

Two Resources For Legal Advice

by Megan Galane featuring John Barcelo

Megan: Hello, everyone! Thank you for joining me on Refuse Defeat today! I have John Barcelo with Valucentric with us and he is a property appraiser but we are going to learn about his story and how he got started in real estate today and his biggest failure.

John: Thanks Megan!

Megan: You're welcome! You're gonna give any qualifications?

John: Still, I am not a certified appraiser. I just played one on TV. I have been involved in a real estate business for about 30 years here in the Tampa Bay area. I have been in default servicing. So, I've been involved in the appraise on history for the past 10 years, spoke on the management company. So lots of different sides on real estate business too but appraisal is my love, my passion.

Megan: What was your biggest failure in real estate?

John: Oh Megan! So actually the biggest failure that I say for you today actually wasn't in real estate (Megan: Oh! It wasn't!) It kind of propelled me back into real estate. It was a period of time in logistic business and doing that, I learned about this business opportunity that a friend of mine had and what we called "Big Box Retail Stores" in the country. Sometimes, consumers go there and maybe have lunch and all in these stores to kind of give you familiarity of the area or environment. That friend of mine have contract with one of these national and had the ability to bill in and put this in caps there and sell products that were very very profitable, right? So as my logistics background, sales background, retails jumped in with both feet, trusted my friend, they set me to 32-page document on the operating field and I was just so excited to get this thing done. Signed and gave back to them like after 10 minutes of briefing through the first twelve pages.

Megan: So only the 12 pages were looked up, what were the rest say?!

John: Rest says I owed 16% of my gross sale —that's 2 decades Box Retailer. So I did my first in-day sale in a stores in a single market and laid out about \$4800 and booked myself in a hotel and paid my employees for the entire deal and at the end of show I lost \$347.

Megan: Oh my gosh!

John: This was been my first career to be self-employed, you know. Fully self-employed and I learned the hard, right? Never do anything without reading and investigating every single detail...no matter how you trust that friend that recommends it to you.

Megan: The friends aren't always the best of friends when it comes to money. [laughter] (**John:** Imagine that!) Hard lesson to learn.

Megan: So what would say for our listeners the biggest lesson or hoe they can overcome this? Should they talk to an attorney when reviewing your contract? What do you think now?

John: Absolutely positive! So, you know when I learned the hard way. I'm not the knowing it all and to stay of where my skill set lies and when presented with thing that are out of my skill set, seek the advice of a certified or licensed professional. That is absolutely the number one.

Megan: Perfect! Any other details that you wanna share?

John: You know, I was just partaking that on the appraisal world, you know here on local Tampa Bay which had real estate work in a number of years and you kind of see that slowing just a little bit, you know. I don't slowing — I say correcting, right? Because you can't grow forever as we should have learned a couple of time. It's still a great market. It's still an active market, you know. It's a home of paradise. Anybody wants to move here but understand and try to educate yourself on your local market and you don't have on real estate expectation, right? What your property's true value.

Megan: Yes, if they are interested in learning what?

John: They can get a hold of us in our website — www.valucentric.com and no "E" in value — V-A-L-U-C-E-N-T-R-I-C.com or they can reach out to me at info@valucentric.com as well.

Megan: Thank you so much for being on John. I really appreciate your time and I'm excited to teach people more about contracts and actually getting that contracts reviewed.

John: Absolutely! Thank you Megan.

Megan: Thank you!