## INDUSTRY INSIGHTS



Nick Goraczkowski President iLending

iLending

As a growing fintech, we're dedicated to helping people manage their finances better and feel more secure. We're passionate about helping clients save money, while also supporting our network of lenders and partners, and providing our team members with an exceptional work environment every single day.



Steve Koenen
President & CEO
Altra Federal Credit Union

Our tagline, "Helping You Live Your Best Life," is more than a marketing catchphrase. We walk the talk and have become exceptionally good at helping people who are going through a tough time. This corporate philosophy has nurtured the loyalty of our members, staff and the communities we serve.



Matthew Hemphill Founder & CEO

Reverse Mortgage Academy





As a seasoned expert, I've condensed a decade's worth of experience in reverse mortgages into an engaging online course. Going beyond mere theory, I teach loan officers how to communicate and confidently engage senior citizens in the reverse mortgage process.



Maurizio Mazzocchi
Chief Executive Officer
PURNELL

PURNELL

When we talk about high-end watches, the first thing that comes to mind is tradition. We are less about tradition; we're driven by the future. Priced at least \$400,000 each, PURNELL watches have fused cutting-edge technology with a fun demeanor partnering with sports, entertainment and other lifestyle icons worldwide.



## How StarPoint Delivers Asymmetric Returns: Insights into Property Investment

Discover how the experts at StarPoint Properties are helping real estate investors benefit from tax-efficient returns.

A real estate investment firm with over 35 years of experience, StarPoint Properties has made a name for itself by consistently delivering above-market returns through an innovative and disciplined approach to real estate investing. With a portfolio exceeding a billion dollars and returns that continually outshine the S&P 500, Dow Jones, or most private equity funds, what's been the key to their enduring success?

"A lot of real estate firms are specialists in one area," says StarPoint founder and CEO, Paul Daneshrad. "They'll just do multi-family or retail, and they're stuck with that. If all you sell are apples, you always think apples are the best and need apples to be a performer all the time."

At StarPoint, they remain agile, operating what they call a "Prime and Prime" strategy—looking for prime markets and prime real estate classes that will outperform in certain markets. The firm's agility and entrepreneurial spirit result in it identifying lower-risk, higher-return opportunities in the wider real estate arena.

When you couple their highly skilled management team with a real estate network they've built over decades, StarPoint can pinpoint standout investments in any section of the property market. With a deep following of institutions and private investors, StarPoint has both the insight and financial backing needed to capitalize on opportunities quickly.

The firm's tax-efficient structure further sets it apart. "In opportunity zones," explains Daneshrad, "if you hold an asset for 10 years, you don't pay any taxes on your gains. It's basically the only program in the country where there are no taxes on any future profits."

With StarPoint leveraging depreciation and 1031 exchanges as well as opportunity zones, the company is proving to be a hugely attractive investment option and one of the most tax-efficient investment vehicles available

Seeing a looming US economic crisis tied to structural debt issues, StarPoint remains proactive in delivering a reliable investment solution. By strategically capitalizing on the current real estate cycle and using reduced property prices as a buying opportunity, the firm aims to double in size over the next three to five years. A shooting star, indeed.



Project Director and Editor: Victor Lanza Content by PangeaGlobe