



# FRANCIS FERNANDO

*Francis Fernando*

Buy Right! Manage Right! Sell Right!

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*"I work with Real Estate Brokers & Agents that are looking to facilitate more sales of income-producing property"*



### LONG BIO

Francis Fernando is an eccentrically happy person who credits his accomplishments to always having a positive attitude. He has and continues to smile through his journey as an engineer, business owner, real-estate investor, author and keynote speaker.

Francis bought his first income property in 2003 with no formal training or experience in real estate.

By 2006 he started a property management business that grew to operate \$40M in residential multifamily and represented prestigious clients such as Wells Fargo, California National bank & US Bank.

He is the author of a trademarked book titled **Job + Real Estate = Wealth®** that serves as a guide on how to invest in multifamily properties while working full-time.

Today, after selling his property management business, Francis is a sought-after Real Estate Coach & Speaker that helps new & seasoned real estate investors start and grow their portfolios. He also helps real estate agents become authority-figures in their community by creating **sales funnels** that nurture and convert in to sales.

Francis also works at [Auction.com](https://www.auction.com), the largest marketplace of distressed real estate. He coordinates and helps the auctioning of foreclosed properties.

Francis is a graduate of University at Buffalo where he earned his Bachelor of Science and Master of Science in Electrical & Computer Engineering.

Francis is a dad to two incredible sons, a husband, a yogi & fitness enthusiast and lives in Buffalo NY.