



# Finding the Right Loan for Your Storage Business

*An Audiocast Presentation Provided by  
Inside Self-Storage and the Self-Storage Training Institute*



## **Introducing Our Presenter...**

*Neal Gussis* joined Beacon Realty Capital in 2000 and became one of its principals in 2003, leading the company's efforts in managing self-storage financing transactions for clients nationwide. Neal also secures debt on all types of commercial financing transactions. With more than 17 years of real estate experience and a focus on mortgage lending and origination since 1993, he has worked in corporate management, asset management, asset valuation, mortgage-backed securities bond distribution and public accounting.

Previously, Neal was a founder and principal of First Security Commercial Mortgage, directing the company's self-storage lending program and managing several regional commercial-loan production offices.

For more information, visit [www.beaconrealtycapital.com](http://www.beaconrealtycapital.com).

# Matching Your Investment Goals with the Proper Loan

Presented by:  
Neal Gussis  
Beacon Realty Capital



# Beacon Realty Capital - Qualifications

- Specializing in Self Storage Finance for Over 15 Years
- Have secured financing for 49 self storage properties in 2005 alone
- Also have Self Storage Expertise Recognition from Lending Community
- A Majority of Our Business is from Repeat or Referral Business



# Matching Your Investment Goals with the Proper Loan

## Objective:

To consider all factors ***beyond initial interest rate*** in determining the loan that best fits your's and your partner's real estate investment returns.



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