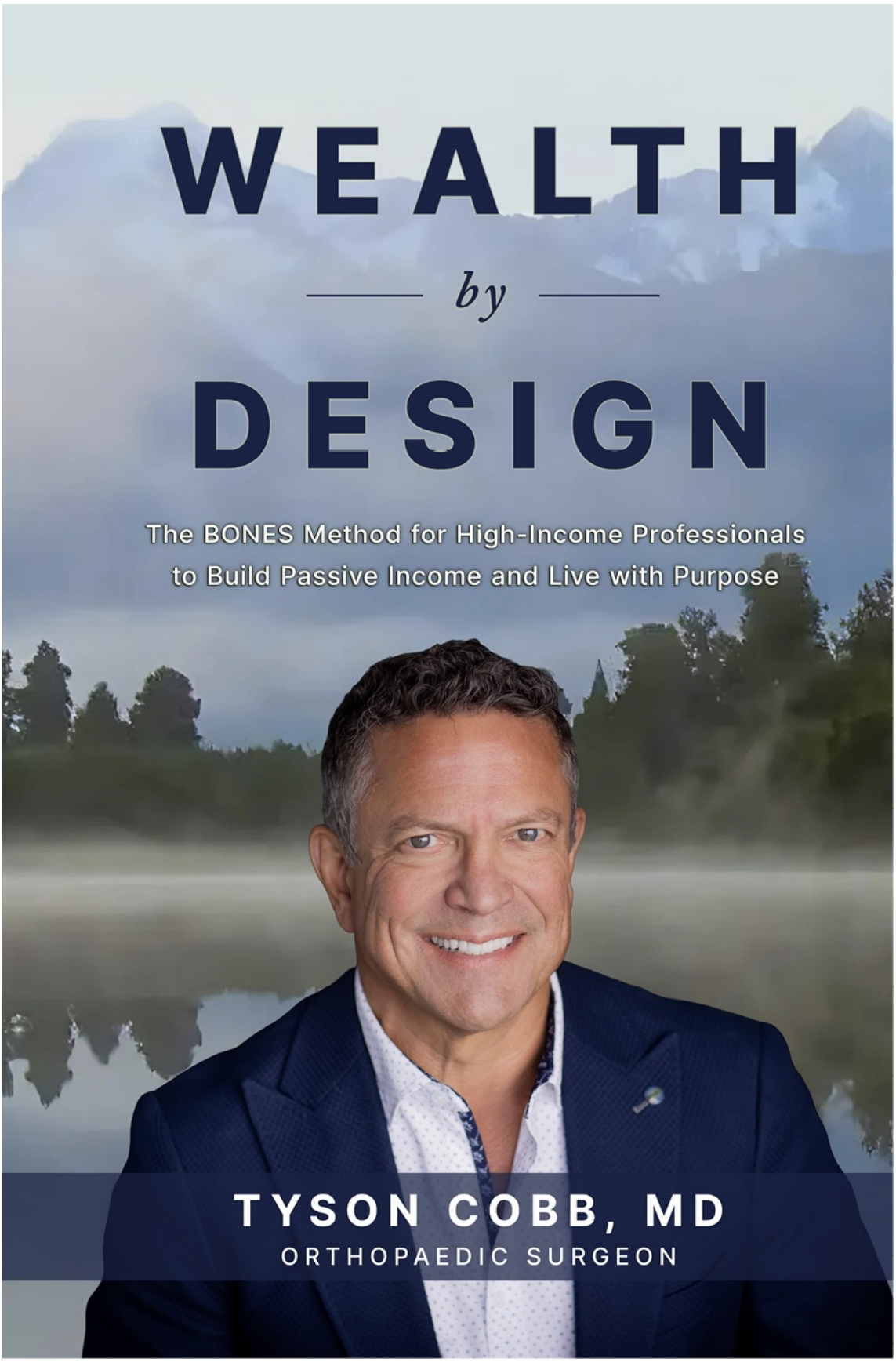

WEALTH
by
DESIGN
The BONES Method for High-Income Professionals
to Build Passive Income and Live with Purpose
TYSON COBB, MD
ORTHOPAEDIC SURGEON

WEALTH

by

DESIGN

The BONES Method for High-Income Professionals
to Build Passive Income and Live with Purpose

TYSON COBB, MD

ORTHOPAEDIC SURGEON

Copyright © 2025 by Timberview Publishing

An Honorée Corder Bespoke Book Production

All rights reserved. No part of this book may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopying, recording, or by any information storage and retrieval system without written permission of the publisher, except for the inclusion of brief quotations in a review.

Designed by Dino Marino, www.dinomarinodesign.com.

Paperback ISBN: 979-8-9997926-0-0

Hardcover ISBN: 979-8-9997926-2-4

eBook ISBN: 979-8-9997926-1-7

DISCLAIMER

This material is provided solely for educational and informational purposes. It is not intended to serve as, nor should it be relied upon as, investment, tax, legal, or financial advice. Timberview Capital and its representatives are not licensed CPAs, financial advisors, or attorneys, and do not offer personalized tax, legal, accounting, or financial planning services.

All opinions, examples, and strategies discussed herein are presented for illustrative purposes only and do not represent any guarantee of future performance. Any forward-looking statements—including projections of returns or potential tax advantages—involve inherent risks and uncertainties. These may include, but are not limited to, changes in market conditions, interest rates, regulations, and other factors beyond the control of Timberview Capital. Past performance is not indicative of future results. All investments carry risk, including the potential for loss of capital. Real estate investments in particular may be subject to market volatility, tenant turnover, illiquidity, leverage risks, and evolving regulatory landscapes.

Readers are strongly encouraged to conduct their own due diligence and consult with a qualified CPA, financial advisor, and attorney before making any investment decisions. Nothing in this publication should be construed as creating an advisory, fiduciary, or attorney-client relationship with Timberview Capital or its representatives.

By reading this book, you acknowledge and agree that Timberview Capital shall not be held liable for any decisions or actions taken based on the information contained herein.

DEDICATION

This book is dedicated to professionals looking to transition from the "golden handcuffs" of active income to the freedom of passive income through real estate investing, allowing them to do what they want, when they want, with whom they want.

SPECIAL INVITATION

Get the extras included in this book at

https://TimberviewCapital.com/book

TABLE OF CONTENTS

INTRODUCTION

PART ONE: THE WAKE-UP CALL

CHAPTER ONE
FROM SURGEON TO SYNDICATORr MY STORY

CHAPTER TWO
THE HIGH-INCOME ILLUSION

CHAPTER THREE
WHY TRADITIONAL INVESTING ISNuT ENOUGH

CHAPTER FOUR
HOW WEALTHY PEOPLE THINK DIFFERENTLY

PART TWO: THE BONES FRAMEWORK

CHAPTER FIVE
BELIEVE IN THE POSSIBILITIES

CHAPTER SIX
ORGANIaE YOUR NETWORK

CHAPTER SEVEN
NURTURE YOUR KNOWLEDGE

CHAPTER EIGHT
EMBARK ON INVESTING

CHAPTER NINE
SERVE AND GIVE BACK

PART THREE: A NEW PERSPECTIVE

CHAPTER TEN
THE WORK-OPTIONAL LIFE

CHAPTER ELEVEN
HOW THE TIMBERVIEW CAPITAL MODEL WORKS

CHAPTER TWELVE
TAKING THE FIRST STEP

APPENDIX A

FAQS ABOUT PRIVATE INVESTING

WOULD YOU REVIEW THIS BOOKᵖ

GRATITUDE

ABOUT THE AUTHOR

INTRODUCTION

What a difference ten years can make.

A decade ago, my whole life felt out of alignment. I had been a successful orthopaedic surgeon for decades and was planning on a traditional retirement at some point down the line.

Even though I loved my work and knew the incredible difference it made in my patients' lives, I was starting to feel the effects of the long hours. When you're a young surgeon who loves your work, you think you'll never fall out of love with your profession. You can't imagine ever wanting to retire.

But the years stack up, and one day you look back and realize you have fewer years ahead of you than behind you. You begin to see that though you've had a great career, you've paid a heavy price for it.

I hadn't been prioritizing my health. I didn't have the time or freedom to travel like I wanted. I wanted to give more to important causes. I also lacked the knowledge to invest in a better financial future.

Although I was well compensated as a surgeon, my high income couldn't make up for what it had actually cost me: my time, my freedom, my giving opportunities, and, ultimately, a preferred future for my family.

But I learned to shift my mindset. I also dedicated time to educating myself and surrounding myself with a great community. In doing so, I completely changed my trajectory.

Today, I've achieved financial freedom, traveled the world, and donated more money to charity than I ever thought possible—all because I took control of my finances, and therefore my future.

I want that for you, too. That's why I wrote *Wealth by Design*. If you're a high-income professional with a great career but you long for something more, this book is for you.

As the title suggests, the kind of life I'm living today didn't happen by accident. It happened *by design*. When I started on my real estate investing journey, I didn't have the kind of roadmap you're reading right now. Although I had lots of help, there was much I had to figure out on my own.

In the pages ahead, I'll give you the exact system I wish I'd had back then. It will shave years off your real estate investing journey and give you incredible opportunities you've only dreamed about up until now.

I don't want to get ahead of myself, though. Before we go any further, let's dive into a major struggle you're probably facing right now.

THE PROBLEM FOR HIGH-INCOME PROFESSIONALS

Maybe you're a surgeon like me, or you're an attorney, dentist, doctor, pharmacist, chiropractor, engineer, or you work in another lucrative field. Whatever your career, you probably enjoy earning a great living but want to build more sustainable wealth for the long term.

I'm going to hazard a guess that you haven't been equipped with solid financial literacy and your investment portfolio probably relies heavily (or entirely) on stock market investments. You also likely feel like you're stuck in the loop of trading time for money, no matter how much you earn.

You probably also carry a self-limiting belief that you have to stay in your profession forever in order to maintain your lifestyle. As a result, you stay trapped in your day job and are missing powerful opportunities to grow your wealth and create a better legacy.

You've probably heard about the power of real estate investing, but you haven't explored it much since you already have a healthy amount in your retirement account. Perhaps you believe that real estate investing is too risky, too complex, and is only a great option for full-time investors.

This book uncovers the hidden cost of staying in this mindset. You're sacrificing your time, which you can never get back, and putting yourself at the risk of burnout —not to mention the health risks that come from increased stress.

You're also missing huge income opportunities and the chance to create a better future for your family, give more generously, and live life on your own terms.

In short, I would venture to guess that you are quietly frustrated, maybe even burned out, time-starved, and financially undereducated. Maybe you have done everything right but still don't feel in control of your future.

You're not alone. And you can turn things around. You can have wealth by design.

THE MISSING KEY

In this book, I want to introduce you to the missing key to unlocking the future of your dreams—the BONES framework.

Most professionals are never taught wealth management or how to invest in lucrative real estate investment opportunities. This leaves them overworked, delays their retirement, and limits their ability to build generational wealth. This has a follow-on effect: They aren't able to give back.

However, by shifting your mindset, finding a like-minded community to learn from, and taking small, actionable steps, you can achieve financial freedom, retire earlier, and create meaningful impact through philanthropy and family legacy.

You don't have to stay trapped in the grind, trading hours for dollars. Financial freedom and a work-optional life are more accessible than you think.

The secret lies in changing your mindset and learning how to invest in real estate the smart way.

Wealth by Design gives you a step-by-step path for multiplying your wealth and gaining true time freedom through real estate syndications and strategic investing—all without becoming a full-time investor yourself.

Whatever your profession, this book will help you learn how to find and vet teams and deals, avoid common pitfalls, and take your first confident steps toward building the future you actually want.

WHAT MAKES THIS BOOK DIFFERENTᵖ

Browse on Amazon or visit your local bookstore and you'll find an endless array of books on real estate investing. So, why this book? What makes this book, and me, unique?

Most books on this topic emphasize technical knowledge or insider strategies. I'm approaching this from a different perspective. If you want to achieve financial freedom, the path to get there is not just built with knowledge, theory, and strategies. Rather, it begins with the belief in limitless possibilities and relies on community and mentorship to show you the way.

You don't need to dedicate six months to exclusively study investing. Instead, I will teach you to focus on small, actionable steps you can integrate into your busy professional life, making wealth-building accessible and sustainable.

This isn't just another real estate investing book for beginners based in theory and lacking an actionable plan. Instead, it is a time-tested system written by someone who has been in your shoes—building and sustaining a successful career while learning to invest on the side.

If I can do it, you can, too.

A QUICK PREVIEW

Here's what you'll find in the pages ahead:

Part One offers a wake-up call. I'll share my transformation from surgeon to investor and along the way show you why being a high-income professional is not enough to achieve the life you truly want. I'll also help you to reframe wealth-building not as the accumulation of more things, but as the freedom to give, serve, and build a better future for you and your family.

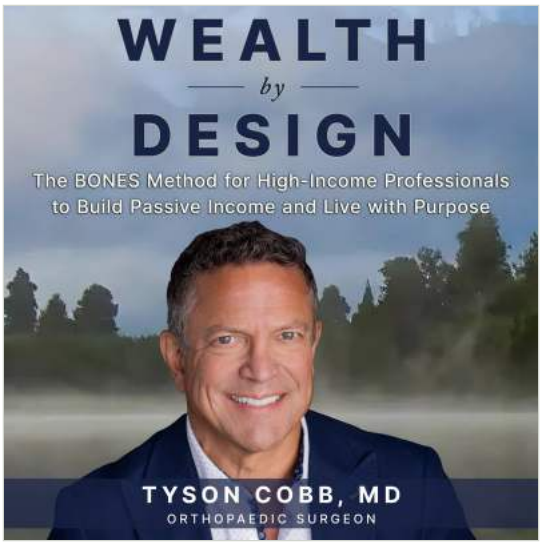
Part Two introduces the BONES framework. It gives you a simple, achievable way to take action on the ideas you learned in Part One. We'll pay special attention to establishing a good mindset and we'll take action—not just endlessly study and analyze.

Part Three casts a vision for what is possible in your life. Once you implement everything you read in the first two parts, you'll have the potential to see incredible results. We'll dive deeper into the Timberview Capital model, how it's different, and, most of all, how it can change your future.

I've also included answers to our frequently asked questions and an overview of Timberview Capital's real estate portfolio.

By the time you reach the end of this book, you'll see a clear path to wealth, freedom, and purpose … on your terms. Let's get started.

PREFER TO LISTEN?



If you'd rather hear this book than read it, I recorded the audiobook myself. It's about two hours, in my voice, ready for your next commute or walk.

Narrated by Dr. Tyson Cobb, MD

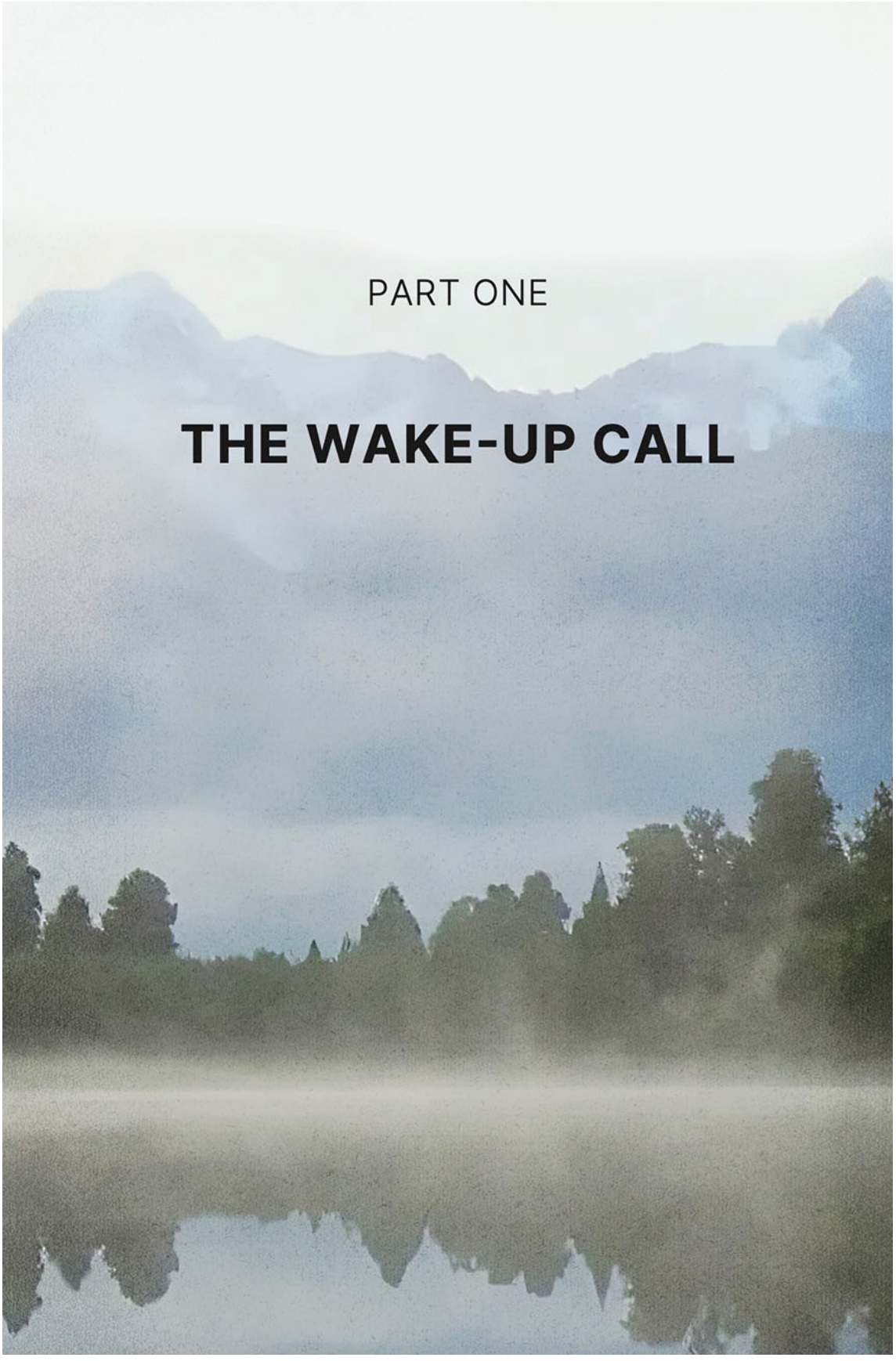
About 2 hours (2 hours, 1 minute) · 20 chapters

$12

Includes a free digital copy

GET THE AUDIOBOOK

Scan the code, or tap the button, to get the audiobook.



PART ONE

THE WAKE-UP CALL

CHAPTER ONE

FROM SURGEON TO SYNDICATOR: MY STORY

For more than twenty years I had been a practicing orthopaedic surgeon. On paper I had everything that most people would label as success: a high income, an opportunity to improve people's lives, and a career I had worked incredibly hard to build.

I also had the respect of my peers and the larger medical community. I served as a former president of the International Wrist Arthroscopy Society, developed two patents for medical devices, and wrote over fifty scientific publications in peer-reviewed medical journals. I'd been named one of the best hand and upper extremity surgeons in America by *Becker's Healthcare Review*.

But in spite of all the external appearances of success, the day came when I realized I was working harder than ever but still didn't have the kind of freedom I wanted.

Almost all of my time was taken up by my job and other commitments. As the years went by I became more keenly aware that I was still trading time for money. If I didn't continue to show up for surgeries or see patients, my income would decrease or stop.

Like most professionals, I was taught that the way to build wealth was through going into a great career and investing in the stock market. For years, I followed the script and put money into retirement accounts. I also worked long hours to maintain my income.

But no matter how well I did financially, I always felt like I was stuck in this loop of trading time for money. My high income did not equal financial freedom. I had no exit strategy. Something had to change.

That's when I looked for—and found—a way to transform my strategy and began shifting my focus to real estate.

What started as a side investment turned into a life-changing pivot. The volatility of the markets pushed me to explore commercial real estate, and that's where I found real momentum.

I started with farm ground investments followed by triple-net leases and was thrilled when those began to give my net worth a noticeable boost. Then I shifted my focus to real estate syndications, which transformed everything. These allowed me to invest passively in larger, professionally managed opportunities. I also discovered powerful tax advantages and the ability to build wealth without sacrificing time.

In 2019, I left my surgical group after two decades—not to retire, but to design a more balanced life, where I could still give back, protect my family's legacy, and grow financial freedom on my terms.

My real estate and net worth growth occurred in three distinct phases. Let's take a closer look at each one. Before we do, I want you to notice that there are no numbers on the graph relative to net worth. That's because the numbers don't matter. What matters is the slope of the line, which represents the velocity of my net worth growth.

PHASE 1: SURGEON + STOCK MARKET

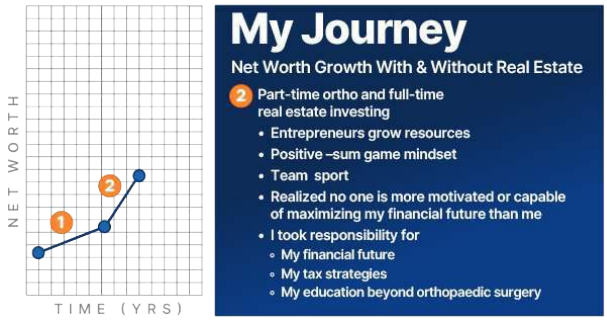


During this time, I was working full-time as an orthopaedic surgeon, investing mainly in the stock market with a little real estate on the side. My financial advisor made the majority of the investing decisions and my CPA handled all of my tax mitigation strategies (or lack thereof). The growth was slow and steady, but it was not enough to achieve my bigger goals.

There was a lot I didn't know about investing and tax mitigation strategies. I didn't know what I didn't know. I saved what I could, didn't think much about my financial future, and paid roughly half of everything I made in taxes.

This is where the vast majority of high-income professionals find themselves. You enter a well-paying career thinking that it's going to set you up for financial success. But the more you make, the more you spend—not to mention the incredible tax burden that comes with working a traditional W2 job (no matter how high your income).

PHASE 2: TRIPLE NET REAL ESTATE



In this phase, I began exploring real estate as a way to get off the treadmill and build a brighter financial future. I wanted to find a way to mitigate income taxes and build wealth passively, and I hoped real estate would be the vehicle to do it.

I wanted to make smart investments that would eventually allow me to step away from the operating room without sacrificing my lifestyle or shortchanging my family's future.

I started by investing in triple net (NNN) real estate, where tenants handle their own maintenance, taxes, and insurance (as opposed to investments where the landlord is responsible for some or all of these costs). My investment slope began to increase. Real estate started to play a larger role in my portfolio.

Triple net was a good introduction to real estate, but it still required more hands-on involvement than I wanted.

PHASE 3: SYNDICATIONS + COMMUNITY



Eventually, I learned about real estate syndications, and that's when things really began to shift.

A syndication is a group investment. It's made up of general partners (GPs), who find and manage the deal, and limited partners (LPs), who bring the capital. With this route, instead of buying a whole building myself I could team up with others and invest in large multifamily or commercial properties.

This was a real game-changer. I obtained access to better deals, stronger returns, and I didn't have to manage properties directly. That's when I began to truly understand the power of leveraging teams, which allowed me to grow my portfolio much faster.

I went from being a guy who did a few deals on the side to the person whose passive income success inspired me to launch Timberview Capital to help other busy professionals change their lives through passive investment in carefully vetted syndications.

We've built a strong community of investors, and it's been incredibly rewarding to watch other professionals have the same aha moments I did.

Today, my extensive portfolio includes:

- Multifamily
- Triple net commercial properties
- Car washes
- Vineyards
- Agricultural investments
- Hospitality properties
- Self-storage facilities

- Oil and gas
- Marinas
- Medical and dental offices
- Company acquisitions and roll-ups

The progression of my journey underscores one of the most critical lessons I've learned: Working harder doesn't always mean growing faster. Smart, strategic investments and tax-efficient strategies have a much more profound impact.

Let me be clear: The path wasn't always smooth. I made some mistakes early on, such as investing in deals when I didn't fully research the GP team, the market, or the business plan. Those experiences taught me that real estate is not risk-free. Success in this industry depends on how well you vet the investment opportunities.

But when it's done right, commercial real estate is an extremely powerful wealth-building vehicle. You just have to know how to assess risk, find the right team, and stay disciplined.

The mindset behind all this is the key factor. If you'd like to hear more details about my journey through these three phases of growth, check out the bonus material at https://TimberviewCapital.com/book.

Before moving on to the next chapter, let's explore this a bit more.

THE NECESSARY MINDSET SHIFT

As a surgeon, I was used to being the expert in the room. But when I got into real estate, I had to become a student again.

I read books, listened to podcasts, joined masterminds, and found mentors. I asked questions. I surrounded myself with people who were further ahead than I was and soaked up as much as I could. (More on all that later.)

It's humbling to go from being highly respected in one area of life to feeling like a beginner in another. But that's where growth happens. If I had not been willing to take the leap and become a student again, I would still be in the same place, with a high income on paper, but still handcuffed to my profession, trading time for money.

I want you to see that this path isn't just for CPAs, full-time investors, or real estate guys. It's for people just like you who want something more. You have

worked hard to build a great career, but there is another level of freedom waiting for you.

You don't have to be an expert in real estate to get started. You just have to be willing to learn, take action, and surround yourself with the right people. Investing alongside experienced people through networks will allow you to transition much faster with lower risk.

My story isn't all that unique. Lots of people have taken the same journey by using the power of real estate investing. I didn't inherit wealth from my parents or have any big insider connection. I simply made a decision to stop trading time for money and to start building something that could create real, lasting freedom—not just for me, but for my family and the people we serve.

If I can do it, you can, too. That's what the rest of this book is about. But before I show you exactly how this process works, we need to discuss the "high-income illusion" that has kept you from seeing the possibilities. More on that in Chapter Two.

CHAPTER ONE ACTION STEP

When you see another person's success in a specific area over the long haul, it can feel a little intimidating. I hope that seeing my journey doesn't intimidate you but instead helps you see the incredible opportunities ahead of you.

Can you see yourself taking a similar journey in the coming years? Why or why not?

CHAPTER TWO

THE HIGH-INCOME ILLUSION

"Want to see a magic trick?"

When you were a kid, you probably heard that phrase from a well-meaning uncle, cousin, or classmate. He or she had learned a simple trick, like turning a one-dollar bill into a five-dollar bill or pulling a coin out from behind your ear.

You were astonished at their wizardry. How could they make one thing turn into another or produce an object out of thin air?

As an adult, of course, you know there is no such thing as magic. It's just an *illusion*. Imagine if you were sitting next to a colleague or friend at a David Copperfield show in Vegas and they actually believed the tricks were real.

You would think, *How could a grown man or woman actually believe this? Don't they understand it's just an illusion?*

Every day, millions of high-income professionals buy into a popular illusion—not when it comes to magic tricks, but regarding their wealth. They believe if they make a lot of money, then they will automatically become wealthy.

In this chapter, we'll explore why this illusion persists, why high-income people still struggle, and what true wealth actually is.

HIGH INCOME DOESNᵾT EQUAL FREEDOM

As a full-time surgeon, I was earning a great income. Most people would have looked at my life and thought I had it made. But behind the scenes, I was caught in the same trap as many other professionals: The more I made, the more I spent. And worst of all, the more I paid in taxes.

And as I became more successful over the years, I felt tied even more tightly to the very thing I eventually wanted to stop doing.

You don't have to be broke to feel stuck. I had a great house, many of the best toys that money could buy, and all the things a successful surgeon should have. But

I was working harder than ever, and even though my income was high, none of it was passive.

My income was all *active*, which meant it completely depended on me showing up.

That's the trap of the high-income illusion. It gives you the appearance of security, but it's really just a fancy version of the hamster wheel. You're running fast, but you're not actually getting anywhere in terms of long-term freedom. The moment you slow down, so does the wheel.

The easy thing to do is to justify our behavior. We say, "I'll just work a few more years," or, "Once I hit this income level, I'll be set." But that day rarely comes. The expenses and taxes keep growing with the income. Those golden handcuffs keep getting tighter.

That's where I found myself. I had maxed out what I could earn with my time and skills. I knew that if I wanted true financial freedom, I had to find a better way. That's what led me to real estate, and ultimately to syndications.

Don't get me wrong—there's nothing bad about making a high income. In fact, it can be a tremendous asset if you know how to use it. The problem is when you rely on it as your only engine for wealth.

I talk to a lot of professionals who are in the same spot I was in. They've done everything right. They went to school, worked hard, built a practice, or climbed the corporate ladder. But they're exhausted and stressed out. They realize it's not sustainable.

WHY HIGH-INCOME PROFESSIONALS STRUGGLE

You can earn hundreds of thousands of dollars per year and still not be financially free. In fact, you can earn a great income but fall even further behind every year. Here are a few reasons why:

High taxes. The more you earn, the more taxes you pay. Without smart strategies, a large part of your income can disappear to taxes.

Lack of time. Busy professionals don't have time to manage investments. They often leave money in the stock market without fully understanding how it works.

Lifestyle creep. As income grows, spending often grows, too. Your money goes to bigger homes, private schools, luxury vacations, high-end cars, and more. These

choices make it harder to save and invest.

False sense of security. Many believe that high income means safety. But one medical emergency, lawsuit, or job loss can change everything.

Retirement shock. When the paycheck stops, many realize their savings aren't enough to cover their lifestyle for twenty or thirty years of retirement.

This all comes down to feeling *trapped*. My generation was brainwashed into thinking that our number one priority was taking care of patients. When the phone rang, the answer was always *yes*. At times, I was in the clinic as late as 11 p.m.

When my kids were young, my schedule was roughly 7 a.m. until 9 or 10 p.m. I was out of the house before the kids woke up and frequently got home after they were already asleep. Needless to say, this schedule left me little to no family time.

When I started in my career, there was a level of expectation: *You're an orthopaedic surgeon—this is what you do. We need you regardless of whether you have other plans*.

I'm thankful to see that younger generations have started to put more value on family time and a balanced lifestyle. But that certainly wasn't the case for me, particularly in my early years.

In other high-income professions, including many in the medical field, there is still an expectation that you should put career above all else. It is why, for example, there is such a high burnout rate among attorneys, especially the ones on the partner track.

Seasoned attorneys have the chance to slow down, but if they haven't set themselves up for that, they'll fall into the same trap I did for many years. You can only trade time for dollars for so many years.

Any professional who earns a great income knows that there is a tipping point where more money and more stuff will not make you happier. For many people, the opposite is true. When you get a bump in pay, it's already spoken for because you've been dreaming about that next big purchase.

In addition, the more you make, the more likely you are to stay in your career because your lifestyle and your family's expectations are so tied into the money you're making.

All this is magnified by the reality that high-income professionals typically hand off all their decisions about money to their financial advisors or CPAs, who are not necessarily providing them with the best advice (as we'll discuss soon).

So, if a high income doesn't equate to true wealth, then what *does*?

TRUE WEALTH MEANS FREEDOM

You'll see me use this term repeatedly throughout this book because it's such a key concept. True wealth means you have *freedom*.

What does that mean, exactly? I suppose everyone has their own definition of freedom according to what is most important to them. But freedom, to me, means that I have options.

When you are tied to your career, working tons of hours per week, you don't have options about how to spend your time. You can't take a family vacation anytime you want. You can't go on that mission trip. You can't put your work on pause indefinitely to deal with a family emergency.

But when you have a work-optional life, you can do all those things and more. You have set up your life for maximum freedom. You aren't living by someone else's schedule.

You can't have that time freedom unless you have money freedom. That's why I began investing in real estate and building a real estate portfolio that creates equity growth and passive income. I knew that if I had money freedom, then time freedom would follow.

True freedom isn't about having the flashiest car in town or the biggest house. Rather, true freedom is doing what you want, when you want, with whom you want.

As a professional, there is a ceiling on how much you can earn. For instance, a surgeon can perform only so many surgeries in a day. This is not true of real estate investing. You can literally double your portfolio over and over again and continue to scale.

The biggest hurdle for most people isn't the money—it's the mindset. We've been conditioned to believe that hard work equals success. And it does, to a point. But somewhere along the way, working harder just keeps you stuck in the cycle.

The goal isn't to hustle forever—it's to be smart about how you use the resources you already have.

That means getting off the treadmill and starting to think like an investor instead of a worker.

You don't need to become a real estate expert. You just need to start seeing the high-income illusion for what it is—and take control of your future.

Traditional investing isn't enough. In the next chapter, I'm excited to pull back the curtain and expose the myths we buy into about the stock market.

CHAPTER TWO ACTION STEP

Grab a piece of paper. Write down your annual income and make a list of all the things that come with it: probably a nice home, vacations, possibly some high-end cars, or maybe boats and other "toys."

Now write down what these nice things are actually costing you in terms of time and energy. Are there family moments you're missing? Do you feel fully present with the people who matter most? Can you give and serve like you really want?

CHAPTER THREE

WHY TRADITIONAL INVESTING ISNᵘT ENOUGH

This history of humanity is, in many ways, the story of people who have wanted to go *further and faster*.

Consider the major modes of transportation we have used or developed throughout history: horses, carriages, trains, automobiles, airplanes, jets, and rockets. Each one has much more power than the one before it.

Our longing to go further and faster applies to our net worth just as much as it does to transportation. What person in their right mind wouldn't want to have their net worth grow bigger, faster, if they could?

As I've shown in the previous chapters, that's why I became such a big fan of real estate investing. It has allowed me to grow my net worth at the speed of a rocket, compared with relying solely on the much slower pathway of traditional investing in the stock market. I want you to know this opportunity exists for you, too.

In this chapter, I want to dive deeper into some reasons why relying on traditional investing methods will not get you where you want to go.

MOST FINANCIAL ADVISORS ᵃEAT FIRSTᵇ

My goal is not to give financial advisors a bad rap in this book. But my experience is that most of them are not giving you all the greatest options. They are typically selling you the products their company has to offer. Furthermore, it's impossible to truly diversify your portfolio if all of your investments are in paper assets.

Said another way, you are really limiting your investment options if you allow your financial advisor to make all your investment decisions for you. Sure, there are advisors out there who can help you with private business acquisitions or real estate deals, but they seem to be few and far between.

When you find them, they are worth their weight in gold. This level of service is not usually a single advisor, but rather a group where you will have help with advanced tax strategies, stock/bond strategies, multiple asset options in real estate, cryptocurrency, commodities including gold and silver, and debt investments.

Most advisors are working for a company that wants to sell you certain products. They charge you a percentage of your portfolio, whether you make any money or not. Even in the years when you lose money in the stock market, you're still paying the financial advisor their commission via the fees for the products their company manages. The company managing your investments "eats first."

In the world of finance, the term *waterfall* describes the flow of money. In private investment deals, we do the waterfall very differently than traditional financial advisors. In our world, general partners (GPs) are the last to eat.

For example, let's say we have a deal for a multifamily property that has an 8 percent preferred return. An 8 percent preferred return means that 100 percent of the profit that is taken out of the business goes to the investor up to an 8 percent return every year before the GP gets any split of the profit.

What if there is not enough cash flow to give you 8 percent? If it can't be paid in year one, it accrues to year two. Now they will owe you 16 percent. It will accrue year over year until you are paid, assuming cash flow exists to make the payment.

Let's assume they sell the property after five years, resulting in a big lump sum of available cash. But the GP doesn't get any of that until 100 percent of that preferred return is paid—in addition to giving the LPs—the investors—their initial capital back. After the preferred return is paid, the investors are typically given a split of the additional profits based on the original agreement. For example, the split could be 70 percent to the investor and 30 percent to the GP.

There are more details and nuances about the waterfall than I have room to include here. My main point is that when you are working with a traditional financial advisor, most receive their commission off the top, whether you make anything or not. But when you invest in an appropriately structured real estate syndication as I've described here, the one pulling together the deal (the GP) actually gets their split of the profits last.

Given these realities, you have to ask an important question about the person or entity you're investing with: Would you rather them take money off the top

regardless of your own returns … or would you rather get paid first and have them take their cut only after they have taken care of you?

Furthermore, in an appropriately structured syndication, the GP team is strongly motivated to achieve the investment goals so that they get a nice cut of the profits. If they don't succeed with the business plan, they may not receive any profit.

Let's take a closer look at one of the biggest advantages of real estate investing: the opportunity to pay far fewer taxes by using a discounted Roth rollover.

TAX MITIGATION WITH A DISCOUNTED ROTH ROLLOVER

A discounted Roth rollover is a tax mitigation strategy that starts in a self-directed retirement account.

Let's say you invest $100,000 from your self-directed retirement account as a limited partner into an appropriately structured syndicated investment vehicle. It could be self-storage, a car wash, a multifamily property, or a marina roll-up. It doesn't matter, as long as it's a long-term, appropriately structured deal.

Many appropriately structured syndicated investments will go through a period of reduced value on paper. Investors can save significant taxes if the investment is rolled into a Roth account during this period of reduced value and supported by an appropriate valuation. This is frequently 50 percent of the value. The 50 percent valuation doesn't mean it's only worth that amount. It just means that is the amount you'd get if you had to liquidate the investment right then in a fire sale.

In this example, the new value would be $50,000. If you roll this over into a Roth account, it will create a taxable event requiring you to pay taxes on that $50,000 value. If you are in a 37 percent tax bracket and live in a state with no state income tax, you would pay $18,500 the following tax year. That's half of what you would have otherwise paid, because the paper value has gone down.

Let's say you do four more investments after this one, and you average a 2x equity multiple on each. Your $100,000 becomes $200,000, then $400,000, then $800,000. After five full cycles, you'd be at $3.2 million.

Since this is in a Roth account and Roth retirement accounts grow tax free, you can take the full $3.2 million out at retirement without having to pay taxes on it. In this example we are paying taxes on the seed rather than the fruit.

If you were to do the same thing with a traditional investment account, you would lose about a third to half, depending on what tax bracket you're in and what state you live in. This is because traditional accounts don't grow tax free, but rather tax deferred.

However, when you use a discounted Roth rollover, the tax advantages are very clear. The graphics below explain how it works.



The way this plays out is pretty simple. If you do the math, it's easy to see that the discounted Roth rollover is infinitely better than leaving the investment in a traditional retirement account.

Years ago, I asked my CPA about Roth versus traditional retirement accounts. He remarked, "Eh, it's six on one hand, half a dozen on the other. You can pay it now or pay it later. You'll probably be in a lower tax bracket when you retire." This meant he was planning on me, his client, being poor when I retire. I should have fired him on the spot, but I lacked the knowledge to realize how far off base he was.

If, after your retirement, you are taking $3.2 million out of your traditional retirement account, you're going to be in a high tax bracket. In addition, if you live in California or a state with a similar tax code, the government will take approximately half of your retirement account at that point.

For many years, I went about my business as a successful professional but didn't understand these principles well enough to do the math and figure it out. As you can see, it's not overly complicated. You just have to take the time to understand how the rules work—and, most importantly, use them to your advantage.

Don't be like so many professionals who say, "Everything's fine. I'll figure it out later. It's not urgent right now. I'll just do what everybody else does and it will work out in the end." The longer you continue on the wrong path, the further off course you will be in the end.

This is a sheep mentality. Do you really want to follow the advice of people who do what everyone is doing and don't really have your best interests at heart?

Nobody is coming to save you. It's up to you to do your research and make great decisions about your money and your future.



REAL ASSETS WITH REAL BENEFITS

We usually think of *real estate* as meaning one thing: property you can buy and sell. But I want you to pause for a moment and reflect on the *real* part of it.

Real estate is *real*. It's tangible. It's property you can see, touch, stand on, and walk around in. It's not a number on a screen that can vanish overnight. Real estate also serves an important purpose in people's lives—it gives them a place to live, work, eat, or shop.

Our government provides tax advantages to investors who invest in real estate and provide housing, jobs, and critical services. These tax advantages can accelerate your net worth growth significantly. Tony Robbins, author of eight internationally bestselling books, including three #1 *New York Times* bestsellers, recently shared his

personal portfolio allocations, which includes 40 percent real estate and only 25 percent in stocks.

That has given me a lot of peace of mind, especially in times when the stock market is volatile. If the market is down 20 percent or 30 percent, people panic. But with real estate, your tenants are still paying your mortgage. In addition, there's a high likelihood that your real estate asset will appreciate over time.

Many people get into investing thinking they can play the market and get rich quickly. Real estate, by contrast, is not about getting rich quickly. It's about building long-term wealth and buying back your time.

It has been a real honor to help many other professionals see the benefits of real estate investing and to assist them in getting started. They stop thinking about retirement as some distant goal and start realizing they can create freedom much sooner than they thought possible.

Real estate has given me options and control. More than anything, it has given me the understanding that I didn't have to keep grinding in a day-to-day job for another ten or twenty years. Plus, there is something tangible about owning a little slice of the earth that you can't replicate with investments you can only see on a screen.

Before we get to the heart of this book, the BONES framework, I want to take just a little more time to continue our "wake-up call." In Chapter Four, we'll dive into the mindset of truly wealthy people and how they think. It's an essential part of building a great real estate portfolio that can set you up for incredible success.

CHAPTER THREE ACTION STEP

Who is your current financial advisor? Are they helping you to truly diversify your portfolio allocations into diversified, uncorrelated asset classes?

How does your portfolio allocation compare with that of Tony Robbins? Is 40 percent of it in real estate?

Are your current allocations maximizing your after-tax net worth growth? Are you sure?

Start exposing yourself to real estate syndication opportunities through our network at Timberview Capital. You can join our complimentary list at https://TimberviewCapital.com/.

CHAPTER FOUR

HOW WEALTHY PEOPLE THINK DIFFERENTLY

Apple is one of the most valued companies in the world today. I'd be willing to bet that you have at least one of their devices within arm's reach. The company is legendary for its innovation and domination in several product categories.

But in 1997, Apple was a very different company. It was struggling financially. Apple had flourished under Steve Jobs's previous reign, but that had ended in 1985. When he stepped back into the role, one of his first orders of business was to signal that it was a new era for Apple.

The company launched its "Think Different" campaign to much fanfare. The TV and print ads featured historic figures like Albert Einstein and Mahatma Gandhi, trying to signal that, like those world-changers, Apple was setting its creative sights higher than ever before.

The campaign was a massive hit—just one of the many examples of innovative marketing to come from Apple over the years.

But it wasn't just hype. Apple had the goods. In the years to come, Jobs would introduce legendary devices such as the iPod, iPhone, iPad, and more. All because the company chose to *think different*.

There's been no shortage of authors and business leaders who have deconstructed Apple's success in an attempt to take some lessons away. I won't try to duplicate their findings here. Instead, I simply want to point out the value of thinking about things differently than everyone else around you.

Take a look at your life today—your income, your net worth, your relationships, who you are friends with, and a hundred other aspects of your life. You are where you are because of your thinking.

Thinking produces action. Thinking lies at the root of everything in life. It follows that if you want your life to look different, you have to think differently.

You can begin by looking at how wealthy people think—and we're talking about the truly wealthy here: those with *time* and *financial* freedom. If you want to skyrocket your net worth, you'll have to learn from people who have done the same thing.

In this chapter, I'll offer a few important ways you can learn to think differently —from people who have had tremendous financial success.

UNDERSTANDING THE TAX GAME

Wealthy people understand the rules around income taxes and utilize real estate to mitigate most, if not all, of their income tax liabilities every year.

The system is designed to benefit people who understand how to use it. The problem is that most people don't know the rules of the game.

The wealthy are wealthy in part because they have learned to work the system the way it was designed to work. Our tax code rewards investors who provide jobs, housing, and other things that our government knows our society needs.

Some of you may be concerned that I am not contributing my fair share to society. I'm probably paying at least a hundred times more than I used to pay as a busy orthopaedic surgeon. The difference is, the taxes I now pay are property taxes.

Our network at Timberview Capital and all our partners currently pay significant amounts of property taxes every year. Property taxes are a business expense that are paid out of the business and not directly out of my pocket.

One of the most important strategies of any society is to have an energy supply. The United States relies heavily on gas and oil to run virtually every part of our economy and infrastructure. If you don't have energy, you won't survive as a society.

When the government wants you to do something, they create tax incentives. It doesn't mean you will never pay taxes. It just means you'll pay less during that investment period. Then you just keep rolling it forward, again and again.

To bring this down to the individual level, when you as an investor create more housing opportunities for people, that benefits the people renting or leasing from

you. It gives them a better quality of life. It also creates more wealth for you, which then adds value to you and all the others who benefit from your higher net worth.

Is part of this about having more money in your pocket? Of course. But it goes beyond that. Most wealthy people don't want to just line their pockets. They realize they're part of a much bigger system that helps our society at every level.

Most people are consumed by getting money for themselves. But the wealthy play an entirely different game altogether, especially when it comes to taxes.

UNDERSTANDING THE INVESTING GAME

In the last chapter, I talked about the power of real estate investing versus investing in the stock market. You don't have to take it from me. Most wealthy people play the investing game like this as well.

As mentioned in the last chapter, Tony Robbins recently revealed in one of his meetings that he allocates about 25 percent of his investments to the stock market and about 40 percent to real estate. The people in society who are wealthy and educated in investing put their money in asset classes that are different from those of everybody else.

Most people have a spreadsheet mentality. They let their financial advisor put their money into stocks, bonds, and other paper assets. The average person never questions whether they are appropriately diversified.

In addition, the wealthy are typically very good at having an asymmetric risk/benefit ratio. They do everything possible to minimize risk and maximize the upside. They have a skill for recognizing those opportunities (or work with those who do).

As you'll learn in Part Two, you can't be an expert in everything. That's why it's so vital to rely on the power of experts, mastermind groups, and a great network.

MONEY IS A MEANS^c NOT AN END

Another way the wealthy think differently is how they view money.

I can't speak for all wealthy people, of course, but I feel confident in saying that most wealthy people don't view money as what they're chasing. They're actually in pursuit of other things, which money can purchase for them. Furthermore, the wealthy don't work for money, they have money work for them.

For most of my life, like a lot of professionals, I thought wealth was just about money. How much are you earning? How big is your house? What kind of car are you driving? That's how most people measure success, especially surgeons, doctors, and other professionals.

However, the more that time went on, the more that definition didn't make sense anymore. What is the point of all the money in the world if you don't have time to enjoy it?

I started asking myself, *What do I really want?* It came down to four things—freedom, time, control, and impact. That's what real wealth means to me now.

Freedom is the ability to walk away from something that doesn't serve you. Time is having your day belong to you, not to someone else's schedule. Control means you get to choose how you spend your energy. And impact is where your purpose comes in.

Are you just earning money, or are you building something that matters?

In the world of medicine, you can earn a lot of money, but it comes with a price—your time, your energy, your well-being. Plus, there is a ceiling. You can only put in so many hours.

But with real estate, especially through syndications, I saw how the wealthy think differently. They don't just earn money, they multiply it. They leverage time, teams, and systems to create exponential growth.

I would rather earn 1 percent of 100 people's efforts than 100 percent of my own.

—John D. Rockefeller

It's like what Rockefeller said: "I would rather earn 1 percent of 100 people's efforts than 100 percent of my own." That's the mindset I'm talking about. The world's most successful business leaders all understand that wealth isn't built by trading time for dollars. It's built by creating systems and assets that work for you.

In the next five chapters, I'll take a surgeon's precise approach to break down my BONES framework. It's what I wish I had known when I started this journey. These five steps can help you make a smart, strategic shift from your high-income

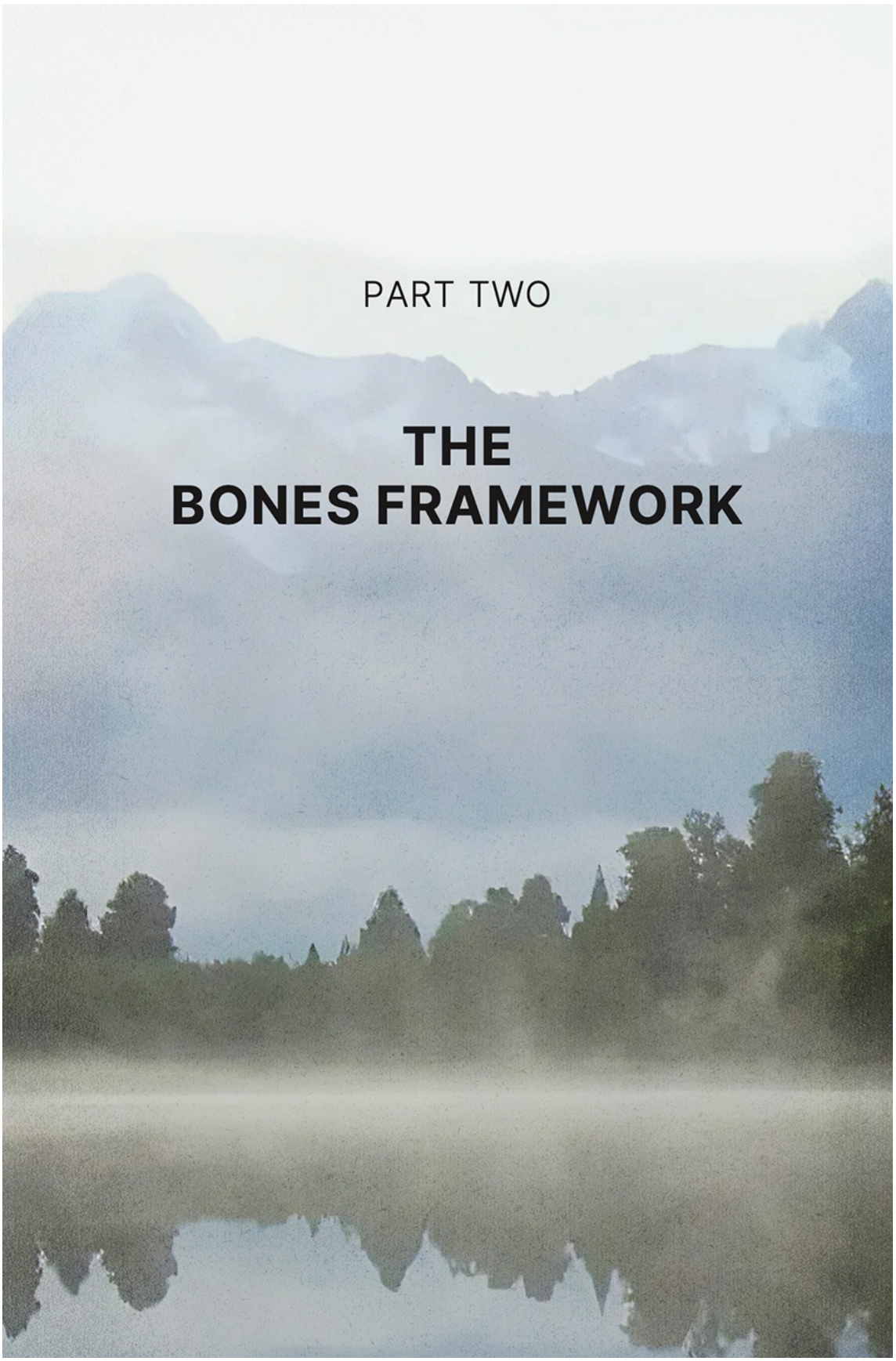
career to the world of real estate investing. I share about it throughout this book, and here it is:

- **B**elieve in possibilities
- **O**rganize your network
- **N**urture your knowledge
- **E**mbark on investing
- **S**erve and give back

It doesn't happen all at once, but step by step, with a clear plan of action. Turn to the next chapter to dive in.

CHAPTER FOUR ACTION STEP

Let's be honest: It's hard to learn how to think differently after years or decades of looking at things a certain way. But you can do it, I promise. Take a moment to breathe and relax, then ask yourself if you're truly ready to change your thinking—and by doing so, change your life.



PART TWO

THE BONES FRAMEWORK

CHAPTER FIVE

BELIEVE IN THE POSSIBILITIES

Now we come to the section of the book I'm perhaps most excited about: the BONES framework for real estate investing. Leave it to an orthopaedic surgeon to come up with the acronym BONES.

In Part One, I offered a wake-up call to help you see there is so much more your life—and your net worth—can be if you're willing to stretch and grow a bit. I've done my best to uncover the reality that being a high-income professional isn't enough, why traditional investing doesn't cut it, and what true wealth really means.

It's taken a bit to get here, and by now I bet you're really ready to hear some great news and potentially life-changing information.

As we dive into this section, I'll begin by helping you open your eyes to the incredible possibilities before you. That's where real transformation begins. Your belief and faith set the stage for everything else.

Listen to many other influencers, teachers, authors, coaches, podcasters, and notable figures on the topic of real estate, and almost all of them will begin with numbers or money talk. Those are critical elements of real estate investing, sure, but that's not the right way to begin.

So where *is* the right place to start? With your thinking, your mindset. In this chapter, let's look at two specific mindsets you need to develop to make the most of this journey.

A MINDSET OF RESPONSIBILITY

One of the most common ways of thinking I see—and I've experienced this myself—goes like this: "I'm a teacher …" "I'm an IT guy …" "I'm a surgeon…" and then "…I'm not a CPA or financial advisor. I don't have any business getting into real estate."

With that type of outlook, it's very easy to think, *That's their responsibility. That's what they're good at*. But what they don't realize is that the financial advisor spends

all day talking to people and building relationships. They have people (whom you don't and won't ever know) behind them who are picking stocks and bonds or figuring out what the distribution should be on the portfolio.

The easiest thing in the world is to remove yourself from the responsibility for success. Look around you. Most people succumb to a victim mentality in one way or another. *That's not my fault (or responsibility). Somebody else should be taking care of that. Why is it my job to handle that?*

The simple fact is that no one is more motivated or capable of directing your financial future than you. While many elements of the tax mitigation strategies we use, as well as the syndications we invest in, are extremely complicated, we leverage the expertise of professionals in these areas to help keep us on the right path. This does require that we initiate the process.

The worst thing we can do is remain complacent and hand over control to a financial advisor who has visibility only into the stock market or to a CPA who does little or nothing to direct our path to minimize taxes and maximize portfolio growth.

If you want to grow your net worth, you are the one responsible for pulling the levers and making sure you're connecting with the right people.

In the same way, you're the one responsible for making the phone call to your tax strategist to better understand your options and know whether this or that deal is right for you.

Tax strategies are different for everybody, and the tactics you employ may be different each year. The last thing you want to do is wait until December to try to do your tax planning. Tax planning should start in January and continue throughout the year. You should be meeting with your tax strategist intermittently throughout the year. If you don't have a tax strategist, we are happy to make some introductions.

I did that for years. December would come, and I'd sit down and think, *How much do I need in the retirement account and the kids' savings?* Then I'd figure out whatever little lever we needed to pull. As you might imagine, it wasn't terribly effective.

It all comes down to being responsible, being dedicated, and educating yourself. You have to learn the rules of the game so you can clearly see the pathway you need

to go down.

This applies to far more than taxes. It applies to real estate investing in general, and more broadly, what it means to live a successful life. Take responsibility for your success; no one is going to hand it to you.

A MINDSET OF COURAGE

Once you have responsibility locked into place, then it's time to jump in with a measure of courage.

There are many reasons people feel fear when they get into real estate. They are hesitant to jump into something they don't understand. They are overwhelmed by lots of information. They don't want to make mistakes. They are tied to their identity as a successful professional in a certain field.

But you don't have to give up your identity or perceive this as a major change in your life. You just need to decide that you want to become knowledgeable enough to figure out who you need to have running the show.

For example, I don't recommend that you try to run your tax strategies on your own. You need a great CPA—but not just any CPA. Most CPAs don't know much about tax strategies for real estate investing. So, you either need one who is very knowledgeable in this area or you can do what I prefer, which is to hire a tax strategist to help you plan your strategy.

CPAs are like physicians. They all have areas of expertise. If you go to your heart doctor and ask about hip problems, you're not going to get the same level of advice as you would if you visited an orthopaedic surgeon. Why? Because that's what the orthopaedic surgeon does day in and day out.

This is why I'm so bullish on joining groups and getting involved in a strong network. Now you have exposure to people who have been there and done that. As Tim Bratz, founder and CEO of Legacy Wealth Holdings, noted, "The quickest way to get somewhere you want to be is to surround yourself with people who are already there."

The quickest way to get somewhere you want to be is to surround yourself with people who are already there.

—Tim Bratz

When you start something new, courage doesn't magically appear to save the day. Courage doesn't appear in a vacuum. It comes to your aid because something has initiated that courage within you.

When you begin to study real estate investing and gain some knowledge, put that together with the wisdom and expertise of people in your network (like tax strategists), you have a winning combination. You'll start to feel so much more confidence, momentum, and courage.

This is why I am always telling people, "Don't wait until you feel ready." The act of improving yourself and getting involved with great people *makes* you feel ready and prepares you to try new things and explore new opportunities.

If you want a mindset of courage, it happens because you've *designed* it that way.

DON'T LET FEAR WRITE YOUR STORY

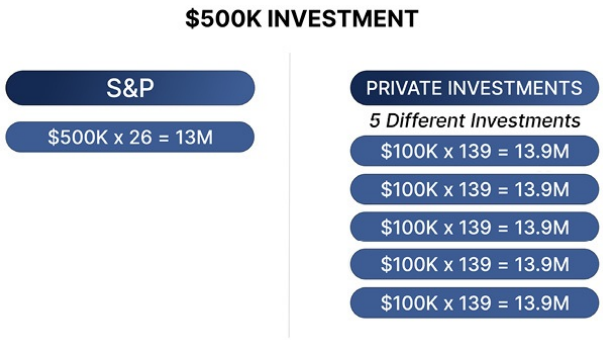
You've read this far in the book, so I know you're invested (pardon the pun) in learning more and having success with real estate. The way to get started in this area is by believing in the possibilities.

Look around you and you'll see it every day—people who let fear run their lives. They're afraid of failure, risk, and change, so they shortcut the amazing possibilities life has in store for them because they feel paralyzed by all the things that could go wrong.

Does real estate involve risk? Of course. But so does doing nothing and trying to play it safe. In the game of life, I'd much rather bet on myself and be intentional about my success than leave my fate to chance.

To put the risk of investing in real estate into perspective, we need to do a quick risk/benefit analysis. Tony Robbins has researched the returns from the stock market and private real estate deals over a thirty-five-year period starting in 1986. He found that $1 million invested in the stock market in 1986 would have grown to $26 million by 2022. The same million dollars invested in private investments would have grown to $139 million.

That's over a 5.35x difference in favor of private investments. Using Tony's math, you could have a complete loss of 80 percent of your investments and still come out ahead of the stock market. Below is an example of $500,000 invested both ways.



Joel Osteen observed, "You don't need to have everything figured out. You just have to believe it's possible." I couldn't agree more. Once you believe something great is possible, you'll start to act differently and make different decisions. Those decisions will change your future.

But as I mentioned, it's critical to get involved with a great network. We'll dive into that topic in the next chapter.

CHAPTER FIVE ACTION STEP

Believing in the possibilities is the foundation of the entire BONES framework. Without belief, the rest doesn't matter. Take a few moments to ask yourself this: *What would be possible if I truly believed I could create a different life?* Write down some of your dreams and aspirations.

CHAPTER SIX

ORGANIaE YOUR NETWORK

Jim Rohn famously said, "You are the average of the five people you spend the most time with." This quote is often repeated in various leadership circles because any successful person knows it's absolutely true.

You can achieve a measure of success on your own, but you can go much further, faster, when you're running with a great team.

I know people who only hang out with their friends from high school, their family, or their work colleagues. Nothing wrong with that, of course, unless you want to grow. This applies to any meaningful endeavor in life that will challenge you and force you to get uncomfortable, including real estate investing.

You are the average of the five people you spend the most time with.

—Jim Rohn

IT'S A TEAM SPORT

Over the years, I've watched many friends try to do everything by themselves. They don't think they need help, and they don't have a clear vision for how being part of a powerful team could help them. It's a lonely, slow path to success.

I prefer doing life and business with a team. It's much more fun when you surround yourself with people who can accelerate your growth. There's a lot of truth in the old African proverb, "If you want to go fast, go alone. If you want to go far, go together."

If you want to go fast, go alone. If you want to go far, go together.

—African proverb

At the time of this writing, Timberview Capital has built a real estate portfolio valued at over $2 billion by partnering with successful real estate professionals.

There is no way I could have achieved this portfolio growth on my own. I attribute the bulk of my success to my decision to team up with other investors and GPs and to build a strong team at Timberview Capital.

There are so many moving parts to these huge deals that you simply must have other people to help with the process. That is why we have people with all different skill sets on our team—people who can open doors and make things happen.

This year, our network will invest over $30 million collectively, which opens a lot of doors to great deals we would not be able to access as individual investors. We can negotiate better splits and returns. Timberview Capital is infinitely more successful as a network than we would be individually.

You won't last long if you don't surround yourself with a great team of mentors, partners, contacts, legal experts, lenders, and more.

IT'S WHO NOT HOW

One of the most fascinating takeaways from my experience in real estate investing has been the mindset shift from wondering, "Can we do this?" to asking, "Who can help?"

Dan Sullivan and Benjamin Hardy wrote a fantastic book called *Who Not How: The Formula to Achieve Bigger Goals Through Accelerating Teamwork*. The key idea of the book is simple yet powerful: Stop asking *how* you are going to figure something out and start asking *who* already knows how to solve the problem.

In real estate, you don't have to know everything about underwriting, legal structures, raising capital, or any of the many other areas that require expertise. You just need to know the right people. That's why I have invested heavily in building and growing a great network.

I have joined coaching programs, attended events all around the country, hopped on countless phone calls and Zoom meetings; in short, I've done everything I know how to do to connect with great people. Why? Because when you share your knowledge and expertise, it's like rocket fuel for your success. The right conversation with someone can change your life and business.

The right conversation with someone can change your life and business.

In this book, I've tried to lay out an amazing pathway for success in the simplest terms possible. But the journey is still challenging. Real estate investing has its share of ups and downs, risks, and uncertainties. You absolutely need people who get it and who have been where you want to go.

I've discovered that the more I lean into community, the better things get and the faster they move. And honestly, it's a lot more fun.

If you are just starting out, or even if you've been at this a while, one of the best pieces of advice I can give you is to lean into your network. Don't wait until you know more or feel more confident.

You don't lean into your network *after* you know everything. Your network is the *pathway* to knowledge, confidence, and so much more.

You don't need to be an expert. You just need to be in the room with others who help you go higher, further, faster.

THE POWER OF A MASTERMIND

Masterminds are not unique to real estate investing, of course—they have been around for centuries, perhaps even thousands of years if you consider that any group coming together for the purpose of a common goal is technically a mastermind.

At Timberview Capital, we take the same approach. We have a common goal, and we bring together incredible people to help the group achieve more than any individual could do on their own.

When you get into a mastermind group, you submit yourself to uncomfortable discussions with round tables. We often become vulnerable and talk about where we are stuck.

Most people avoid talking about being stuck. We would rather project a spirit of confidence and success. But it's pretty hard to grow unless you admit you're weak in some areas and need help. In other words, you have to get comfortable being uncomfortable if you want to maximize the power of a mastermind.

Our masterminds are basically focused on solving problems. In our group discussions, we ask people to introduce themselves, tell everyone what they do, and talk about where they're stuck.

People in these groups are at all different stages of growth. When you're in this type of group, there's always somebody who has already been where you are and

knows how to get to the next level.

The way a mastermind is organized is not nearly as impor- tant as finding one to join—there are lots of good ways to organize a mastermind. But I cannot overstate how helpful it is to be surrounded by people who can be vital partners in your growth.

CHAPTER SIX ACTION STEP

I referenced Jim Rohn's quote at the beginning of this chapter: "You are the average of the five people you spend the most time with."

Make a list of those five people and consider whether you want to be the "average" of them. What could your real estate journey look like a year from now if you began investing in your growth and joined a powerful mastermind group?

If you're already convinced you want to know more, skip to Chapter Twelve and be sure to visit https://TimberviewCapital.com. We're looking forward to talking with you.

CHAPTER SEVEN

NURTURE YOUR KNOWLEDGE

Every industry has its own language—words, phrases, terminology, and a shorthand that represents insider knowledge. Whatever your industry, you have that, too. It has become so second nature that you probably don't even realize when you're using it.

The same is true for real estate investing, and more broadly, for wealth creation as a whole.

One of the reasons many people hesitate to make the leap into real estate investing is because they're intimidated by their lack of knowledge. When you started out in your career, you had to learn lots of concepts and terms that weren't familiar. But over time, these became more familiar, and you mastered the concepts. More importantly, you learned to act on them.

I want you to approach investing the same way—with the same type of enthusiasm you had for your career years ago. You have to develop a beginner's mindset in which you are comfortable with just getting started. As you grow, you build a vocabulary and working knowledge of the landscape, which equips you for more and more success.

LEARNING THE LANGUAGE OF WEALTH

As a busy surgeon with an overflowing clinic schedule and never-ending surgical add-ons, I felt like every hour of my life was accounted for. However, once I got a glimpse into how powerful real estate investing could be, I made time to learn more about it.

On my commute to work, I listened to every real estate podcast I could find. I read books on syndication, tax strategy, success, mindset, and many other related topics. If I was on the treadmill or in the car, I was listening to something educational. YouTube and its wealth of free information became one of my best friends.

None of this was formal education. I like to think of it as an *immersive education*. I surrounded myself with the language, concepts, stories, ideas, and principles of real estate.

And the more I listened, the more I came to understand terms like *cap rate*, *depreciation*, *equity multiple*, *syndication*, and so much more. At first, it sounded like a foreign language. Over time, it started to click, and the pieces began coming together to form a complete picture.

When I was a full-time professional, just like you, I was focused on my income and didn't think much about my net worth. By contrast, wealthy people don't focus only on income. They think in terms of *assets*, *liabilities*, *equity*, and *leverage*. They don't focus on the income their job is bringing in this month. They ask themselves, "How many income-producing assets do I own, and how are they appreciating over time?"

They also understand *depreciation* and how it offsets *taxable income*. They know the difference between an asset and a liability and how to use leverage in a responsible way to scale.

Needless to say, I didn't learn any of that in medical school. This was completely on my own. Once I started learning and investing in my own real estate education, I couldn't stop. The more I learned, the more I wanted to take others with me on this incredible journey, which is the main reason I wrote this book.

I want you to have the same joy, the same *freedom*, that I do.

The fantastic thing about our place in time—the Age of Information—is just how much incredible information is freely available. If you want to get started in real estate, you don't need to get a degree or go into debt for a bunch of courses you'll never use. The wealth of freely available information will literally help *you* become wealthy.

If you're interested in specific real estate investment models, I recommend getting started with Timberview Capital's Learning Center, where we've shared key information about some of the investment vehicles I've mentioned here in an effort to make them very understandable. You'll find it here: https://TimberviewCapital.com/learning-center.

The sooner you get started, the more you can fast-track your success and the more confident you will feel. Nurture your knowledge every day.

Let's dig a little further into some specific real estate investment knowledge to get you started on your learning adventure. Let's talk about some of the principles we rely on when analyzing a deal.

HOW TO ANALYaE A DEAL

When I look at a deal, I break it down into three components.

The first is the **team**. What have they done, and what is their track record? Is this a team that I want to go into battle with? Because when times get tough, it will be a battle. How capable they are of making decisions and solving problems can make or break a deal.

Regardless of the team's level of enthusiasm, if they haven't done anything successful, then you're putting yourself at risk. When you work with a successful, seasoned team, you have a much better chance at winning. That's not to say everyone on the team has to be seasoned, but *someone* does (if you want to mitigate your risk, which I assume you do).

The second component is the **deal**. What is the value-add being offered; that is to say, how much meat is actually on the bone? The easiest pickings include buying equity by finding discounted properties that you can acquire well below their intrinsic value.

A fairly new value-add we're currently investing in is called a roll-up strategy. This involves building a portfolio of investment properties that share a business model. We currently have three roll-up strategy investment opportunities: marinas, medical/dental office buildings, and paving businesses.

In each case, the goal is to continue buying individual investments to bolster the portfolio. The exit strategy is to find a Real Estate Investment Trust (REIT) or other large player who will pay a premium for the convenience of buying the collected portfolio, saving them the time and pain of conducting individual transactions. Unlike the typical value-add, such as remodel and raise rent in multifamily properties, the roll-up strategy requires no capital expenditure.

Don't worry if you don't understand everything—you're not supposed to. That's what your network, mastermind, and team are for. That's why you surround yourself with excellent people.

The bottom line is that you have to work through lots of details to decide which investments you're comfortable with. It's vital to do the research and look at both national and local data and how many units have been delivered in the specific markets you're looking into. We typically consider a hundred or more investment opportunities for every one that we choose to invest in.

The third component is **location**. As the old saying goes, in real estate the only thing that matters is "location, location, location." You can change a property with a remodel, but you cannot change the location. You'll want to consider things like: Is the area growing? Is it landlord friendly? Will the median household income support your projected rents? How are the schools rated, and what is the crime rate? Is the area dependent on a single industry, or are there diverse enough industries to sustain consistent growth?

Focus on locations that are more diversified—areas where there are substantive medical, education, and other industries that add value to the community.

These are a few examples of what to look for in deals, but these three components are the primary way I filter opportunities. They will serve you well, too. If an investment receives a pass/go in all three categories, it's worth further consideration.

I understand that it's easy to feel overwhelmed by the options, especially when you're just getting started. To close out this chapter, I'll share a few thoughts on how to figure out which path you want to travel on as you get started on this adventure.

CHOOSING YOUR PATH

One of the hallmarks of successful people is that they like a challenge. You wouldn't be where you are today if you had been content to rest on your laurels. And you most definitely wouldn't be reading this book if you didn't enjoy a great challenge.

When you see all the incredible opportunities before you in the world of real estate—and the people who have been extraordinarily successful—you might be tempted to compare yourself with them.

I encourage you to choose the path that is right for *you*. While it's important to listen to advice and wisdom from others more experienced than you, you also have to be mindful of what will fit you and your family's goals the best.

For example, my son bootstrapped his way up into the real estate investment world. He and his wife bought a fourplex that was in need of renovation. They lived in one of the units, remodeled the other three, and eventually converted all of them into cash-flowing short-term rentals. This is referred to as a "house hack." He used the cash flow from those rentals to close on his next property.

This is a good path for someone who has limited capital and wants to be very active in the process. But if you don't want to deal with tenants and toilets and you have sufficient income, investing passively in syndications may be a better option.

The journey for people just starting out is going to look a lot different from that of professionals who already have money to invest. If you've got the money and you don't want to oversee (or DIY) any remodeling, you'll probably be looking to do passive investing.

On the other hand, if you want to take my son's route and remodel properties, but you don't want to do it yourself, you'll have to hire some help. Unless you have an uncle who is also a great handyman and is willing to work for free, this will be a big expense on top of hiring a property manager to take care of all the hassles you don't want to deal with.

You'll want to perform your due diligence because once you start paying people, there might not be much profit left (or potentially none at all). That is precisely why we created the Timberview Capital model, where you can grow your portfolio without having to spend nights and weekends installing drywall and fixing plumbing.

I can't emphasize enough that it's vital to start growing your knowledge. But I don't want you to stay there. Your knowledge should lead to action, which is next chapter's topic.

CHAPTER SEVEN ACTION STEP



A great place to get started with your real estate education is by visiting the Learning Center on the Timberview Capital website. To start: Choose two blog posts to read today, watch one webinar, and identify one book from our reading list that you'll finish within the next two weeks.

Use your time wisely. Stack your learning time on top of time when your brain is usually on autopilot. For example, you can listen to an audiobook while driving in the car or watch a webinar while you are on the treadmill.

CHAPTER EIGHT

EMBARK ON INVESTING

Once you have taken the previous three steps—"Believe in the Possibilities," "Organize Your Network," and "Nurture Your Knowledge," it's time to start investing.

I've chosen the word *embark* in this chapter's title intentionally. The word means "to begin, to start, to set out on a journey." It's a call to action.

Here is my challenge for you. I'm issuing it right now. Today. Commit to investing in something within the next ninety days.

Have you committed? If you haven't, I'll wait right here until you've done it. This is where your courage comes in. And your network. You can do this, and I'm here to help.

There are two simple paths forward:

First, you can buy your own short-term rental and do your own deal. Let all the realtors in your area know that's what you want to do. Then start looking, commit to finding something, and you are on your way.

Second, you can invest passively. Start looking at opportunities and current offerings on various websites until you find a team you're comfortable investing with.

These pathways aren't as complicated as people think. In fact, they're fairly simple. But too many people get stuck in analysis paralysis, and then nothing ever happens for them. As long as you let fear hold you back, you won't have results.

I get it. You're a successful professional who makes good money. You're good at what you do. You didn't get where you are by diving into opportunities half-cocked, unsure of what is going on.

But if I could offer a piece of advice, it's that you don't need to know everything in order to start to see results. If you're willing to roll up your sleeves, knock on a few doors, and figure out what to do for your next steps, you can make it work.

This is exactly why we set up Timberview Capital with a network model. You don't have to figure out everything on your own. You're not a lone ranger investor who needs to take years in order to study the market and find the opportunity.

When you decide to do your first deal, it may feel uncomfortable, just like anything you do for the first time. But then you get the hang of it and want to reach a little higher by moving into your next asset class. Now you're uncomfortable again and have to figure out how to get over the next hurdle.

You see the pattern. That pattern is called *growth*, no matter what sphere of life. The good news is that it gets easier every time you do it. Your knowledge compounds and your confidence grows. But you have to be committed to making things happen, or you'll be hampered by self-limiting beliefs.

PURSUING EXPONENTIAL GROWTH

Just to be clear, I practice what I preach. I don't want to stay comfortable at my level, even though my portfolio and net worth have grown dramatically, particularly in the last few years.

Our team continues to grow, the Timberview Capital network continues to expand, and we consistently execute larger deals. We have a strong track record of exceeding our targets. Currently, our investing experience exceeds $2 billion in real estate assets. To view our portfolio, please visit https://TimberviewCapital.com/portfolio.

I want to emphasize the exponential growth you can have through real estate. One of my criteria on deal selection is to select only those investment opportunities that are projecting a 2x or better equity multiple. This means that a $100,000 investment would return $200,000 or more.

Simply put, exponential growth can be summarized with this principle: One becomes two, two becomes four, four becomes eight, and you continue the pattern of getting bigger—not through slow growth, like what people experience in the stock market, but through the much faster growth potential in real estate. The speed of the growth obviously depends on where you are in the market cycle.

The one thing you must do is take action.

STARTING WHERE YOU ARE

For a high-income professional, investing as an LP is often the best first step. As an LP, your job is to perform your due diligence. This includes vetting your GP team, understanding the deal, and making sure the investment aligns with your goals. But you're not signing the loan, managing tenants, or dealing with operations. You are putting down money to invest in the team and the business plan.

This is how you can dip your toes into the waters of real estate investing. Over time, you build up the confidence to do more.

I tell people all the time "Don't wait until you feel ready." Honestly, no one ever really feels ready for any challenge. The first investment you make is always the hardest because you're a bit unsure and it feels like you're risking a lot.

Today, my portfolio is very diverse. I've invested in apartments, vineyards, office buildings, land development, car washes—you name it. But I didn't get there overnight. My portfolio started small, then changed, grew, and evolved over time.

Every time I did a new deal, I unlocked a new level of understanding and confidence. I kept refining my strategy, based on what I was learning and my goals at the time.

Some people stick to multifamily investing. Some like self-storage. Some go after short-term rentals or mobile home parks. The asset class matters, of course, but what matters even more is the team, the market, and the business plan. That's where I spend most of my time when I vet a deal.

TIPS FOR FIRST-TIME INVESTORS

If you're considering investing for the first time, here are six simple tips that will serve you well:

1. *Start small.* You don't need to go all in. Many LP investments have minimums in the $50,000 range, but there are a few in the $25,000 range. Get your feet wet.
2. *Vet the GP team.* Make sure you do this, and thoroughly (even if you really like someone on the team or the entire team). You want someone who's experienced, transparent, and aligned with your goals. I look for integrity and an established track record.

3. *Understand the market.* Where is the property located? What is the population growth and job growth? Is it a business-friendly environment? These factors can impact the deal more than you might think.
4. *Ask about the business plan.* Is this a value-add? A development? A cash-flowing asset? Know what the strategy is and how the returns are structured.
5. *Trust your gut.* If something doesn't sit right, don't move forward. There's always another deal. As Donald Trump once noted, "Sometimes your best investments are the ones you don't make."
6. *Make sure the investment aligns with your goals relative to cash flow and equity growth.* Some deals that maximize equity growth will have no cash flow. Others, such as stabilized properties, will generate cash flow from the very beginning. Make sure you understand what you're getting into and that it fits your needs for the next five years or so.

When your questions are resolved and you're ready to go, don't sit on the sidelines analyzing everything for six months. You have to act. That is how you build momentum—and a much bigger portfolio and net worth.

Remember, real estate is a long game. You're probably not going to hit a grand slam (or even a home run) on your first deal. It is far more about growing, learning, and building over time. Your first deal isn't going to change your net worth that much, but it will absolutely change your life.

Why? Because you have done what most people never do: act on their dreams and goals.

And while you're working on your dream, don't forget about the fifth and final part of our BONES framework: serving and giving back. That's the topic of the next chapter.

CHAPTER EIGHT ACTION STEP

Commit to investing in something in the next ninety days, whether it's buying a house down the street for a remodel, or investing your capital into a syndicated investment. To start reviewing investment opportunities, go to https://TimberviewCapital.com/current-offerings.

CHAPTER NINE

SERVE AND GIVE BACK

Much of this book has focused on helping you increase your net worth. After all, the very title is *Wealth by Design*. But I don't want to leave you with the impression that this whole journey is only about accumulating dollars.

I don't look at money as the goal. Money is just a means to an end. The "S" in the BONES framework stands for "Serve and give back," and that's intentional. Everything we have talked about up to this point, and everything related to real estate investing, is all for the purpose of achieving something greater.

The term "abundance" comes from the Latin *abundare*, meaning "to overflow" or "to abound." The concept here is that when you have more than you need, there is an overflow.

When you are able to take some of your resources and donate to charity, give to worthy causes, and make other people's lives better in the process, then you have a life of true abundance.

The question is: What do you do with *your* overflow when you have an abundance?

MAKING AN IMPACT

Inspired by 2 Corinthians 9:8, popular author and pastor Joyce Meyer noted, "You can't outgive God." I know people who have done very well financially, but they are miserly and stingy and they don't have any joy in their lives. When you give back, it brings joy and purpose to your life.

If you don't have any joy, what is the purpose of having all that money?

A while back I was listening to a podcast where the host was talking about setting a stretch goal of giving away $100,000 that year. It dawned on me that there was no reason I couldn't do the same thing. That year, I donated a property that was worth a little over $100,000.

After doing that, the thought struck me, *That's just a number*. All the dollar signs and figures we associate with entrepreneurial success are just numbers.

A mentor of mine, Tim Bratz, ran a mastermind I joined when I first started on my real estate journey. He said, "If you trade in dollars, you're going to make dollars. If you trade in thousands, you're going to make thousands. If you trade in millions, you're going to make millions."

Taking that principle to heart, if you want to purchase homes to set up short-term rentals, you don't look at $300,000 houses. Instead, you look at $3 million properties and figure out how to bring things together to make the deal work.

Obviously, there is a certain level of risk associated with that kind of number, but the reward on the back end is much better. And to be honest, there isn't ten times more work for the $3 million property, even though it's worth ten times more. The challenge has more to do with your mindset than anything else.

My Big Hairy Audacious Goal is to put together a portfolio where I can donate a million dollars per year. That may sound like a crazy number to many people, but it's very doable through real estate. I encourage you to have your own Big Hairy Audacious Goal for giving.

Keep in mind, though, that even if you have an attitude of generosity, you will still have critics and detractors. You will have people in your own family who believe you're just in it for the money or find some other reasons to try to knock you down. Money can bring out the best and the worst in people. Money doesn't make you different, it just magnifies what you already are.

I don't let anyone's negative attitude affect me. People can say whatever they want. But it doesn't affect what I think or do. In my experience, the more successful you are, the more naysayers you will have.

I'm comfortable moving forward on the path I've chosen. But I don't want to travel it alone. I want to take others with me. That is why Timberview Capital makes this path available to anyone. All you have to do is look on the Timberview Capital website to see all the free educational webinars we offer as well as the investment opportunities we've vetted for your consideration.

I want you to succeed, to grow, to invest, and to see incredible financial results that can come from having a large real estate portfolio—but even more so, I want

you to find the joy in being able to give and serve much more than you ever have before.

WEALTH IS THE STARTING LINE

The typical pathway of the American worker is to choose a career (or series of careers) and work until they retire. Being able to leave your job with a big retirement account has been the dream of many workers for generations.

But they often discover that the much-hyped golden years are not so golden. They're more like rusty tin foil years where their savings is not as much as they would like, their margins are thin, and they are often in poor health due to the stress of working a job they hated for decades.

Real estate gave me the opportunity to turn a mediocre finish line into an amazing starting line. Instead of closing up shop and focusing on myself, I saw a chance to dream bigger than before and make an impact that extends far beyond the operating room.

Other people have also discovered this opportunity. I know other physicians who have reached financial freedom through real estate and have gone on to start nonprofits, serve in medical missions, mentor young leaders, or even nobly show up for their families more.

When you use your wealth to give and serve, those numbers jump off the spreadsheet and spring to life in the hearts and minds of the people whose lives you've positively impacted.

The whole point of building wealth isn't to disappear into retirement la-la land. It is to show up more powerfully so you can give, lead, serve, and live in an even more meaningful way.

ARE YOU INVESTING YOUR TALENTS[p]

I realize that not every person reading this book comes from a faith perspective. However, the principle I want to share as I close this chapter is simple and powerful enough for anyone to appreciate.

In the New Testament book of Matthew, Jesus tells a story commonly known as the parable of the talents. In biblical times, a "talent" referred to a large sum of money; it was a unit of weight to measure silver or gold equal to about twenty years' worth of wages.

This parable tells the story of a master who entrusted his wealth to three servants before going on a journey. He gave five talents to the first, two talents to the second, and one talent to the third.

When the master returned, he discovered that the first two servants had each doubled their money. He praised them because they had been good and faithful, and he promised to put them in charge of even more.

But the third servant had taken his single talent and buried it because he was afraid of losing it. He perceived that his master was harsh and unforgiving, so he opted for self-preservation instead of taking a risk.

The other two servants didn't share the same perception of the master. They did not give in to fear, but chose to trust and invest. As a result, they earned the master's praise and received even bigger opportunities.

The servant who had buried his talent was described by the master as being slothful and worthless and was cast out into the "outer darkness." Obviously, we are commissioned to use our talents and be productive.

That's exactly how I view real estate investing. Is there a risk? Sure. But there is risk with any investment, isn't there? Very few things in life are guaranteed. A key principle of investing is that the bigger the risk you take, the greater the potential reward.

I believe in taking calculated risks. That is why, at Timberview Capital, we work with many different teams with diverse, uncorrelated asset classes. We don't put all our eggs into a single basket.

No matter what your faith background, I believe you can take Jesus's words in the parable of the talents to heart. If you take what you have been given and make a wise investment, you can reap huge rewards.

But the rewards are not just financial. You have the opportunity to give back and serve. That is why, at Timberview, we support YouthHope, Camp Shalom, Wildwood Hills Ranch of Iowa, Food for the Hungry, Wounded Warrior Project, A21, The Gideons International, Rotary, American Red Cross, and many other worthy causes.

Nothing has brought me more joy than seeing my "talents" multiplied, not just through a bigger net worth, but through real lives that we've positively impacted.

Now we turn to Part Three, where we will take everything we have learned thus far and build a new perspective for your life through real estate investing.

CHAPTER NINE ACTION STEP

Are you committed to the habit of serving and giving? If not, I challenge you to explore some of the great causes we support at Timberview Capital. Choose one to support, and get in touch with us in six months to let us know how it has created joy, purpose, and abundance in your life.

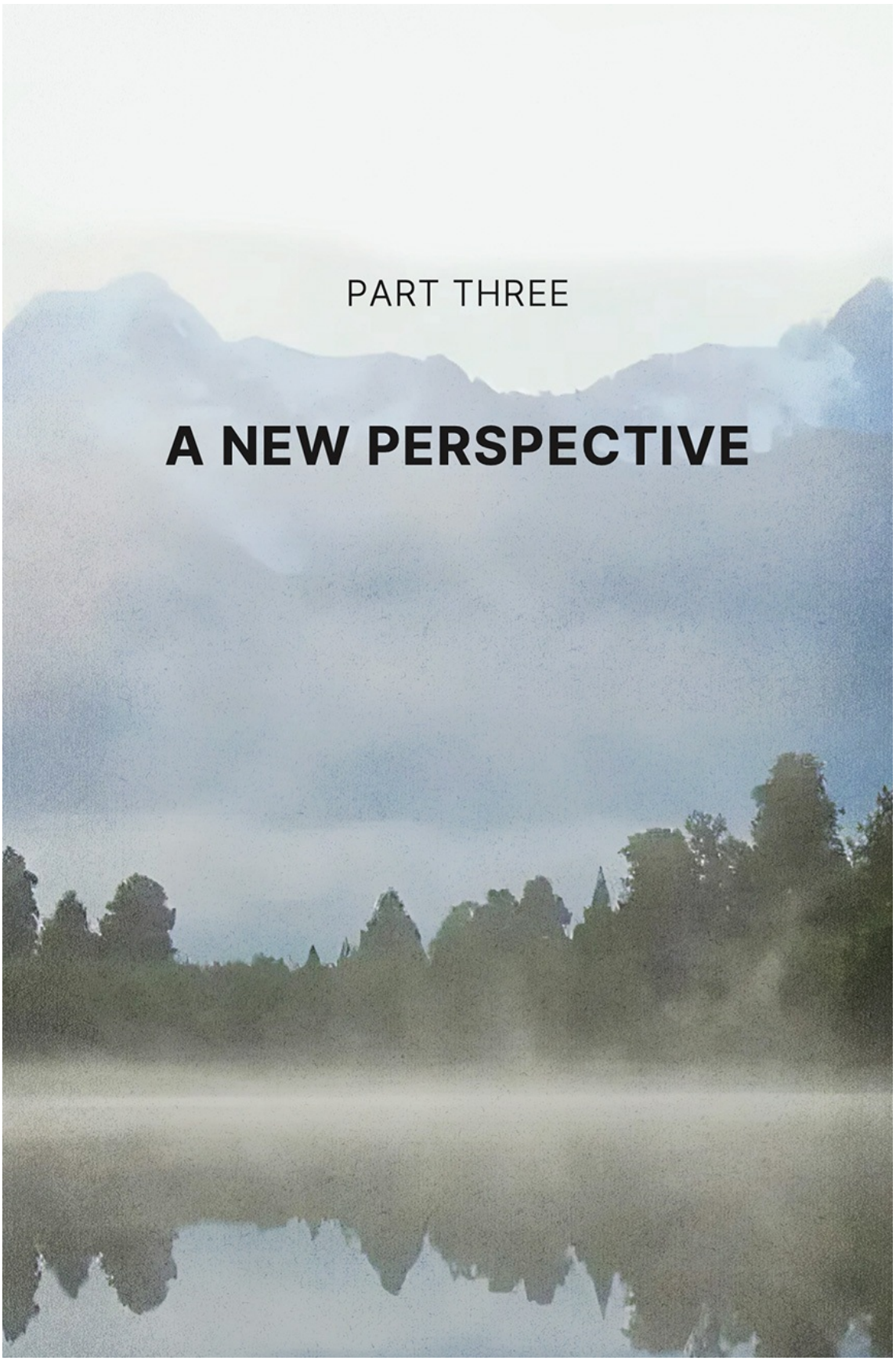


YouthHope is a children's ministry that serves kids at risk. They currently have a capital campaign to raise additional funds so they can expand their ministry and support more children. Changing the trajectory of a child's life allows you to make maximum impact in society.

YouthHope



Please scan the QR code above and help us push them across the finish line.



PART THREE

A NEW PERSPECTIVE

CHAPTER TEN

THE WORK-OPTIONAL LIFE

In Part One, I offered a wake-up call to high-income professionals who want more out of life. Then in Part Two, I detailed the BONES framework you can use to build your net worth through real estate investing.

Here in Part Three, I want to give you a new perspective. How can your life be radically different a few short years from now? How can you set up a work-optional life? How is Timberview Capital different, and how can you get started investing?

We'll dive into all these questions and more. But first, let me share a quick perspective on how my life has changed dramatically in recent years—and how yours can, too.

TAKING OFF THE GOLDEN HANDCUFFS

It's pretty ironic that in modern culture we go to great lengths to obey the rules of society so we don't end up in trouble with the law. However, millions of people voluntarily remain in handcuffs of their own choosing.

I'm not talking about handcuffs put on you by the police. Instead, I'm talking about the golden handcuffs many high-income professionals wear. That's where I was a few years ago. I was a full-time orthopaedic surgeon, making great money, but I was handcuffed to my job.

When you live in this world, the big temptation is—as you make more money—to spend more money. With each passing year, you try to keep up with the Joneses, bleeding money in all kinds of directions.

I've had private planes, high-dollar horses, Harleys, boats, Maseratis, and "all the things." One day I woke up and said to myself, "I don't need all this. It doesn't give me that much pleasure." So, I got rid of all of it.

Don't get me wrong. I'm not suggesting you shouldn't have what you want. But there is a big difference between purchasing something because it brings you joy and buying toys because you want to keep up with your peers.

Every time your income goes up, you add more expenses. You're truly held captive by those golden handcuffs you can't seem to escape.

How do you escape? I recommend you take a look at what you've purchased (or you're considering purchasing) and ask yourself if you really want it or need it. When you're honest with yourself, the answer might surprise you.

You will probably free up some income once you perform this exercise. You can take that chunk of income, add what you are able, and invest it, creating a stream of passive income to offset some of your need for active income. Sacrifice some of your income and exercise delayed gratification so you can invest and create future passive income streams. Ultimately, you can reach a point where you are work-optional. Once you're there, you'll be able to walk away from your career anytime you want.

When you get to that point in life, you'll have a newfound sense of peace and freedom. You can do whatever you want.

There was a time when I thought I'd never want to slow down in orthopaedics. My attitude was, "I can't possibly be busy enough because I love what I do." That was my viewpoint for decades.

But trust me, everybody reaches a point where they want to slow down and focus on other things. The important things in life change over time. When you understand that's going to happen, it allows you to make decisions today that will give you freedom in the future.

Today, I'm having much more fun doing surgery one day a week instead of every day. I happily drank out of that fire hose for a long time, but am so glad I'm not in that season of life anymore.

THE GOAL IS FREEDOM

For most of my life, I believed in the traditional career model: Work hard for thirty or forty years, put everything you can into your 401(k), and retire when you're sixty-five … that is, if you're healthy enough to enjoy it.

However, the more I leaned into real estate investing, the more I realized that retirement wasn't the goal. *The goal was freedom*.

Retirement isn't the goal. The goal is freedom.

More importantly, freedom didn't have to wait. I could begin chasing it before retirement. And in fact, I never had to retire because the work I was leaning into was energizing and refreshing. The thought of sitting around on my porch all day or spending all my time at the golf course wasn't nearly as appealing as getting to do work I loved—but on my schedule.

To me, freedom means I can now wake up and choose how I spend my day. I'm not forced to spend the whole day in the operating room or a clinic, which would be the case if my profession were my only source of income.

Freedom means being available for my family, spending time with my kids and grandchildren, traveling with my better half, and spending time helping others build their net worth through Timberview Capital.

The goal of freedom isn't to do nothing. I don't ever plan to fully retire. If you're purpose-driven and focused on making a difference in people's lives, as I am, you want to be active and helping people grow.

You don't *have* to trade time for money. You *can* enjoy a work-optional life and live on your own terms. As Mark Twain reportedly noted, "If you do what you love, you'll never work a day in your life."

You don't have to trade time for money. You can enjoy a work-optional life and live on your own terms.

You can still work if you want to, of course. But you won't *have* to. You have the option. You'll get to choose your schedule, your projects, your pace. When you get rid of the pressure to earn money from spending your hours meeting someone else's agenda, you can focus on *your* priorities.

When I stepped away from being a full-time surgeon, I found that I still enjoyed working, although in a different way. I started mentoring other doctors and professionals who were stuck, just like I had been. I began creating content and educating others on how to create freedom through real estate investing.

Today, I'm not always thinking about my next case or how many patients I have to see that day. Much of my stress and anxiety has receded from my life. That's worth far more than any dollar amount in my bank account.

I want to help others experience the same freedom. That's why I created Timberview Capital. In the next chapter, we'll look a little closer at why we're different and how we can help you.

CHAPTER TEN ACTION STEP

Grab a pen and paper and use your imagination to envision how your life could be different if you had more time and true financial freedom. Jot down your responses to a few questions:

- How would you use more free time?
- Where would you travel with your family?
- How could you help your family in ways you can't now?
- What would it feel like to have far less stress and anxiety?

CHAPTER ELEVEN

HOW THE TIMBERVIEW CAPITAL MODEL WORKS

By now, I hope that you have a vision of what your life could become if you embark on the journey I've laid out in the previous chapters.

If you want to have much more time freedom, an exponentially bigger net worth, and a brighter future for your family, it is possible! That's why I created the BONES framework and have done my best to cast a compelling vision for your future.

I started Timberview Capital to give high-income professionals the best opportunity possible to make real estate investing straightforward and achievable. I wish I had been given this opportunity years ago.

But now that I have created a vehicle for others to follow the same pathway, I extend the invitation to *you*. In this chapter, I want to tell you a bit more about our guiding principles, what makes us different, and specifically why I believe so strongly in the private investing approach.

THE THREE GUIDING PRINCIPLES OF TIMBERVIEW

We operate by three guiding principles, and these principles guide and support everything we do in our company.

Working together. We believe that investing is not just about transactions, but about building relationships, trust, and mutual success. We are personally invested in the deals that we bring to our network. Our approach is grounded in personalized attention and deep expertise.

Due diligence. Many real estate investment groups raise money for their internal team and are beholden to their decisions. Timberview Capital is different. We cherry-pick unique opportunities based on the very best teams, with the very best properties, in the very best geographic regions we can find in today's market.

Giving back. In addition to helping colleagues find financial freedom, we have also found purpose by partnering with charitable organizations. Our philanthropic activities are not just a one-time or sporadic effort, but an ongoing commitment to making a lasting difference in the lives of the less fortunate.

Now let's look at what makes Timberview Capital unique from other groups in the same space.

HOW ARE WE DIFFERENTp

At its heart, Timberview Capital is simply a network of people investing together. We started as a handful of orthopaedic surgeons investing together and have grown exponentially over time.

We have access to lots of experts, including tax strategists and CPAs, who specialize in different areas relevant to our business and create huge value for us. We also have investors who bring us deals, so we are truly a community of people who work together and invest together.

Our approach opens a lot of doors to investment opportunities we wouldn't have with another model. For example, this year (2025) we will invest $30 million as a group. That gets us into opportunities that wouldn't be available to us with smaller amounts. We are also able to negotiate better splits and returns because we can commit to certain dollar amounts. (If you're reading this after 2025, please visit https://TimberviewCapital.com to see our most recent investment numbers.)

I'll share another distinction. Most people who raise capital for investments are working for their team. By contrast, I am researching teams with a variety of asset classes. That's why we get lots of variety that you don't see with most capital raisers. We are looking at different teams in different areas with different asset classes.

The big advantage of working this way is that we always have the option to move away from a particular team if needed. That, combined with having uncorrelated, diversified asset classes, is a huge differentiator for Timberview Capital.

A STRICT EVALUATION PROCESS

In addition to everything I've mentioned above, we follow a strict process to evaluate every opportunity before presenting it to our investors. This should sound familiar; it's the same advice I gave you for evaluating a deal in Chapter Seven. Here's what we look for, specifically:

Property. We invest in assets with strong in-place and/or high-equity growth, pricing below replacement cost, or a clear, data-backed value-add plan. We underwrite conservatively, prioritize downside protection, and avoid projections that depend on ideal market conditions.

Operator Track Record. We look for operators who have a time-tested track record, have managed through market cycles, and invest their own capital in the deal. (We like our partners to have skin in the game.) Operational discipline and transparency are non-negotiable.

Location. We focus on markets with positive population growth, diverse economic drivers, and limited new supply. The location must support tenant demand, rent durability, and institutional exit potential.

This process eliminates 95 percent of the deals we review. The few that remain are the ones we're confident enough to invest in ourselves. Before moving on to the final chapter, let's dig a little deeper into why syndications provide such a great investment opportunity.

PRACTICAL ADVANTAGES OF SYNDICATIONS

At Timberview Capital, we focus a great deal on multifamily and other asset class syndications because they are a potent avenue for wealth-building and retirement security tailored to the unique demands of professionals.

But why go beyond your 401(k)? The answer is simple: While employer-sponsored retirement plans play a crucial role, financial freedom requires that you explore avenues that give you maximum returns.

After all, you have worked hard for your money, so it should be working *for you*. Many high-income professionals, including surgeons like me, turn to real estate investments, specifically multifamily and other asset class syndications. These offer a unique blend of stability and quick returns, aligning well with their demanding schedule.

But why syndications in particular? There are five advantages:

One. Passive investment. Syndications allow you to be a passive investor, minimizing the time commitment and personal liability associated with individual real estate endeavors. As a limited partner, you contribute capital without being

burdened by day-to-day decision-making. This lets you focus on your demanding professional life.

Two. Limited liability. Unlike direct ownership of real estate, where responsibilities and liabilities can be extensive, syndications offer limited liability to investors. Your exposure to risks is controlled, providing a sense of security while reaping the benefits of real estate investments.

Three. Access to real estate experts. Engaging in a syndication means aligning yourself with seasoned professionals—the GPs. These individuals, often referred to as syndicators, have the expertise to navigate the complexities of real estate projects. You benefit from their knowledge, experience, and network, which increases the potential for a successful investment. Not all syndicators are truly experts; therefore, it's important to carefully vet your teams.

Four. Access to larger property investments. Syndications pool resources from multiple investors, allowing participants to access larger and more lucrative real estate opportunities. This collective approach opens doors to projects that are beyond the reach of individual investors, thereby maximizing the potential for significant returns.

Five. Tax advantages. Syndications often come with tax advantages, contributing to the overall appeal of this investment avenue. Investors may enjoy deductions related to depreciation, mortgage interest, and operational expenses, leading to potential tax savings. If you choose to join Timberview Capital and depreciation and tax mitigation is important to you, please let us know. We occasionally have specially structured deals that may not be listed in our current offerings.

Although I am obviously excited about the potential of private investment syndications, it's crucial to acknowledge potential drawbacks—namely, that they are not liquid assets, and you have no control over their day-to-day operations. However, the strategic advantages often outweigh these concerns, especially for those seeking a hands-off investment approach.

Whether you're nearing retirement or in the early stages of your professional career, syndications are a compelling option to diversify your investment portfolio. The passive nature of these investments aligns seamlessly with your demanding schedule, allowing you to grow wealth without adding unnecessary stress.

As you think about strategies for growing your net worth, investing in syndications with Timberview Capital presents a fantastic avenue for you to make your money work for you, setting the stage for a prosperous and comfortable retirement.

CHAPTER ELEVEN ACTION STEP

Take a few moments to write down several benefits you could envision if you began investing in private syndications. How could it give you more free time, benefit your family, increase your net worth, and increase your opportunities for giving?



Use the QR code above to find out more about Timberview Capital's mission and what makes us unique.

CHAPTER TWELVE

TAKING THE FIRST STEP

You may recall that my wealth-building journey through real estate investing didn't happen by accident. It was *designed*.

For decades, I was a high-income professional. I enjoyed my job and knew that my work had a positive effect on people's lives. However, as the years went on, I knew something was missing.

I'm so grateful for the opportunities real estate investing has provided to me and my family. We've traveled the world, together. I have time freedom that wasn't possible before when I was wearing those golden handcuffs. My net worth has skyrocketed. And best of all, I am able to give and serve my community at a level that wasn't possible before.

I wrote *Wealth by Design* so you can have that opportunity, too.

If you've made it this far in the book, it's not an accident. Something within you is telling you you're ready to take the next step. You may not be ready to invest a million dollars or quit your job tomorrow, but you're ready to pivot toward a new direction.

The path I've laid out is open to any high-income professional who knows they want something more. You don't need to have any special skills or knowledge in finance or real estate investing.

I didn't have a background in these areas. I had been a full-time orthopaedic surgeon for many years and didn't even know what a syndication was. However, once I got a glimpse of what this could do for my family (giving us time, freedom, and flexibility), I wanted to go all in.

SMALL STEPS LEAD TO BIG RESULTS

As you consider checking out the opportunity we have waiting for you at Timberview Capital, I want to challenge you with a simple idea:

You don't need to have everything figured out—you just need to take the next small step.

As Martin Luther King Jr. noted, "Take the first step in faith. You don't have to see the whole staircase, just take the first step." When you take a small step in faith, it can lead to big results for your future.

One of the major lessons I have learned from this journey is that taking action gives you confidence. That confidence leads to momentum. And, in turn, momentum leads to incredible outcomes you never thought were possible.

Do you believe the future I've described is possible for you? Do you trust you're capable of far more than you have achieved so far, even though you already have a list of amazing accomplishments behind you?

You probably enjoy your work. You're compensated well for it. But your whole identity doesn't need to be tied to your profession. You can have more freedom and a much bigger net worth sooner than you think.

Along the way, you will need to overcome fear, persist through challenges, stop taking *no* for an answer, be willing to pivot, get comfortable being uncomfortable—all regardless of market shifts, objections, and problems you are likely to encounter.

Is it easy? No. Possible? Absolutely.

This isn't just about making more money. Wealth is not just personal gain, but also a pathway to an earlier retirement, a family legacy, and transformative charitable giving. Just like me, you can take control of your financial future and create a lasting impact.

You can start with the simple pathway I've laid out:

- **B**elieve in possibilities
- **O**rganize your network
- **N**urture your knowledge
- **E**mbark on investing
- **S**erve and give back

Your future, and a life you never imagined, is waiting.

CHAPTER TWELVE ACTION STEP



Ready to explore the world of private investing? Use the QR code above to join our network and schedule a call to gain valuable guidance on how to get started.

APPENDIX A

FAQS ABOUT PRIVATE INVESTING

I've added this appendix to give you a reference point for the most commonly asked questions about Timberview Capital and investing. For more information, please visit https://TimberviewCapital.com/book.

WHAT DOES TIMERVIEW CAPITAL DOᵖ

We started as a small group of physicians investing together. Our ability to find superior investment opportunities has allowed our network to grow substantially. Timberview Capital simply formalizes our process and network.

I spend most of my time researching investment opportunities. My goal is to find the best: the best teams, with the best properties, in the best geographic locations.

By ***best teams***, I mean those with the ability to formulate and execute a business plan with superior returns for their investors. I'm looking for those with a significant collective experience and a consistent track record of solid financial performance. I also want to see GPs that are investing in their own deals.

By ***best properties***, I mean strong-performing properties with substantial upside. We look for properties that can likely double our money in two to five years.

The ***best locations*** will have a significant population growth, high job growth, diverse employers, low unemployment rate, and a landlord-friendly governance.

I like to see a high median household income and a high median home price. High-income tenants can pay high rents.

When you can check all three boxes—great team, great property, great location—you have probably found a home run opportunity. Keep in mind that these are investments, so there are risks, and they don't all perform as expected. Nevertheless, if they are carefully vetted, most of them will perform well.

A few red flags to watch out for include unrealistic projections (including inflated rent projections), comparables that are not truly comparable, excessive rent growth

assumptions, compressed cap rates on the projected exit, and lack of actual bids for future remodel work, and other expenses like insurance. Any of those can sink a business plan.

HOW IS WORKING WITH TIMBERVIEW CAPITAL DIFFERENT?

We do the research so you don't have to. As I mentioned, we strive to check all the boxes: a great property, in a great location, with a great team. We are not limited to our own team and resources.

At Timberview Capital, we invest alongside our partners. With our own money invested alongside yours, we make sure that every deal is fully researched to ensure maximum returns and minimum risk. Of course, even though we work hard to vet our investment opportunities, investors should do their own due diligence as well.

HOW DO I REPLACE MY ACTIVE INCOME WITH PASSIVE INCOME?

There are a lot of ways to do this. My preference is to keep a steady flow of new investments coming into my portfolio as my previous investments go full cycle and are sold. Most of these investments double my money (or more) over one to five years. This creates exponential growth and a steady flow of capital, so I don't miss new great investment opportunities.

Obviously, it takes a few years to achieve a steady flow of buying and selling assets. The longer you sit on your hands and wait, the longer it will take. I recommend that you spread your capital over several investments when possible.

If you don't have the ability, time, or experience to carefully vet the deals, invest alongside people who do. That's part of the reason I formed Timberview Capital.

The year I founded Timberview Capital, I lost three fantastic investment opportunities because we didn't raise enough capital to close the deals. As notable multifamily investor Rod Khleif says, "Multifamily is a team sport." You don't have to be great at everything. The larger the network, the greater our access to capital to close deals *and* the better our pipeline of deals will be.

Multifamily is a team sport.

—Rod Khleif

It's all about the collective experience, capital, and ability that creates success for the entire network. As Zig Ziglar once wrote, "Individuals score points, but teams

win games."

WHY ARE MULTIFAMILY AND OTHER COMMERCIAL REAL ESTATE INVESTMENTS BETTER THAN THE STOCK MARKET[p]

Unlike the stock market, where you have no control over the growth of your investment, with multifamily you can force appreciation by upgrading the property/units and raising rents. Timberview Capital joins teams that do the work and are compensated with a portion of the profits. Increasing rent improves net operating income, resulting in a directly proportional increase in property value.

Commercial real estate is not valued by comparables like single-family homes, but rather by a multiple of net operating income. It's simple math: The net operating income divided by the cap rate gives you the property's value. Therefore, we increase the value of the property by lowering expenses and increasing rent income.

For example, if we remodel and raise rents $300/unit on a 150-unit property, the increased property value would be roughly $300 × 12 months × 150 units (less annual vacancy), divided by the cap rate (5 percent for this example). This is a $10.8 million increase in value.

Paper assets like stocks do not grow wealth like cash-flowing assets, such as apartments. According to Robert Kiyosaki, stocks and other paper assets are where the poor and middle class invest, whereas the wealthy invest in cash-flowing real estate. He said, "If you can print it, I don't want it."

Business tycoon Andrew Carnegie pointed to the immense value of real estate investing when he said, "Ninety percent of all millionaires become so through owning real estate." We couldn't agree more.

I ALREADY HAVE A PORTFOLIO OF DIVERSIFIED STOCKS[d] DO I REALLY NEED REAL ESTATE[p]

A diversified stock portfolio is not diversified at all—it's all the same asset class. If the stock market crashes, it's all going down.

To truly diversify, one needs to invest in various asset classes, such as real estate. *Real* real estate is a much more stable asset class. It is much less volatile than the stock market, and also allows for much better wealth growth over time. Why? Because you have more control as well as significant tax advantages.

If you would like to see examples of the types of real estate that make up our portfolio, please visit https://Timberview Capital.com/portfolio.

ARE THERE TAX ADVANTAGES FOR MULTIFAMILY AND OTHER COMMERCIAL REAL ESTATE INVESTING[P]

Multifamily and other commercial real estate investing gives you the advantage of significant depreciation in order to offset taxes. I became serious about real estate investing in 2019 and have not paid significant income taxes since, due to depreciation.

For those of you who question my obligation to society, you can rest assured that it's more than paid. The difference is that I pay substantial property taxes through all the properties I have purchased or helped purchase. The total amount greatly exceeds the amount of taxes I used to pay as an orthopaedic surgeon. However, this tax comes out of the business as an expense and not directly out of my pocket. The government provides these incentives so that investors will create housing, jobs, and essential services.

Through the use of cost segregation, commercial real estate can result in bonus depreciation of approximately 30 percent to 90 percent of your investment amount in the year of purchase. In 2025, President Trump brought back 100 percent bonus depreciation.

The amount of depreciation varies from asset to asset. For instance, gas stations can be 100 percent bonus depreciated minus the cost of the land, which results in 90 percent of your investment amount in many cases. Car washes also create substantial depreciation.

Cost segregation studies can be performed on commercial real estate purchases and on single-family homes that are used for rental purposes, which allows you to frontload the depreciation in the first year for all components of the property that qualify. There are companies that specialize in performing cost segregation studies to determine how much of the property qualifies for bonus depreciation in the first year.

For the purpose of offsetting taxes associated with rental income, you will receive a K1 the following year, usually in March, to give to your CPA. If the goal is to offset active income (including W2 income) with depreciation, then you will want

to seek the advice of a CPA who specializes in this area and can assist you with the rules of professional real estate status or the use of short-term rental properties.

Two other options to offset active income (including W2 income) are fee simple donations and historic preservation easements. Fee simple donations can give you as much as 550 percent of your investment amount and can be used for up to 30 percent of your adjusted gross income. Historic preservation easements can give 250 percent of your invested amount and can be used for up to 50 percent of your adjusted gross income. Using a combination of fee donation and historic preservation easements, you can drop your W2 or 1099 taxes by 50 percent.

As a reminder, this is for educational purposes only. You should contact your tax professional before attempting these endeavors.

At Timberview Capital, we offer a range of educational resources for investors. To access our vault of tax webinars, visit https://TimberviewCapital.com/book.

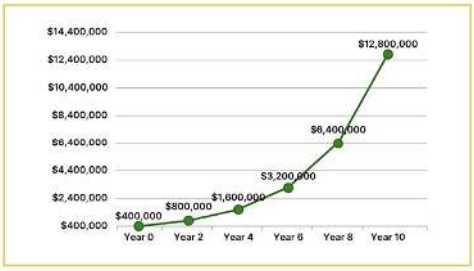
ARE THERE WAYS TO USE REAL ESTATE INVESTMENTS TO OFFSET TAXES ASSOCIATED WITH SURGERY OR IMAGING CENTER OWNERSHIP INCOMEᵖ

Yes, most income from surgery or imaging center ownership is passive. Check with your CPA to confirm that yours is set up this way. If your income from surgery or imaging center ownership is passive then the taxes associated from that income can be offset with depreciation from limited partner investments in real estate syndications.

HOW TO CHOOSE INVESTMENTS FOR EQUITY GROWTH VS CASH FLOWᵖ

Investments in stabilized properties will typically provide steady and consistent cash flow. Developments and heavy value-add projects create equity growth but typically have little or no cash flow the first few years. If your desire is to have a combination of both, then developmental and heavy value-add projects can be held long term after they are stabilized and cash flowing. On the other hand, if you want to maximize the velocity of your networth growth, then it is advantageous to capture and cash in on the equity growth that typically occurs in the first few years of a development or heavy value-add project. By selling the project shortly after stabilization and rolling the profit into the next deal, you can daisy chain the equity growth and create exponential growth of your networth.

Example of Exponential Growth



Should we SELL or Should we HOLD



WHAT IS A 1331 EXCHANGE[c] AND HOW DOES IT WORK[p]

A 1031 exchange allows investors to defer paying capital gains taxes when selling an investment property if they reinvest the proceeds into a new property of equal or greater value. This deferral can continue through multiple exchanges, allowing for the potential growth of wealth without immediate tax consequences.

A 1031 exchange can only be used for so-called like-kind properties, which generally means swapping real estate for real estate. However, the properties don't need to be identical—they just need to be used for investment or business purposes.

There are two critical deadlines: You must identify the replacement property (you can identify up to three) within 45 days of selling the original property, and the new property must be purchased within 180 days of the sale.

If you're interested in using a 1031 exchange to defer taxes on the sale of investment properties, reach out to us to discuss your goals. We'll connect you with the right people to guide you through the process and help you comply with IRS requirements.

WHAT ARE SOME OTHER ADVANTAGES OF COMMERCIAL REAL ESTATE INVESTING[p]

Appreciation of commercial real estate property can be dramatic during periods of significant inflation. While cash and cash equivalent investments are depleted by inflation, the commercial real estate investor experiences significant growth.

Leverage can be an extreme multiplier for the real estate investor. For example, you can buy a $10 million apartment complex for $3 million to $4 million down and finance the other 60 percent to 70 percent. Even though you didn't pay $10 million out of your pocket, you still get all of the profits and depreciation on the entire purchase price.

HOW DO YOU ACTUALLY VET YOUR DEALSp

We start by looking at the market before we ever look at a specific property.

On the revenue side, that means checking for population growth, job growth, and a diverse local economy. We also look at income growth, the rent-to-income ratio, and overall affordability. We do this because we want to make sure people can pay their rent after we renovate and improve a property.

On the expense side, we look for anything that could drive costs up, such as insurance rates, eviction timelines, and local crime patterns. We use real, street-level crime data from over 750 U.S. cities, along with information on appreciation trends, active construction, and demographic shifts.

All these details give us a clear view of what's happening in the neighborhood at the moment, not just the previous year's averages.

If the market passes that test, we evaluate the property itself. We want to know how much "forced appreciation" we can create by improving operations and reducing expenses. We also look at creating new revenue streams like covered parking or bulk internet packages.

Finally, we negotiate to get the best possible terms, whether that's a below-market purchase price or an assumable low- interest loan. The goal is to put ourselves and our investors in a position where the market is strong, the property has upside, and the deal structure sets us up to win from day one.

WHAT IF I CANqT MAKE THE MINIMUM INVESTMENTp

Some sponsors will allow investments below the minimum required amount, which is often between $50,000 and $100,000. Some minimums can be $500,000 or more.

If the investment is a 506(b), the deal package is limited by Security Exchange Commission (SEC) regulations to a maximum of 35 non-accredited investors. If you are a non-accredited investor and try to invest below the minimum, but they reach the maximum number of non-accredited investors, you will almost surely get pushed out of the deal.

One option is to join with another investor, family member, or friend, and pool your money to form an LLC so you can invest together and achieve that minimum investment level. A group can also invest together through a special-purpose vehicle.

IF THESE DEALS ARE SO GREAT, WHY OPEN THEM TO OUTSIDE INVESTORS?

Timberview Capital's investment portfolio exceeds $2 billion, a scale that would be impossible to achieve individually. By partnering with investors, we can access larger, higher-quality opportunities.

This collaborative model not only strengthens our ability to secure top-tier properties but also creates better returns for everyone involved.

WHAT'S NEXT? WHAT DO I NEED TO KNOW TO GET STARTED?

I'm so glad you asked! If you've read this far and are interested, the next step is to schedule a call.

We offer both 506(c) and 506(b) offerings. Our 506(c) offerings will be listed on our website under current offerings and are open only to accredited investors.

Our 506(b) offerings are not available to the public, so they are not listed on our website. By scheduling a call with us we will be able to get you vetted and placed on the 506(b) list so you can receive notifications when these offerings are available. The 506(b) offerings are available to both accredited and non-accredited investors.

What is an accredited investor? The SEC defines an accredited investor as either an individual with gross income exceeding $200,000 in each of the two most recent years or joint income with a spouse exceeding $300,000 for those years and a reasonable expectation of the same income level in the current year.

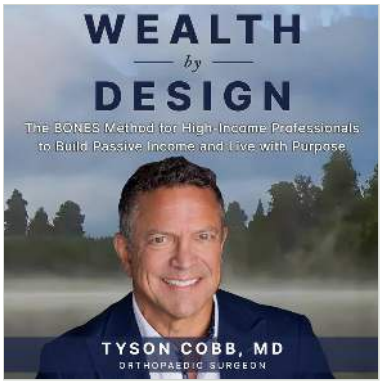
In addition, it can also be an individual with a net worth greater than $1 million, excluding their primary residence. If an offering is classified as a 506(c) by the SEC, only accredited investors are able to invest.

For a 506(c) investment, you will be required to prove your accredited investor status. There are companies that do this for a fee. I recommend asking your CPA for a letter confirming your accredited investor status.

I hope I've done what I set out to do: You have a clear vision for how syndicated real estate investing can change your life for the better and you're ready for it. Visit https://TimberviewCapital.com to get started. We're looking forward to talking with you.

PREFER TO LISTEN?

If you'd like to hear the book in my voice, the audiobook is ready. I narrated all twenty chapters myself. It runs about two hours, and it's $12.



Narrated by Dr. Tyson Cobb, MD · About 2 hours · 20 chapters · $12

Includes a free digital copy

GET THE AUDIOBOOK

Scan the code, or tap the button, to get the audiobook.



https://TimberviewCapital.com/learn-navigating-webinar

WOULD YOU REVIEW THIS BOOK?

If you enjoyed reading this book, would you kindly take a few moments to leave a review wherever you purchased it (and perhaps even Goodreads.com)?

I'm grateful for your support. Thank you!

GRATITUDE

To my son, Colton, who has been a strong supporter of Timberview Capital and my transition.

To my better half, Kelly, who has been at my side as we have traveled all over the US in search of the next best opportunities.

To my amazing and talented team at Timberview Capital for keeping me organized and always striving to level up. You rock!

To all of the investors who have partnered with us and made this journey—and theirs—possible.

To all my mastermind groups, thank you for the mentorship, encouragement, and support. You are like family.

And lastly, a special thank you to Honorée and Kent for helping me put the words on paper.

ABOUT THE AUTHOR

With over forty years of investing experience across diverse asset classes, Tyson Cobb has built a reputation for disciplined capital allocation and strategic diversification. After years navigating the volatility of public markets, he shifted his focus to real estate and private market alternatives, seeking greater stability and stronger, risk-adjusted returns. Today, his investment portfolio spans over $2 billion in commercial assets.

A prolific researcher and orthopaedic surgeon, Tyson has authored more than fifty peer-reviewed publications and developed his analytical acumen at the Mayo Clinic, where he spent five years during his orthopaedic residency. He now applies that same rigorous, data-driven approach to real estate investing, where he meticulously evaluates deals, assesses risk, and identifies high-quality opportunities.

Tyson concentrates on high-impact, equity-generating (and/or cash-flowing) assets such as multifamily housing, triple-net dental and healthcare properties, infrastructure businesses, and roll-up acquisitions. His portfolio also includes investments in self-storage, oil and gas, car washes, vineyards, farmland, marinas, hotels, and advanced tax strategies, reflecting a deliberate focus on diversification across uncorrelated sectors.

Beyond his personal investments, Tyson collaborates closely with like-minded investors to curate opportunities aligned with their individual goals. He consistently negotiates favorable terms, invests alongside his partners, and prioritizes transparency, alignment, and long-term performance to build enduring relationships grounded in trust and shared success.