



The Tanya Chiono & Sylvia Garcia-Lee

Success Story

CaseStudy

- Master Rehab • Lee's Inner Circle
- Cogo Capital



Meet Tanya Chiono & Sylvia Garcia-Lee

One clear sign of a successful company is made evident when your own employees utilize the products and services it provides. That's exactly what Tanya Chiono of Rathdrum, ID and Sylvia

Garcia-Lee of Spokane, WA did. They worked together at Cogo Capital in the real estate lending and servicing space for 6 years and because of this, witnessed both the common challenges of fix-and-flips, as well as all the profits. Sylvia completed Lee's Inner Circle and Master Rehabber, and the ladies began searching separately for an investment property. They soon discovered they were both looking at the same Spokane, WA property and agreed to partner up on their first fix-and-flip together! They filed for a business, T&C Realty LLC, in Washington and made an offer on the distressed, single-family home, which the city had placed a lien against. The deal "fit the box" so they were able to fund the loan through Cogo Capital using Sylvia's Master Rehabber funding perk, which resulted in 100% financing.

Action and Results:

Once started, the rehab only took 90 days. Sylvia applied what she had learned directly from Lee Arnold at the Master Rehabber, which was to "get in and get out quickly" doing the basic minimum to make the house livable, yet attractive.



Action and Results Continued:

They put in new floors, HVAC, and electrical as well as repaired the roof. The investment project went flawlessly - Tanya trusted Sylvia's new rehab skills, knowledge, and assessments that she had gleaned from Lee Arnold's System of Real Estate Investing, and Sylvia trusted Tanya with the numbers and the "muscle" - knowing full-well that the work would get done.

The rehab was completed and the property was placed on the market immediately. Tanya and Sylvia purchased the home for \$99,900, with total rehab costs of about \$20,000. Using Lee's staging tips and techniques, they staged the home themselves and sold the property in 87-days for \$191,100. Tanya and Sylvia walked away with a profit (after fees) of more than \$33,000. They are now looking for their next rehab real estate project and plan to use Cogo Capital again for the funding.

"Cogo Capital takes the confusion out of the real estate investing process. If you have your documents organized - the process moves very quickly to completion. So just trust the process."

— Tanya & Sylvia

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