

Harmel S. Rayat

AUTHOR, INVESTOR, ENTREPRENEUR



Harmel S. Rayat is a prolific investor, entrepreneur and business owner based in Vancouver, Canada. He is the author of the new book, *Winning with Commercial Real Estate*, and president and CEO of Talia Jevan Properties, Inc., a privately held commercial real estate investment firm specializing in the acquisition, management and active long-term ownership of Class-A commercial real estate assets throughout North America.

With his tenant-first approach to maintaining all of his properties, Talia Jevan has historically enjoyed a remarkable 95% or better occupancy rate. Since 2006, Mr. Rayat has grown his real estate portfolio to an independently appraised value of more than \$145 million, generating a 35% annual return on equity, versus just 7% for the S&P and 10% for the FTSE NAREIT ALL. Another way of looking at it is if you had invested \$100,000 in Talia Jevan in 2006, by 2014 your investment was worth \$411,488.

Success came relatively early in life for Mr. Rayat. Like many great entrepreneurs he learned the ropes first, gaining valuable experience in the mail room as a clerk and messenger for a large Canadian brokerage firm, later securing a job as a stockbroker. In his rookie year, he earned a respectable six-figure income, which was quite good for a 21-year-old back then.

He quickly learned the brokerage business wasn't for him. He tried his hand at starting a few small businesses. Not every business he invested in did well, at least not at first. One in particular was a big time flop and between that business failure and the death of his beloved mother from liver disease, he had hit an all-time low period. With the passing of time and a lot of help and support from family and friends, he went back to work and hit his stride again.

With a love of science and technology, he decided to become a venture capitalist. He backed companies with promising technologies, funded them with some of his own money, and raised the rest mainly through friends, family, and stock offerings.

Mr. Rayat has always claimed he didn't go into VC just to make money, but rather his main motivator was to help smart inventors and scientists create products that could make the world a

better place. His philosophy has always been, you get what you give in life. And if society benefits through his investments, society will reciprocate.

He has incorporated these same values into his real estate investment strategies and for the first time is now sharing his unique formula for success with the general public. He reveals how to make money as an active commercial real estate investor – buying, managing, and maintaining your own buildings. He divulges why commercial real estate investment should be a core component to anyone's retirement portfolio, and how to add it to your nest egg for a modest investment while generating above-market returns, often with below-market risk.