



# Thank You

**THANK YOU, SOUTHERN CALIFORNIA, FOR HELPING SUPPORT OUR ACTIVE MILITARY AND VETERANS THROUGHOUT THE YEARS.**

WE REMAIN COMMITTED TO PUBLISHING ARTICLES ABOUT PEOPLE WHO RISE ABOVE THE CALL OF DUTY IN PROVIDING OUTSTANDING SERVICE TO OUR TROOPS.

Our beacon this issue shines on a couple who after retiring from the United States Marine Corps have focused their Real Estate Property Management and Brokerage business on helping primarily Marines.



**Meet Frank Delzompo, Lt. Col USMC (Retired) and his wife, Lisa Delzompo.**

Frank grew up in the San Francisco Bay Area, graduated from the University of California, Berkeley with a degree in Business Administration and then spent three years as an infantry officer in the U.S. Marine Corps. Frank then was selected through a competitive process to attend law school through the Marine Corps. While still a Marine Officer, he attended UC Berkeley's Boalt Hall School of Law as a Captain. Lisa grew up in a Los Angeles suburb, graduated from Stanford University (English & Economics) and from Boalt Hall as well. They met at Boalt Hall, passed the California bar exam in the fall after graduation, and married shortly thereafter. Then Frank served as a trial attorney and as a Military Judge in the Marines, retiring from the Marine Corps as a Lieutenant Colonel after 20 years of honorable service. For three years Lisa practiced law -- business litigation -- and then she began an at-home career with their children.

While Frank was serving our country in the Marine Corps, they moved quite often, usually every 2 or 3 years. Frank served at three different bases in California (Camp Pendleton twice, El Toro, and 29 Palms), in Virginia, and overseas twice. They learned to be very good at relocating. In 1991 they purchased their first home, and in 1994 converted it to a rental/investment property. At that point, they became "hooked" on real estate as the best way to build long-term wealth.

Before Frank's retirement from the Marine Corps, they earned their California Real Estate Broker's licenses, with the idea that they might want to work in real estate "someday." As Frank's retirement neared, the Delzompo's decided to pursue careers in real estate with the goal of helping as many people as possible attain the American Dream of homeownership. After working in a small, family-owned brokerage and learning the business from the ground up, Frank started their own brokerage, Sand to Sea Properties, Inc., in 2007.

Most remarkable about Frank and Lisa is they always encourage their Marine clients to hold on to their properties when they get relocation orders. Many brokers would jump at the chance of listing the property, but Frank believes in Marines building wealth through acquiring and holding real estate. His property management business is structured with that in mind.

Most impressive is the following message Frank and Lisa have posted on the home page of their website. <http://www.sandtosea-properties.com/>

## **WE ARE ON A MISSION TO RAISE \$25,000 FOR THE SEMPER FI FUND.**



"Semper Fidelis." It means "Always Faithful," and it is the motto of the United States Marine Corps. In our Marine Corps family, we use the term "Semper Fi" to signify all that is good among us. When our family at Sand to Sea Properties collectively decided to assist those in need within our community, the "Semper Fi Fund" was the obvious choice. Based out of Camp Pendleton in San Diego County, the Semper Fi Fund provides critical support and assistance to wounded Veterans and their families. When you refer your family and friends to Sand to Sea

Properties to buy or sell their home, we will donate \$500 to the Semper Fi Fund in your honor at the close of escrow. We sincerely hope you will tell your friends, family, peers, and co-workers about our services. You'll be doing them, us, and perhaps most importantly, our wounded Veterans a great service.

**You can call Frank or Lisa at (951) 326-7330 with any questions.**

CA Dept of Real Estate, Brokers License #s 01379810, 01379811

Lisa's NMLS Identifier #331744

*Editor note: the Semper Fi Fund is often mistaken for existing solely for United States Marines. But that is not the case. All wounded Veterans can receive help from this fund.*