

PODCASTER | INVESTOR | INFLUENCER | MENTOR

# GARY HIBBERT

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## REAL TALK WITH GARY



THE PODCAST ABOUT WEALTH,  
HEALTH & EVERYTHING IN BETWEEN

PAST GUESTS

### BRETT WILSON

INVESTOR, PHILANTHROPIST, AUTHOR AND  
DRAGON'S DEN ALUMNUS



### LES BROWN

MOTIVATIONAL SPEAKER, INFLUENCER,  
CHICAGO EMMY WINNER



### KATHLEEN BLACK

PUBLIC FIGURE, TOP NORTH AMERICAN RE  
TEAM COACH, TOP 20 EMERGING LEADERS



## GARY'S LIFE

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Gary Hibbert is a full-time Real Estate Investor, licensed and award-winning Real Estate Agent, Author, and Educator. In 2008, he made a decision that would be life-changing by purchasing his first investment property. Through hard work and dedication, Gary left the corporate world to become a full-time entrepreneur in 2014. Today, not only does he have a remarkable Real Estate Investing Portfolio with close to 30 investment properties, and a successful business, but Gary continually inspires the same change that transformed his life, into others.

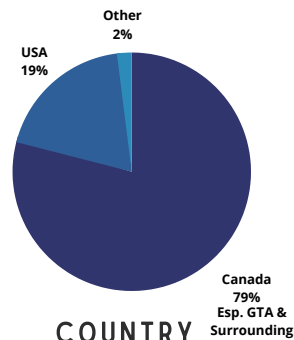
## IN THE BEGINNING

Gary lived pay cheque to pay cheque as many others do. He had been accustomed to the reality that at the end of the month, there was more month than money. Realizing that there must be another way to make ends meet, he became determined to educate himself and make a change. However, at that point, he hadn't yet realized that by changing his own life, it would enable him to help 100's of future investors to their path to finding financial freedom. In 2010, Gary launched Smart Home Choice, a company dedicated to educating new and experienced investors through a focus on SMART goals in order to allow them to make informed decisions in their investing strategies. Currently, Smart Home Choice is one of Durham Region's largest groups of Real Estate Investors and although the company is continually growing, it offers networking, mentoring, and self-improvement opportunities to its members.

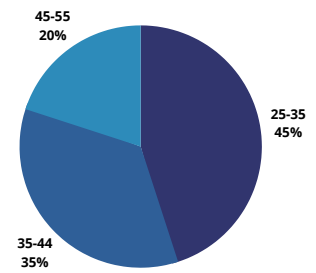
Gary is the owner of a private investment company called Deep Pockets and most recently has joined in a partnership of ownership of a real estate brokerage; Our Neighbourhood Realty. Gary attributes his success to his focus on improving his mindset, rather than improving his skillset and most importantly discovering his "why". He is also dedicated to helping others realize their "why", because that is the realization that led Gary to where he is today.



## AUDIENCE DEMOGRAPHICS



COUNTRY



AGE

WOMEN 46% | MEN 54%

## SAMPLE INTERVIEW QUESTIONS

1. WHAT DID YOU DO BEFORE AND WHY DID YOU DECIDE TO GET INTO WHAT YOU'RE DOING TODAY?
2. WHAT INVESTING STRATEGY DO YOU FOCUS ON PRIMARILY?
3. WHAT ARE SOME OF THE BIGGEST MISTAKES YOU SEE REAL ESTATE INVESTORS MAKING?
4. HOW IMPORTANT IS MINDSET VS SKILL SET?
5. HOW IMPORTANT IS HAVING A COACH/MENTOR? WHAT IS THEIR PURPOSE?

**"BEING ABLE TO DESIGN A LIFESTYLE OF YOUR CHOICE IS NOT AN EASY FEAT, HOWEVER IT'S ATTAINABLE AS LONG AS YOU HAVE PASSION AND KNOW WHAT YOUR 'WHY' IS."**