you're interested in doing deals or being a private lender. Joe is a stand-up guy. He's invested money with me and our fund. I've invested money back with him and to his deals as one of his private lenders were doing deals together. And you know, and everybody's, everybody's making more money and the kind of the tide rises all boats, which is, which is awesome. So, Joe, thanks so much for joining us today. I really appreciate your time. You have a fantastic week. I have a good time at whatever that event is that you're going to as well.

Joe Greaves: Thanks Josh.

Josh Cantwell: Alright guys, listen, that's it for today. I appreciate you being here. Again. Leave us a rating. Leave us a comment question, uh, in the reviews area and we'll talk with all of you very, very soon. Take care.

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