

ABOUT THE AUTHORS



HARMEL S. RAYAT is the President and CEO of Talia Jevan Properties, Inc., a privately held commercial real estate investment firm specializing in the acquisition and long term ownership of Class-A commercial real estate assets throughout North America.

Starting with a personal investment of \$20 million in 2006, he has since acquired 500,000 square feet of prized, commercial real estate properties in Canada and the United States. In just 8 years, Harmel has grown his real estate portfolio to an independently appraised value of \$145 million, generating a 35% annual return on equity.



BOB W. BLY is the author of more than 80 books including *How to Sell Your House, Coop, or Condo* (Consumer Reports Books). His articles have appeared in *Cosmopolitan*, *New Jersey Monthly*, *City Paper*, *Writer's Digest*, and many other publications.

PRAISE FOR TALIA JEVAN PROPERTIES

“We have been tenants of Talia Jevan Properties since 2007; we have experienced nothing but outstanding treatment and support from them. Talia is one of the best landlords (if not the best) we have ever dealt with. They provide genuine excellence in service to their tenants.”

► *Razi Shawahdeh*

“Global Relay’s business growth would not have been possible had it not been for a real partnership approach with our landlord, Harmel Rayat at Talia Jevan Properties. Harmel has worked alongside us to ensure our business has had a place to grow when we have needed it. He has accommodated our progress in the building over ten times in nine years. There are very few landlords that would take such a proactive partnership approach and we’re very grateful for that.”

► *Kelvin Ng*

“We moved to our location in February 2013. Once you and your leadership team took over it was like night and day. Our business has flourished and continues to grow. Since you have taken ownership of 9400 Shea the center has improved immeasurably. We look forward to many more years working with you and your company.”

► *Pat and Linda Mitchell*

“Birks has had the opportunity to have Talia Jevan Properties Inc. as Landlord at our Flagship store at 698 West Hastings St in Vancouver since their acquisition of the building in 2007. During this time we have found them to be very accommodating and creative in working with us to find and accomplish common goals. The partnership and cooperation with Talia Jevan is greatly appreciated. They genuinely show pride in ownership of this property which carries our name as the Birks Building.”

► *Kevin Kirner*

“Our restaurant is located in the Shops at 9400 in Scottsdale, Arizona. Talia Jevan Properties and their management team have always added a personal touch to this property that you don’t usually get from landlords of properties this size. They have worked closely with us to ensure that the grounds stay clean and well-maintained and to ensure that all of our needs as a tenant are met. They were also essential in helping facilitate our restaurant’s patio expansion which has helped increase revenues significantly.”

► *John Banquil, Jr.*



WINNING

WITH COMMERCIAL REAL ESTATE

Today's best low-risk, high-return Investment

by HARMEL S. RAYAT with ROBERT W. BLY

CNBC REPORTS: “As interest rates hover near recent lows, and investors search for anything with yield, commercial real estate is finding its footing yet again, outperforming the broader U.S. stock market.” The Washington Post advises: “Commercial real estate can be a great way to balance your portfolio.”

In less than a decade, superstar investor Harmel S. Rayat built a commercial real estate portfolio of half a million square feet with an appraised value of \$145 million. Now, in his new book *Winning with Commercial Real Estate*, Mr. Rayat reveals how both accredited investors as well as big institutional players alike can invest in highly sought after, highly profitable Class-A commercial properties for as little as \$100,000.

In *Winning with Commercial Real Estate*, you will discover:

The awful truth about stocks ... mutual funds ... bonds ... CDs ... annuities ... hedge funds ... and REITs in today’s market. Chapter 2.

A field-tested, battle-proven methodology for identifying and valuating which commercial properties to invest in now. Chapter 3.

The proprietary TROPHY formula for achieving lasting success as a commercial real estate investor. Chapter 4.

Harmel’s proven S.U.C.C.E.S.S. formula for winning at any challenge in business or in life. Chapter 4.

How accredited investors can now buy into some of the market’s top-performing commercial properties for as little as \$100,000. Chapter 6.

And much more.

You’ll also discover how to enjoy all the financial rewards and benefits of commercial real estate ownership but none of the headaches of buying or managing your own buildings by investing in private limited partnerships that own a portfolio of premium Class-A and high quality well located Class-B commercial properties. You enjoy quarterly preferred returns of 7% or more and share in the potential capital appreciation of buildings with high rents, stellar occupancy rates, and strong resale values.