



## Investment Terminology and Five Tips to Grow Your Real Estate Income

By Michele Cummins, Expert Contributor and Certified Luxury Marketing Agent

Whether you want to start investing in Real Estate, or you have multiple investments, you'll benefit from the following insights.

Let's start with terminology.

- **PASSIVE INCOME:** Letting someone else do the work for you, and you supply the funds.
- **ROI (Rate of Return):** It's the net gain or loss of an investment over a specific time period, expressed as a percentage of the investment's initial costs. When calculating the rate of return, you are determining the percentage change from the beginning of the period until the end.
- **CAP RATE:** The capitalization rate indicates the rate of return that is expected to be generated on a real estate investment. It's used to estimate the investors' potential return on their investment.
- **SYNDICATION:** The process by which investors pool their capital resources and expertise to invest in real estate projects that would be too capital intensive or complicated for an individual investor. Syndication is just multiple investors putting their money into a project, so they are able to have more security and a better rate of return with bigger opportunities.

**TIP #1:** Align yourself with professionals such as a great REALTOR®, Accountant, Financial Planner and Real Estate Lawyer. Professional advice is so important and worth its weight in gold.

**TIP #2:** The best deals are represented by professionals, when it comes to real estate investments. Some of the best deals are not on the MLS system. They're actually pocket listings. REALTORS® who are in the know have and/or know about these deals. It's from the relationships that agents have with each other and other professionals. Our network helps us find you hidden gems and unlisted properties and opportunities. It's the 80/20 rule: 80% of properties are sold by 20% of agents out there. We network with each other; we've established ourselves with good rapport, trust and likability. Trust is built over time, not overnight. Not only within the professional world, but also with the owners of these properties. Real Estate investing is the most secure, most satisfying and most rewarding wealth-producing investing one can do, but the results are usually not overnight. It's a long-term business if you want to be an investor, and it's a small world: so it's important for investors



to be loyal.

**TIP #3:** Loyalty is very important to get the best deals, the best opportunities and the best professional advice. Have loyalty to one agent in an area. If you use multiple agents for the same investment area, then you will not get the best opportunities or get their full attention. The faith and trust you put in each other is very important, and it's more than simple cooperation. If you don't commit to them, then they won't commit to you.

**TIP #4:** You're allowed up to two insured mortgages for only 5% down, so use it to your advantage with the current, extremely low-interest rates. This is the time to capitalize on that. Stretch your money to build wealth faster.

**TIP #5:** Start small and build from there. It all starts with your primary residence. Next could be your vacation property, so you can make money and enjoy it yourself. And then maybe your third investment could be a new or prebuilt strata, so it's covered with 10 year warranties and you won't have to worry about maintenance and you are protected against any future potential rental restrictions. Then maybe a detached single-family rental unit and then get into multi-family 4+ units, commercial, industrial, moving to joint ventures and syndication for passive income.

My next article will be *15 Ways of Making Money in Real Estate and 15 types of Real Estate*.

Check out Michele's blog with amazing insight and tips for Real Estate at [www.michelecummins.ca](http://www.michelecummins.ca) Call her anytime for your Real Estate needs direct at 778-885-4659 and feel free to email her at [cumminsrealestategroup@gmail.com](mailto:cumminsrealestategroup@gmail.com). Listen to her radio show on 107.1FM Saturdays at 8am or her weekly Podcast or visit her YOUTUBE channel for her monthly Statistic updates!





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## Hard to Kill Houseplants

By Emma Riehl

### Moth Orchid

These beauties are prime examples of the ideal houseplant. They're colourful, easy to contain and thrive in drought-like environments. You're actually more likely to kill a moth orchid from overwatering than under-watering. Perfect, right? Water the plant only when the bark or moss at the base of the plant is dry to the touch. Orchids like indirect sunlight and normal room temperatures. If your plant stops flowering, cut the bloom spike off at the base and it'll keep flowering for years or even decades to come (no, seriously).

### Croton Plant

Croton plants are non-flowering, but you won't even miss the blooms thanks to the vibrant colours of this species' leaves. In bright, almost neon shades of green, red and orange, these plants can be seen from across the whole house. If you're looking to liven up a dull living space or complement the outdoor foliage, this plant is for you. Crotons only need water when their soil is dry to the touch, so aim for watering them once per week. They need a lot of light, so try and position them in a sunny space.

### Begonia

Begonias burst into delicate, gorgeous blooms that come in just about every colour and they are very low maintenance when it comes to light and water. The only rule of thumb when it comes to these flowering plants is to not overpot them. Choose a pot that will fit them snugly and only transfer to a larger pot once the roots fill the current one. Place your begonia in medium light and try and water it once per week.

Bonus: the next three plants will actually thrive in rooms that are air conditioned with less-than-ideal light conditions, meaning they make great office plants.

### Neon Pothos

This bright green, leafy plant liven up any white or neutrally colored office. The plant delicately cascades over its small pot, serving as lively yet subtle workspace décor. Neon pothos prefer medium to low light and only need water once per week.

### Peace Lily

The peace lily will bring a tropical feel to your otherwise drab office. Its lush, large leaves and soft white blooms will offer some tranquil ambiance to any space. Peace lilies are ideal for cubicles or relatively dim offices because they prefer low light levels. Better yet, you only have to water them once per month. Lastly, it's important to keep these away from your home office if you have a dog or cat, as the leaves are poisonous to pets.

### Dracaena

If you've ever wanted a tree in your office, the dracaena plant is for you. Dracaenas grow tall and flower regularly. This regal plant is ideal for corner placement and has a sleek, professional look. The dracaena is a bit pickier with light, however, so you'll want to position it in a spot that gets a medium amount of light. Water your dracaena weekly for best blooming frequency.