



**BROADWELL
PROPERTY
GROUP**

A multifamily investment firm based in Atlanta, Georgia

BILL HAM

ABOUT BILL

Bill Ham is an author, a real estate investor, a sought-after speaker, and a coach and mentor to future titans of Multifamily Housing. In his current role as the Chief Operating Officer of Broadwell Property Group and his many years of experience in owning, managing, and operating large and small Apartments throughout the Southeast United States, there is very little that he has not experienced. While Bill spends much of his time identifying, acquiring, operating, and divesting assets for Broadwell Property Group, his real passion lies in education. He has been a coach and mentor to hundreds of students who have gone on to close countless millions of dollars in their own deals, many crediting Bill with their success.

While many other guests are trying to sell their training program or get your audience to buy something, Bill has nothing to sell. That freedom allows him to be very thorough when pulling back the curtain to reveal what others may not. His no-holds-barred take on the industry is refreshing considering that most "gurus" are simply trying to sell their training program or mastermind or other services.

Bill is a regular contributor to Jake & Gino frequently headlining their events, he has been featured on some of the top Real Estate Podcasts in the country, and is a frequent speaker at global private mastermind retreats. His experience in operating within this industry, specifically through multiple complete market cycles, makes his insight invaluable.

To educate your audience, Bill can speak on a wide range of topics including passive investing, active investing, asset identification, underwriting, capital raising, traditional financing, creative financing, market cycles, property management, and much more.



SUGGESTED TOPICS

- Why Real Estate is a better investment than the Stock Market
- How to create a truly passive, diversified income stream by investing in syndications
- Why Multifamily is a logical next step for peaking Single Family Operators
- How to get a deal financed without a traditional lender
- How to turn a profit even during a recession

SUGGESTED QUESTIONS TO ASK

- How did you go from being a Corporate Pilot to operating thousands of Apartments?
- How can you tell when the market has peaked?
- What do you say to one of your students who has suffered a recent failure?
- How does operating in an expansion differ from operating in a recession?
- What is your favorite method of non-traditional financing?

SUGGESTED SPEAKER INTRODUCTION

Today's guest is Bill Ham, the Chief Operating Officer of Broadwell Property Group, a Multifamily Investment Firm based in Atlanta, Georgia. For a decade, Bill has been one of the most sought-after speakers, coaches, and mentors in the Multifamily Industry. He has educated students one-on-one and in rooms with over a thousand attendees. His long, highly successful track record of actually doing Multifamily deals has made him a favorite among his peers. The good news is that Bill does not have a program to sell you anything. This allows his "no-holds-barred" take on the business to be quite refreshing in an industry where most of the gurus are simply trying to sell something. Today, Bill is going to give us a glimpse behind the curtain of the industry and is going to share some simple, yet revealing, ideas that no one may have shared with you before. This freedom of not having anything to sell you today gives Bill the ability to speak the truth, even when the truth is not popular.

Welcome to the show, Bill!

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