

# THE LYNES' ROAR

Volume #1 Issue #1

2008



Hello and welcome to The Lynes Roar! We are pleased to extend our thanks for your desire to stay connected with us. This is our first newsletter and we are extremely grateful to [July Ono](#) to mentor us on our first newsletter. The purpose of our monthly newsletter is to

share our challenges and experiences, inspire others and allow us to keep connected with you on a monthly basis.

We were happily married on August 8th, 2008 and we trust that you like the picture.

## Julia Lee Lynes

She came to Canada from [Guangzhou, China](#) 20 years ago. She loves Canada. Her biggest challenge was finishing secondary school, achieving honor roll standing with a limited grasp of the English language.

Her dream was to complete a business degree in university. Due to financial hardship in her family and having to work multiple jobs to help pay the bills, she regrets not being able to go to university.

She completed her [CIP](#) and worked in several commercial insurance companies in the underwriting department for 10 years. She started to think about creating a stream of passive income after her disability from an eye surgery and a few herniated discs on her neck.

She is so excited to have discovered real estate investing. For that, she has to thank [Selena Cheung](#), who first introduced her to real estate investing. With real estate, you can achieve the power of leverage, a high return investment with small, calculated risks.

## Daniel Lynes

He has been developing computer software as a hobby since 1980. He has been developing computer software, professionally since 1994. He has also been doing [Linux](#) and [Windows](#) system administration since 1997.

He hitchhiked from [Thunder Bay, ON](#) to [Vancouver, BC](#) in 1994. After 3 days of driving, he arrived in the most beautiful place in the world. The next day he called up his mother and told her he was never going back to [Ontario](#)!

## Our Trip to Las Vegas

It was such a treat that we had the opportunity to learn about Commercial Real Estate investing from [Scott Scheel](#) in Vegas for 4 intense days. The four primary property types: office, retail, apartment and industrial/warehouse.

Each type has its own criteria and considerations. A retail property is leased based on square footage and typically has a operating expense ratio of 15-35% (of [GOI](#)) as most of the expenses can be passed down to the tenants. An apartment is



leased by the unit and it is not uncommon to have an expense ratio of 40-60%. The former typically has a lease term of 3 years or more, which can be quite attractive for the bank to finance. The latter typically has up to 1 year lease term and it is generally more management intensive.

If you need a fast track to passive income, it is time to learn now. Having a low interest rate and being in a soft market, this is the best time to buy commercial properties in the past decade. [Scott Scheel](#) is a commercial real estate Einstein. He started investing with a 24 unit apartment, no credit and \$400,000 in debt. He achieved financial freedom in less than 2 years. We learned a lot from him and we are grateful to have him and his team to coach us on our investments.

## A Money Saving Tip

If you find yourself needing to use MS Office documents, but you can't justify the cost, take a look at a free alternative that's available for Windows, [Mac](#), and [Linux](#): [OpenOffice.org](#). For simple tasks, it's usually easier to use. Unless you're an international economist, you'll probably find it just as capable as MS Office.

Daniel recommends OpenOffice to all of his computer customers, and he even has Julia using it. If you're a corporate user, [Sun Microsystems](#) (the sponsor of the software) also offers yearly support contracts at extremely attractive [pricing](#).

Until next month, we wish you an abundant and prosperous month!

*Daniel Lynes and Julia Lee Lynes*