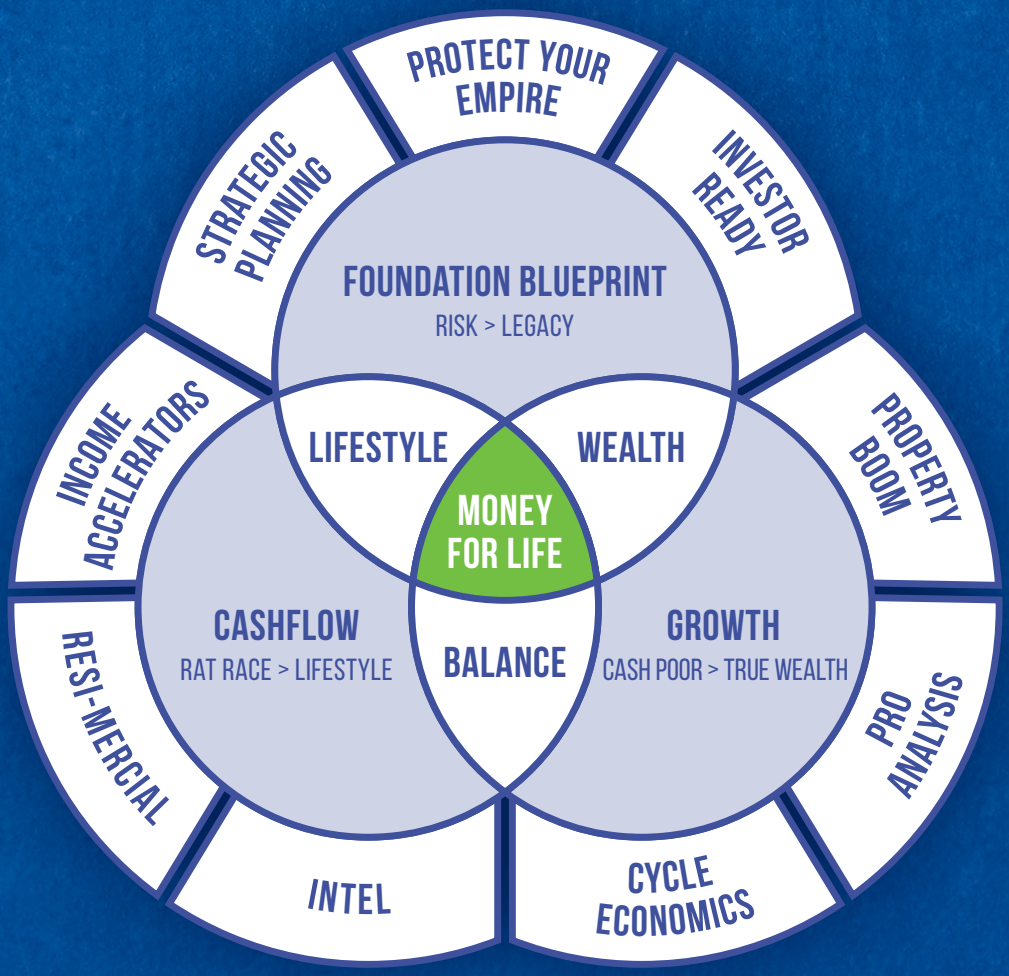
PROPERTY GENIUS BLUEPRINT

Discover The Exact 9 Areas You Must Master To Become Your Own Property Genius And Never Have To Worry About Money Again



DYMPHNA BOHOLT

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Introducing
THE PROPERTY GENIUS FORMULA

At I Love Real Estate, we never sit still.

We're constantly creating new content. We're constantly refining our systems and strategies and coming up with new ways to share those insights.

I've realised that when people join us now, they are confronted by a mountain of content. All of it's amazing. It's all great stuff. It's stuff you need to know. But there is so much that it can be hard to know where to start and how all the pieces of the puzzle fit together.

So I've come up with a key – a key that unlocks all the specialist insight that we've developed over the years, and helps you understand where your journey starts, and the exact stages you need to go through.

It's called **The Property Genius Formula**.

This formula gives you everything – **and I mean everything** – you need to do to achieve real estate success.

No matter where you're coming from, The Property Genius Formula will help you understand where you're at, where your energies need to be focused, and what the road ahead of you looks like.

What we're really talking about here is a system. This takes everything I've learnt over the years and sets it down in a system – a system that anyone can follow. It is the key to unlocking everything I know.

So in the following pages I'm going to talk you through The Property Genius Formula. I'm going to show you how to work with it, how to use it as a roadmap to your own success, and I'm going to show you why it is such a fool-proof formula.

Of course you're still going to have to do the work. There's no escaping that. But The Property Genius Formula gives you the ability to know exactly where you are in your journey.

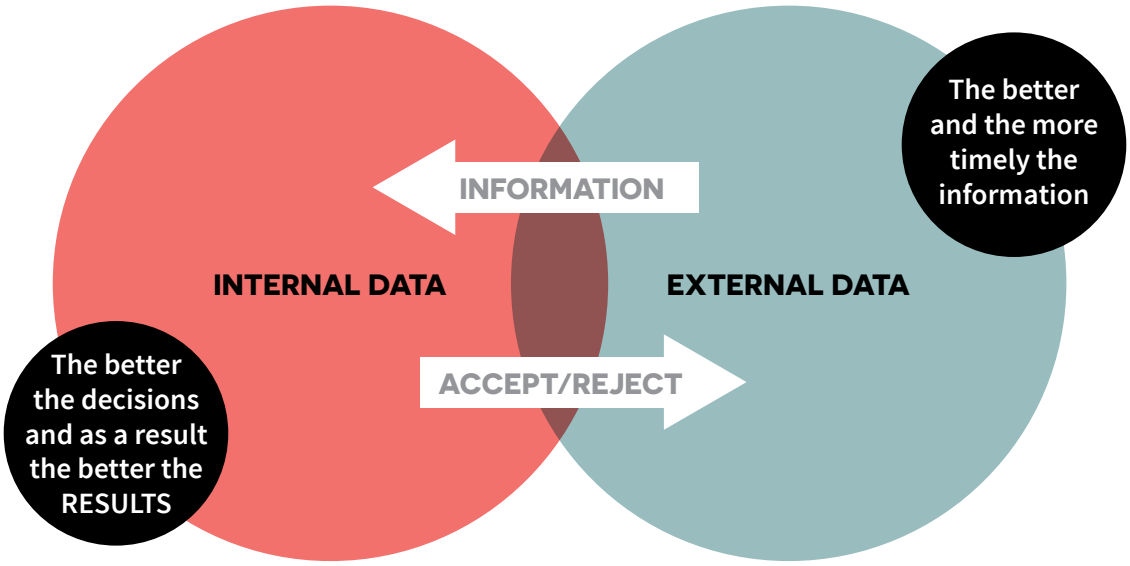
So let's get into it.

HOW WE MAKE DECISIONS

Before we get into the formula itself, I want to talk a little bit about the decision-making process.

We either make decisions on our internal data or external data. Internal data are the things we already know. When we're using internal data, we're not learning anything, we're not growing, we're not moving forward, we're not acting to any new data, and we're stagnant. When you only make decisions based on your internal data, you are stagnant. You will never get any further than where you are right now. You actually have to have external data to grow. You need new information, new things happening, new whatever. You need that in order to grow - in order to expand.

How We Make Decisions



Now obviously there's a flow of information from external through to internal. That information then can either be rejected or accepted because not all information is good.

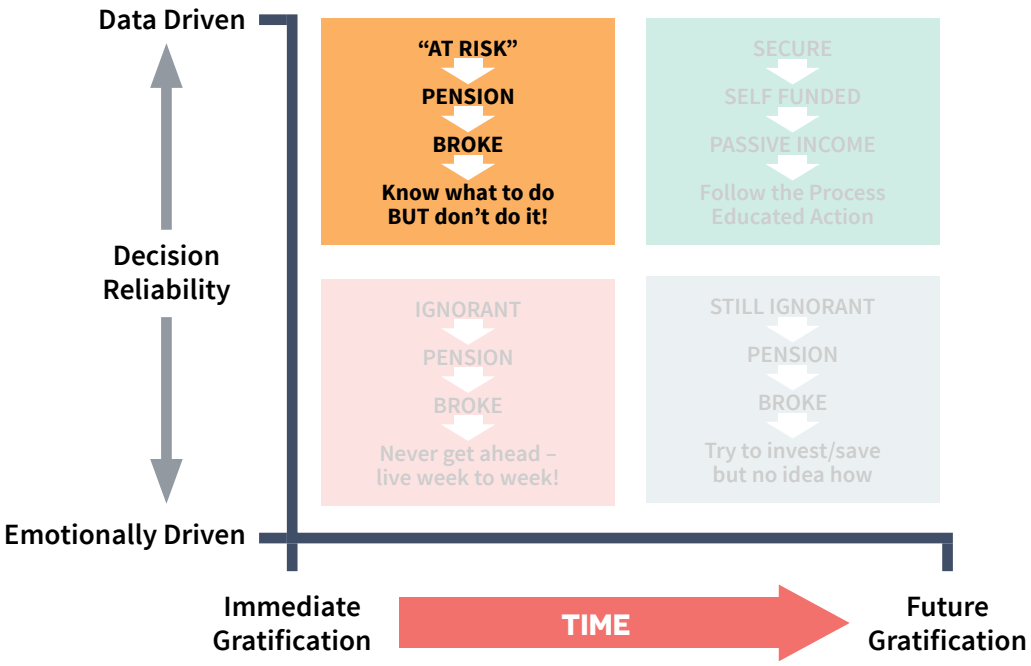
At the moment, we're seeing a whole lot of stuff on TV that's creating fear and anxiety, and we might want to reject that particular information because it doesn't actually serve us. So it's all about being able to filter what information is important to us, and what information is going to benefit us into the future.

So when we look at how to start working with better information, it also needs to come in in a more timely fashion because the sooner we can get information in, the sooner we can react to it, and the sooner we can make better decisions and therefore get better results. And that's really what it's about; the better the decisions, the better the results and the quicker you can make that happen.

Remember, we're all making decisions every single day; every single second. It's always about decisions. And some of those decisions are going to be better than others. The main thing here is to have decisions that are predominantly good. You're never able to make decisions that are 100% fantastic every single time. But it's about getting the percentages up. So the way you get your percentage is up is to have more timely and better data coming in.

WHAT TYPE OF DECISION MAKER ARE YOU?

Data Driven + Immediate Gratification



Let's expand a bit on this decision-making process.

The first question is what do you rely on? Your basic reliability may be either to data or to emotion. Do you make decisions on a gut feeling? Or are your decisions data driven?

The second question then is are you motivated by immediate gratification or future gratification?

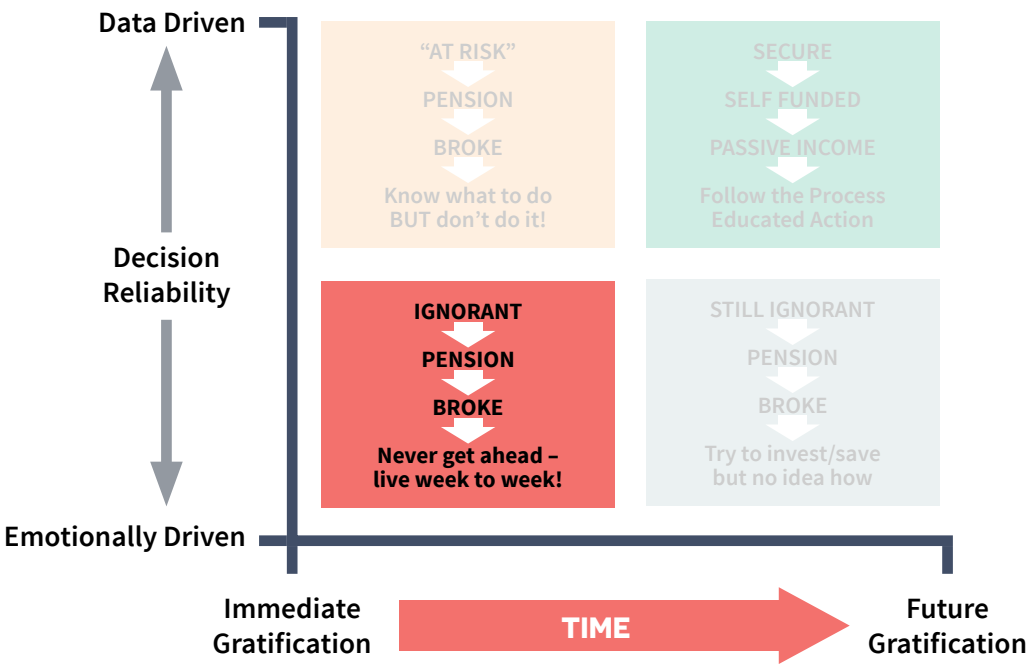
Now let's have a look at the four different options here.

In the top left square, you are very much focused on the here and the now, on the plasma screen TV and the new car and the new things. It's having it now, now, now and basically bugger the consequences.

If this is how you make decisions, then you're still going to be at risk. You will still end up on the pension in the long term and broke in the short term. Because you're too focused on immediate gratification.

So here, you know what to do, but you don't do it. You are data driven, which means you're getting all the right information in, but for whatever reason you don't act on it.
It still ends badly.

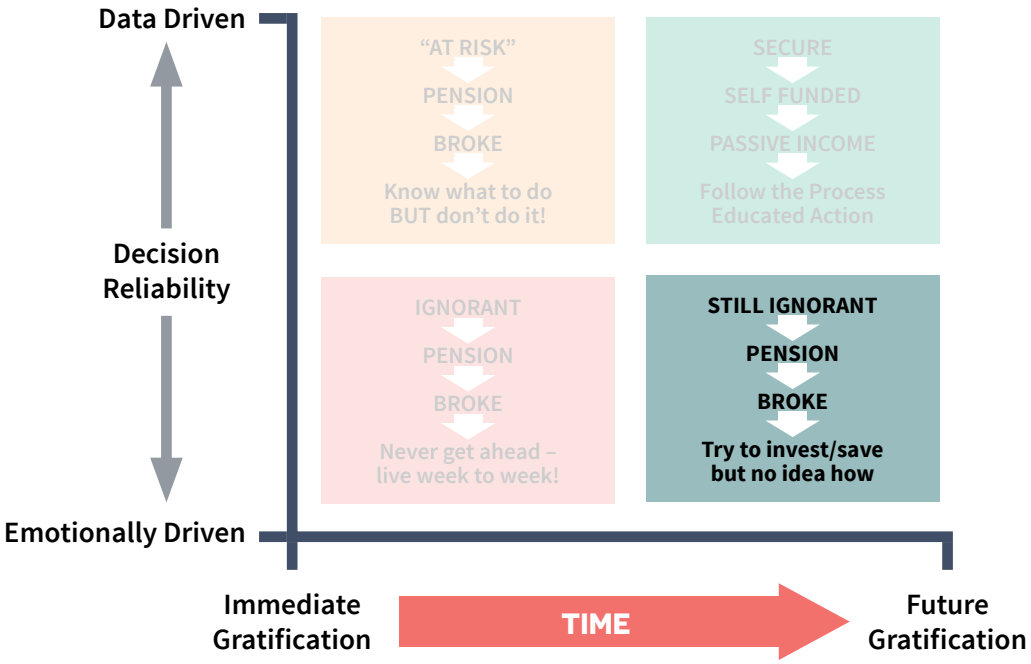
Emotionally Driven + Immediate Gratification



So then we go to the bottom left square. Here, your decisions are based on emotion rather than logic or sound data, and are fuelled by the need for immediate gratification. This is probably the worst square really. Because you're acting out of ignorance.

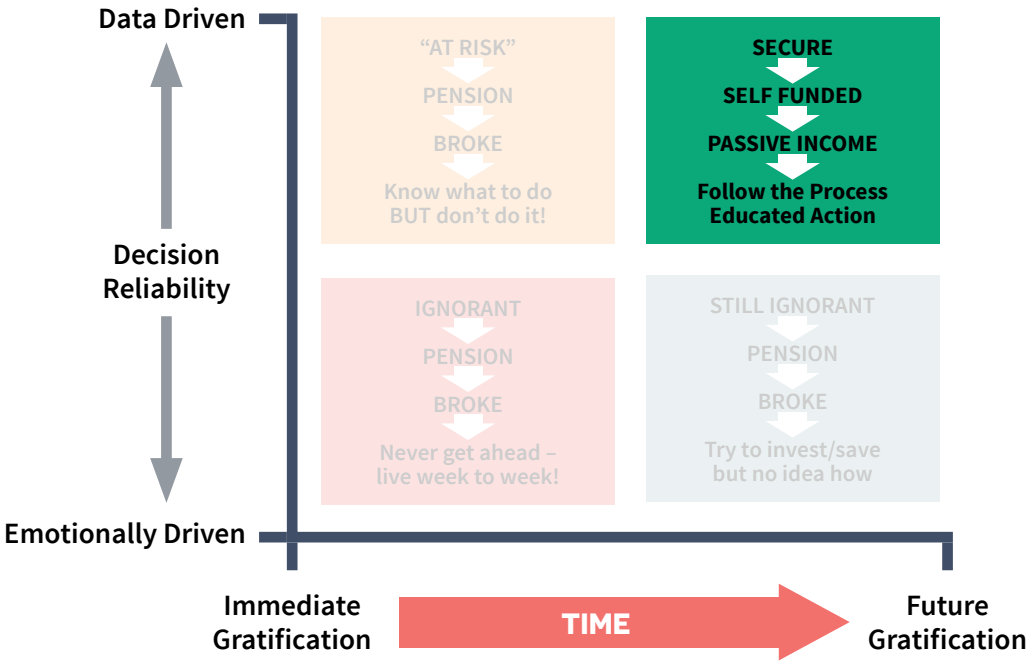
You will still end up on the pension and you're still broke. This is where someone never really gets ahead. They basically live week-to-week, pay cheque to pay cheque, so focused on the now that they can't look ahead to ask themselves, "Where else could I be?".

Emotionally Driven + Future Gratification



Next we go to the bottom right square. Here, you are again acting on your emotions, rather than on good data. So you're still ignorant. You will still end up on the pension and you're still broke. But at least here people try to invest. They try to get ahead. It's just that they have absolutely no idea how to do it, which means that there is no work or study happening and they still end up no better off.

Data Driven + Future Gratification



The top left square then is the only square that works.

Here, you are acting on good data to make decisions and you are focused on future gratification.

So this is where you're self-funded. This is where you are secure. This is where you're actually creating passive income because you follow a process of educated action that actually works.

This process of *educated action* is the focus of this book.

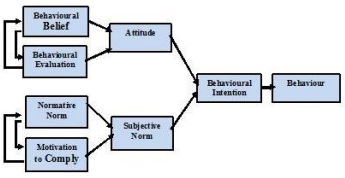
In the remaining pages I would like to take you through this process – what I call the Property Genius Formula – a process that solidifies a logical, logistical process that you can follow to get the results you want.

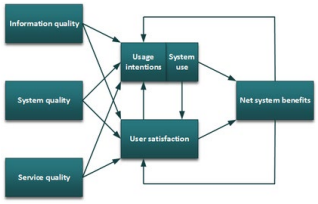
SYSTEMS = SUCCESS

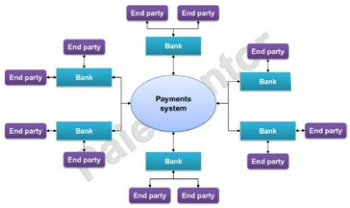
The first thing to understand is that there are different types of systems, but basically systems equal success. Regardless of what the specific system actually is, systems equal success because they've been tried and tested and proven in the past. So it's really about simply following the system.

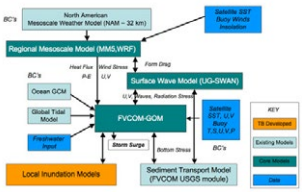
A system provides you with an inner guidance mechanism and equips you with the power of habit. When you make a system your habit, your results are guaranteed because of the system. And the more you can make it a habit, the better and quicker the results you will get.

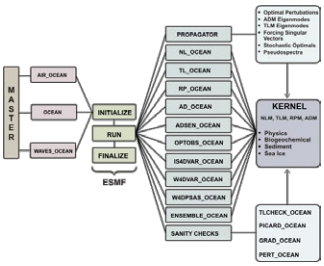
Examples of Structures Systems

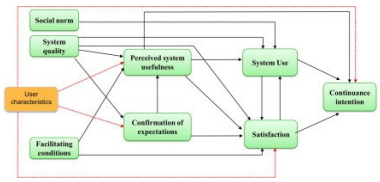












Success comes to those who follow a process. One of the most successful businesses in the world is executed by 16 year olds and managed by 24 year olds. The secret is the consistent unfailing execution of a system. That company, of course, is McDonald's. And it's all about the system.

I mean, even though the food is revolting, they still make loads of money because they operate within a system, making it reliable- you know exactly what you're going to get no matter where you are around the world.

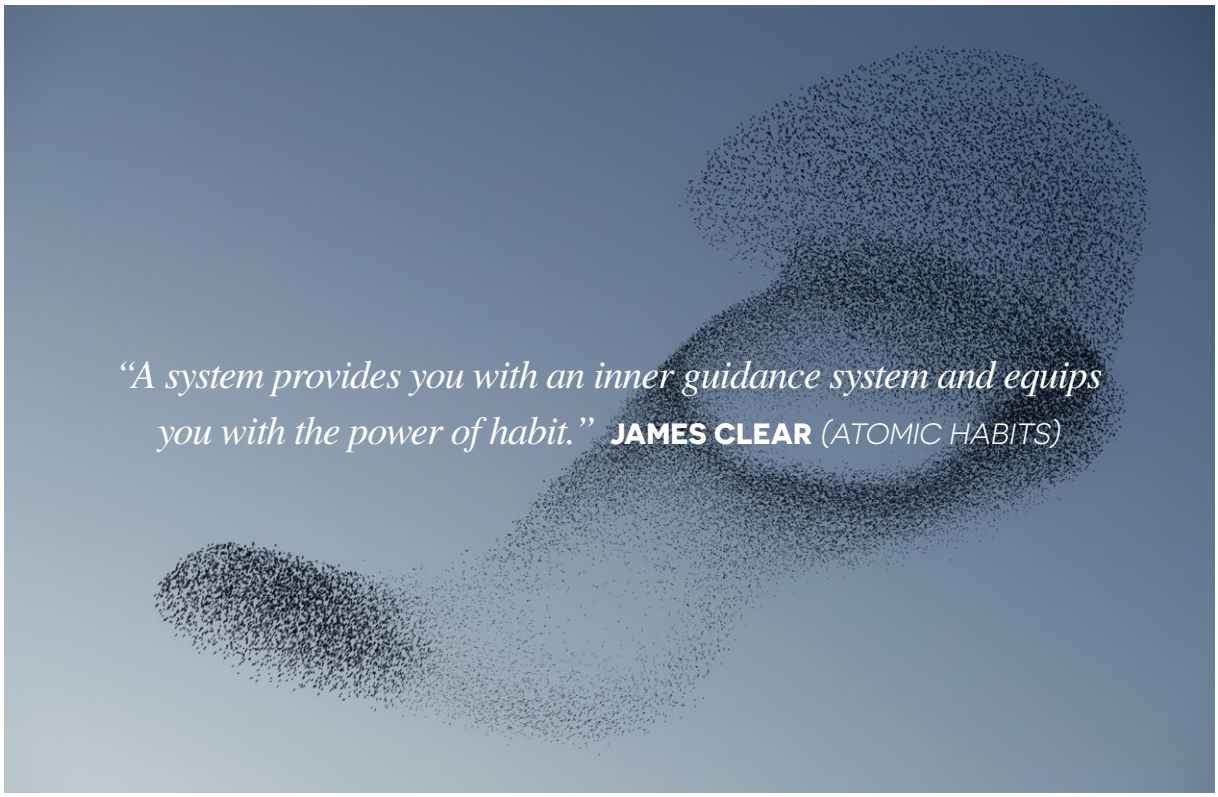
A system makes your goals real. It's concrete. It gets you moving. It helps you focus on long-term gains, instead of short-term wins. And it keeps you in that momentum. And the more you can make this a habit, the easier it becomes.

Focus on **incremental progress and consistency** to lay the foundation for getting things done. A **daily or weekly routine**, and consistent application of **even a small habit will transform your life** more effectively than striving for an overwhelmingly large goal without a regular routine to achieve it.

We all get caught up in, "Oh, I want this or I want that, the Learjet or the whatever else." But unless you actually have a system and a process to achieve it, whatever it is, you're never going to get it.

So it's about breaking down these goals into a systematic process to achieve whatever it is. There is a system in everything, whether we're talking about the human body, or whether we're talking about nature.

Nature is built on systems



In all things, whether it's a flock of birds, an ecosystem, the solar system, or anything else- everything that is successful and is in a natural process, follows a system.

Spelling Out the Power of Systems

I particularly like this one,
Save
Yourself,
Stress,
Time,
Energy, and
Money
= **S.Y.S.T.E.M.**

You can run around all over the place and look at this and look at that and try this and trial that. But if somebody has done it before you and it's worked before you and that's the result that you want, why wouldn't you implement that? And that's exactly what we're doing here with the Property Genius Formula.

Success Leaves Clues

Look at all these gorgeous faces above. These are all from the 'Success Fest' that we run at the end of the year. This is a super-conference where all of these people were on stage with me, told their story, and spoke about what they did and how they did it and what they did to get this or that result. But if you break down exactly what each of them did, you'll see they all followed a system.

It's all about following a process.

Life Changed: **Megan & Kevin**

Within three short years of joining a like-minded community, Kevin & Megan's lives had been transformed.

PTSD had driven Kevin and Megan to the edge.

Kevin flies helicopters. For 20 years he flew combat missions for the Australian army, completing a number of distinguished tours of duty, including Afghanistan.

Kevin returned home uninjured but the trauma of war stayed with him for years, developing into crippling post-traumatic stress disorder (PTSD). Kevin began withdrawing from the world. This process culminated in 2008 and with a breakdown that left Kevin barely functional and hurting deeply.

"I thought I'd failed my country, my community, my family." – Kevin

Kevin also lost his father in 2012. It hit him, "like a brick to the head." His father had worked for 45 years, retired "without so much as a thank you", and passed away six years later, with a good chunk of those few retirement years spent in hospital.

Determined to make the most of the gifts his father had given him and to escape a similar fate, Kevin found an ad for one of Dymphna Boholt's information days. Kevin felt that this could be what they were looking for. Megan wasn't so sure, but agreed to attend "on the condition that we're not signing anything!"

When they did sign up, they realised they had been "doing everything wrong." They had negatively geared properties, they had bought off-the-plan, and they had spent too much on their dream home. Their two investment properties were costing them $45,000 a year, and their PPR had saddled them with a huge mortgage. This was taking its emotional toll as well. Kevin remembers, "We had no life. In the end I couldn't stand that house anymore. It was killing us."

The I Love Real Estate (ILRE)study materials gave them something to work on together. After the kids went to bed, they got into 'Mum and Dad Homework' and started working closely with their coaches.

Having since renovated their PPR to build equity and reconfigured the downstairs area to create cash-flow, as well as successfully navigating an "ambitious" development project, their financial situation is substantially better and much less stressful.

Turning a Life Around

However, it is Kevin's personal journey that has been most profound. He was unable to talk about his breakdown in 2008 until 2015 – at an ILRE Platinum conference!

It was within this 'family' of support – with a community of people committed to honesty and personal growth – that Kevin finally felt safe enough to face up to the ghosts of his past. The daily practices that are a foundation to Dymphna's training regime – the 7 Daily Rituals, the breathing exercise, the meditation, the gratitude practices – each of these began to work their magic.

Within three short years of joining ILRE, their life had been completely transformed. Where Kevin had once felt a deep sense of shame and self-loathing – unable to let the ILRE conference photographers even take his photograph – he has now become a confident public speaker and a passionate advocate for mental health – particularly within the community of pilots and returned service personnel.

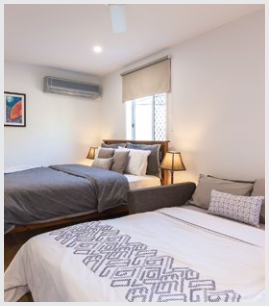
This brings with it its own pay-it-forward effect. Within the last four months alone, Kevin's advocacy and work has helped bring two men back from the brink of mental illness and alcohol addiction. He even turned his remarkable journey into a book. "Releasing Shrapnel from the Soul".

Not bad for a program that was only ever meant to get their financial life in order.

Deal 1: Some Magic Maths on the PPR

Like many real estate journeys, Kevin and Megan started with their PPR to build a base to work from. Using Dymphna's Grid Variance Analysis, they realised there were probably some easy gains to be made with renovations.

They took the rumpus room, which was oversized, and put in a dividing wall. At a measly cost of $5,000, they added an extra bedroom, and increased the valuation of their property by $150,000. As Megan says, she's never cared much for numbers but she liked that maths!



PPR ASHGROVE RENOVATION

Cost $54,000. Reconfigure downstairs to create Airbnb cash flow of $24,000. Uplift in value $150,000.

Deal 2: Whoops! Honey, I did a seven Townhouse Development

Their next deal ended up being a seven-townhouse development, though they never intended to set their sights so high so early.

Purchasing a property in Toowoomba, it was meant to be an easy "set and forget" development. They planned to subdivide the property, keep the house on the front and build on the back.

However, the block ended up being just 300mm short, and they were unable to subdivide it. They looked at a strata title but that didn't work either. In the end, the only way they could make the numbers stack up was to build seven townhouses.

They knew they were in over their heads, but luckily they had some experts they could lean on. As Kevin says, "The only way we got through this one with our shirts on was with Dymphna's guidance."

Thankfully, Dymphna was able to help them avoid what could have been a financial black hole, and it now looks like they should be able to book a $100,000 profit on the deal.

"I really value having a coach who can help you see what you can't see. My coach really gave me the tools to help me be me." – Megan

Deal 3: Airbnb SuperHost

Kevin and Megan then went back to their PPR, creating a self-contained unit underneath their house. The extra bedroom and bathroom cost them just $54,000, but again increased their equity by $150,000.

They now rent the studio out through Airbnb, with an 85 per cent occupancy and generating $24,000 pa passive income.

Megan is really enjoying the people-side of this work, and she achieved 'SuperHost' status in her first quarter! For Megan this is one of the signs of just how far she and Kevin have come. "There's no way that I could have imagined just three years ago that I'd be inviting total strangers onto the property. I couldn't even invite close friends over."

	PRE-DB 2013	TODAY
PORTFOLIO VALUE	$1,630,000	$2,730,000
DEBT LEVEL	$1,296,000	$1,764,000
EQUITY	$334,000	$966,000
NEGATIVELY GEARED	-$45,000	-$8,600
PROPERTIES OWNED	3	6

Profound Healing

These days, Kevin and Megan feel much better about their financial situation. Their cash flow position is almost $40,000 a year better off, they have three additional investment properties, and they have almost doubled the value of the PPR.

However, it is the transformation they have seen in both of their personal lives that makes them 'eternally grateful'. Kevin found the strength and support he needed to "release the shrapnel from his soul", and he has become an inspiring example of the vulnerability and courage it takes to face your demons.

Megan had also thought that she would be supporting Kevin and his depression for life, and she cannot believe the freedom and expression she has now found, especially through Airbnb hosting.

They never imagined that joining the ILRE community would be such a personal revolution, but then as Dymphna says, magic happens where dreams and action meet.

"Men still aren't having a conversation about mental health in Australia. But I'm out there having that conversation." – Kevin

Watch the full session of how Kevin & Megan's lives have been transformed by clicking the link below or going to https://youtu.be/Rth-4e_NHPE

7 Reasons You Must Attend This Brand New Online Class

- **Find Out Exactly Where House Prices Are Heading –** This little known 18 year property super-cycle has accurately predicted price movements for over 150 years. And it's doing it again.
- **Create Your Own Property Boom** – Don't wait for the market to move. Discover how investors have created capital gains of $30,000 in 4 weeks … $40,000 in 8 weeks … and even $120,000 in 7 weeks.
- **Positive Cashflow Strategies** – How to enjoy lucrative returns from your properties and put money in your pocket every month.
- **Tax Secrets Of The Rich** – Discover how the wealthy pay far less tax, and how you can potentially slash your taxes by thousands of dollars a year just like them – completely legally.
- **Real Case Studies** – Case studies of ordinary Aussies just like you who replaced their income quickly. What they did, how they did it and how you could do it too.
- **Protect Your Wealth** – Australia is the second most litigious country in the world. Don't lose your wealth to a lawsuit. Do this and make yourself virtually bullet-proof and give yourself total control over your assets.
- **Quit Work Sooner** – Discover how you could potentially replace your income and retire in as little as 3 – 5 years from today.

TO SECURE YOUR SPOT CLICK THIS LINK

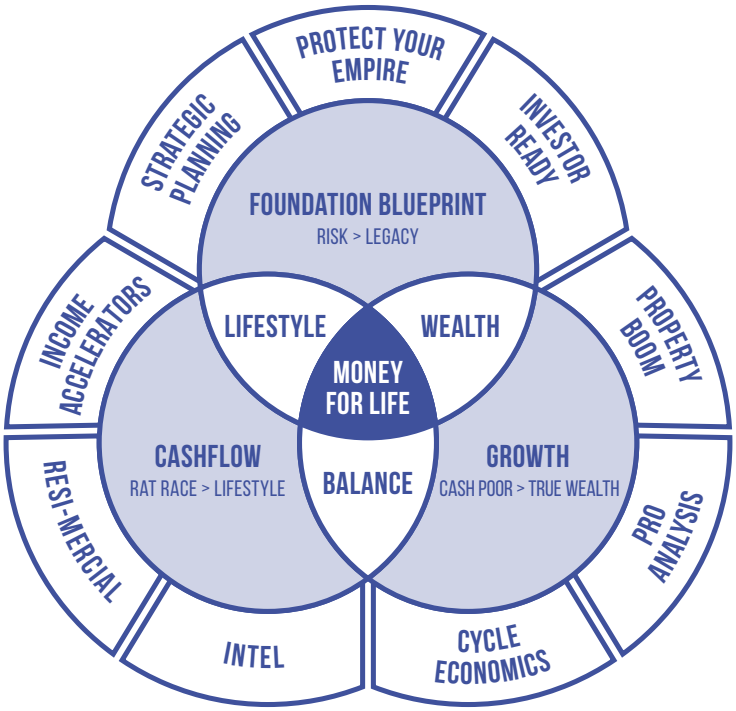
The Property Genius Formula IN ACTION

So let's have a look at that process.

The Property Genius Formula is the System that works for achieving Real Estate Success

I'm going to break this down into more detail to give you a step-by-step process to follow. And all of this, regardless of the step, is non-negotiable. It's non-negotiable for you to be the biggest, best, most amazing you that you can possibly be.

A NON-NEGOTIABLE BLUEPRINT

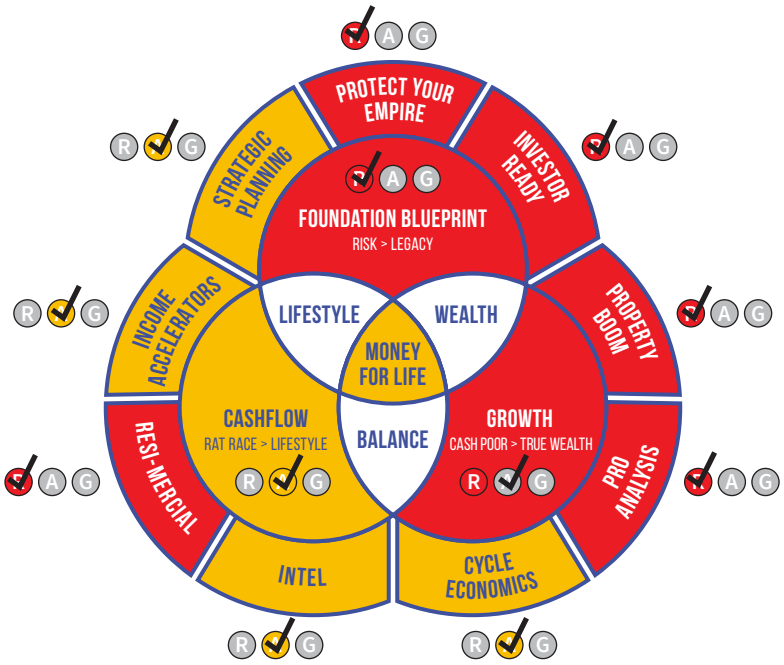


This is what we call the Property Genius Formula. This is the system that works for achieving real estate success. In my experience, when you start to combine these three core elements - the Foundational Blueprint, the Cashflow and the Growth – when you start to put them together, you have to turn them all (and the nine accelerators on the outside) green.

Recently I've been talking about the fact that most people don't have this right. Let's say that red is a stop sign that says, "No, you haven't got it right. Proceed to base one.", amber is, "Yeah, you've got a few things right." and green is, "Yeah, you've got it right.".

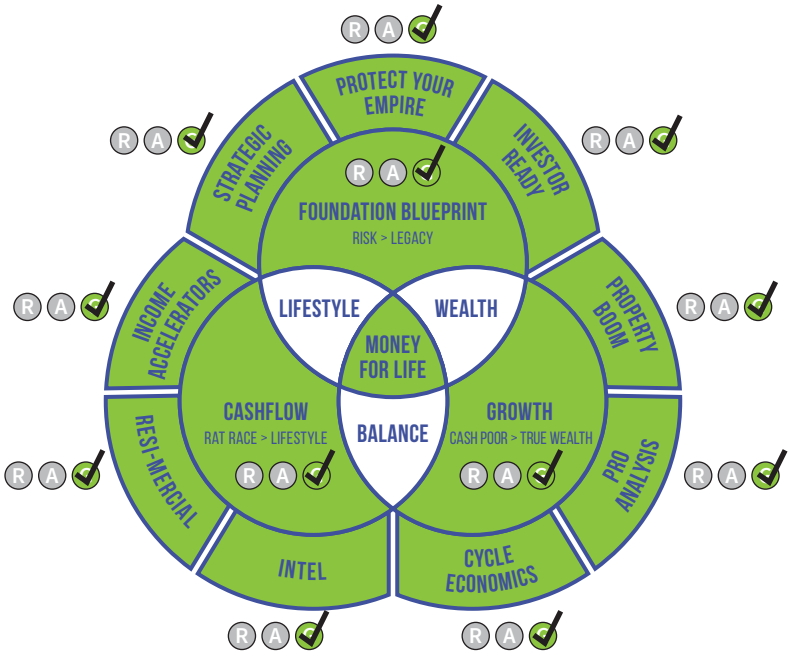
The starting point for most people who come to my introductory events looks something like this:

Where Most People Start



As you can see, there are mostly reds here, with a few ambers. But of course, in order to succeed, your process has to look like this:

What We're Aiming For



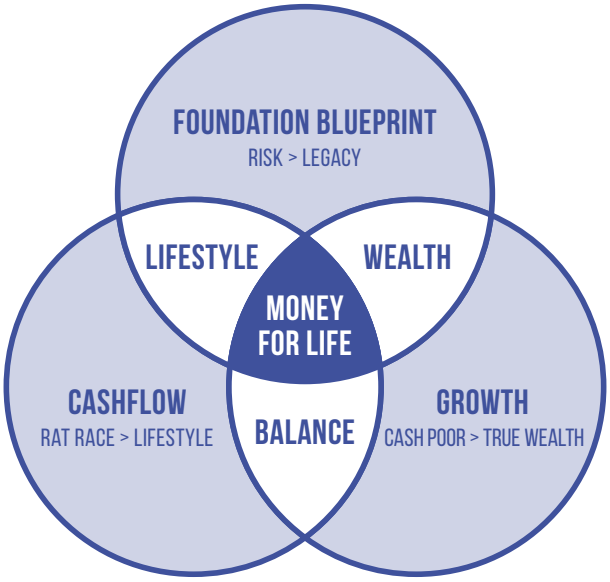
We've got to turn all these switches to green. And you can't miss a component.

For example, let's say you've got the foundations right and you've got the growth right. This means you may well create wealth.

But the reality is, you're going to be working until the day you die, because you haven't got any cash flow. You have assets, but you haven't got the lifestyle that you choose. You are missing a component.

Consequently, you're going to be out of balance.

THE THREE PILLARS OF BALANCE



Foundation Blueprint + Growth + Cashflow

If you have only your Foundation Blueprint and Cashflow right, you will inevitably reach a point where you will not be able to continue investing, because you'll use up whatever savings or equity you have at that particular moment... And then that's it. There'll be nowhere to go

You may end up with a protected short-term lifestyle but you won't be able to continue to develop your portfolio or to achieve greater goals. You'll be stuck.

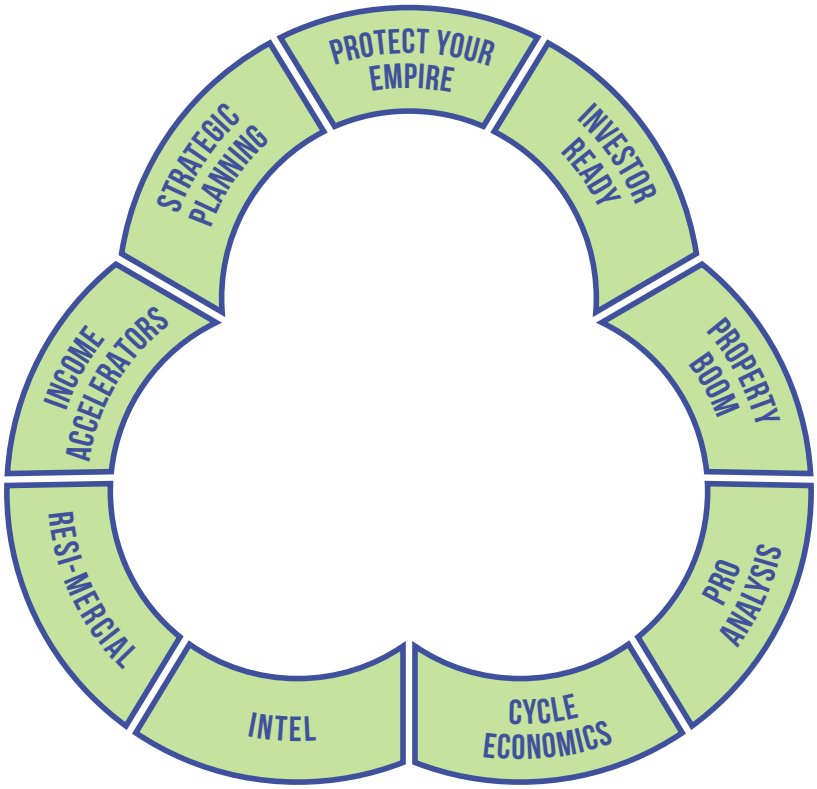
Now say you have Cashflow and Growth, then yes, you'll have balance. But somebody could come along tomorrow and take it all away from you because you haven't got the structures and the foundations to actually make it happen.

And when you have all three of these core elements, then you have protection. What you are building is protected, so that no one can take it away from you.

You've strategised against the banks, against creditors and against debt. And in that process, you've also created a cash flow formula to continue to grow your passive income and a growth formula that continues to build equity to both pay down debt and to build equity and deposits for more property.

Each of these three core elements is supported by three 'Accelerators', giving us nine Accelerators in total.

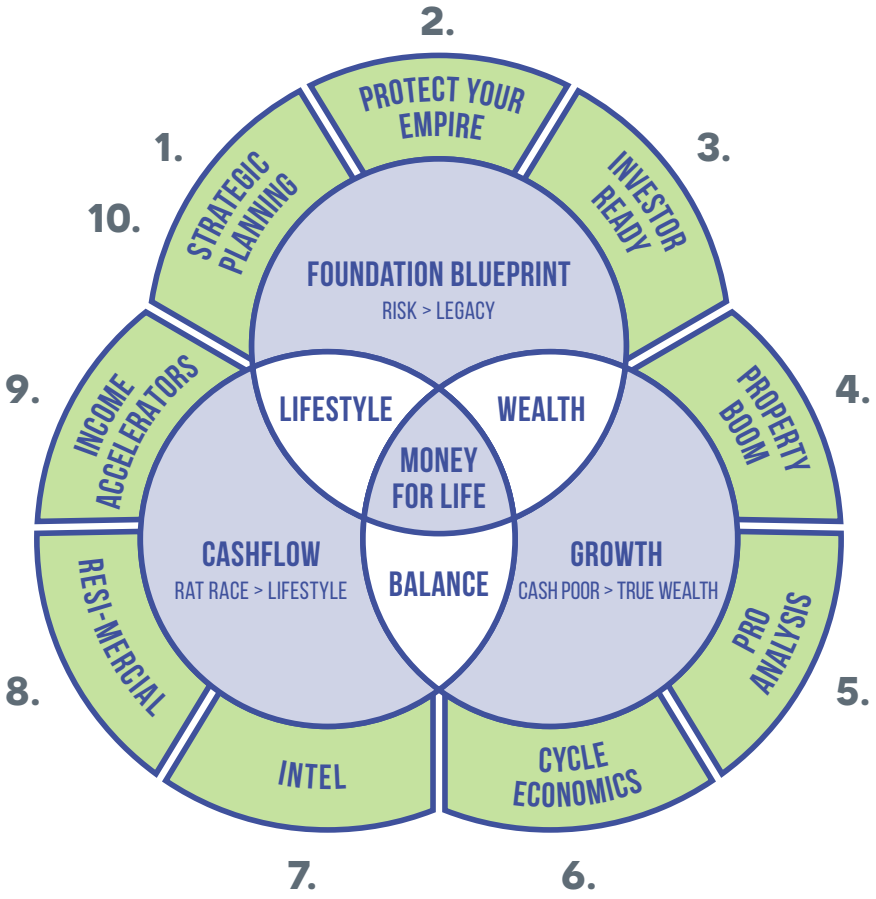
THE NINE ACCELERATORS



These nine Accelerators are what I would like to go through with you - **what they are and how you can systematically step through this process**.

Firstly, let's number them up.

THE NINE ACCELERATORS – NUMBERED



Number one will be Strategic Planning.

Then we'll go clockwise:
2 - Asset Protection
3 - Investor Ready
4 - Property Boom
5 - Pro Analysis
6 - Cycle Economics
7 - Intel
8 - Resi-Mercial
9 - Income Accelerators

Then we go back to **Strategic Planning**. And that actually becomes number 10.

Now there's a reason for that.

It's like when you write a business plan. Initially, you write out an executive summary, which is basically your way of saying, "Okay, well, this is what I'm going to do and this is how I'm going to talk about it." And then you start writing the guts of the business plan.

But by the time you're finished, the business plan has gone in so many different directions you need to go back. After you've written your summary, you then go back and you rewrite your executive summary. And that's what happens here.

We're going to start with a conceptual idea of what your strategic plan is going to look like.

But by the time we've worked through all of these accelerators, we need to come back and really nail down the specifics.

"What does that really mean? What is my next two-year plan? What is that strategic plan?"

Because upfront you can't do that. The only thing you can do upfront is get a conceptual idea as to what your strategic plan is going to be.

YOU NEED A JOURNAL!

Now one of the things that is very, very important through this process is to actually create a Property Genius Formula journal.

And when you do this – and I really think this is important – you might like to use a nice book for your journal.

I have a little bit of a fetish for notebooks. I have so many notebooks and they're all beautiful. I have ones that people have given me with beautiful coloured, handmade covers. I have leather-bound ones with crystals on the outside. I have all sorts, and I use them all. I absolutely love my journals. And I would like for you to get a special journal too.

In this journal, you are going to work through your Property Genius Formula. I know it's the way I do things and that some of you who are engineers are going to say, "I'm going to do it on a computer and it's going to be a spreadsheet and it's going to be this and that". And look, I'm okay with that. I like to hand-write it. I think there is a lot of power when you actually write something down.

In fact, there have been some studies that have shown that when you lower your eyes, like you do when you write something down, you actually tap into your subconscious. So you're actually working from your conscious and your subconscious at the same time.

That's why I like to have a journal. Now, if you're the engineering type and that's the way your brain works, look, I'm okay if you put it into a spreadsheet.

But whatever way you do this, I want you to connect to it because that's what's going to make the difference, when you actually connect and commit to the process.

Life Changed: **Natasha & Zane**

With the right education and support this young mum became a full-time property investor … and brought her family home to Australia.

For seven years Natasha had been living in Indonesia, as her husband, Zane, worked long shifts on the mines. When the air pollution in Jakarta put her youngest son in hospital with breathing disorders, she knew she had to get her family back to Australia.

In her early forays into property, Natasha had made some classic mistakes. She and her husband had over-capitalised on their principal place of residence (PPR) and they had bitten off more than they could chew with a six-unit apartment block. This put her family into what she describes as a 'deep hole'.

One day, Natasha tuned into one of Dymphna Boholt's webinars from her bedroom in Indonesia and she quickly realised that there were smarter ways to be a property investor. Plus, Dymphna's students' success stories rekindled her long-held passion for property.

Zane, however, needed some convincing. They lost a lot of money on their previous investments and were struggling financially. It was a case of once bitten, twice shy. Natasha also had her step-dad's voice in her ears, telling her that property development was "no place for a woman."

Natasha had to dig deep and believe in herself. Fast-forward three years and her self-belief has paid off.

With the support of the I Love Real Estate community, Natasha is working on a deal that could potentially deliver a profit of $2.7M. More importantly, Natasha's property investing has given her financial freedom and allowed her to bring her husband and three sons home to Australia. This is how she did it.

"My step-dad was a developer. He always told that women just don't do that. He was old school."

Deal 1: Doing The Ground Work

Natasha knew that she had to sort out her PPR, which was being rented out at the time. First, she sacked the real estate agents and decided to manage the property herself.

Then Natasha renovated to increase the rental yield. The property is now neutrally geared but Natasha plans to sell and free up money for other ventures.

Deal 2: Get reliable tenants

In 2016, Natasha bought an investment property online, without seeing it in real life. The real estate agent who sold the house had recently put tenants in who couldn't afford the rent and were selling drugs out of the garage. By the time the property settled, the tenants hadn't paid rent in a month.

Natasha's first step was to find some reliable tenants. She'd been inspired by some of Dymphna's students' success stories and decided to renovate and turn the property into a room-by-room rental.

The property is fully tenanted and brings in $810 per week. Natasha finally had an investment property that was putting money in their pocket and her husband was happy about it.

DEAL 1: PPR

- Sacked the real estate agent
- Found reliable tenants that pay rent
- Fixed some things that were costing money

DEAL 3: RENO AIRBNB • Bought $201,000 • Spent $90,000 • Revalued $340,000 • $17,140 Cashflow

Deal 3: Renovate An Original 70'S House

With renewed confidence, Natasha bought a property that hadn't been renovated since it was built in the 1970s. Again, she bought it without seeing the site. She spent $90,000 on renovations and increased the property's value by $140,000, with an equity gain of $50,000.

When she consulted a real estate agent, Natasha was told she could only get $300 per week for it. That wasn't going to cut it, so she turned it into an Airbnb rental.

Now, the property earns Natasha close to $30,000 a year, putting more than $17,000 worth of positive cash flow in her pocket.

Deal 4: A Quick Profit Turnaround

Natasha decided to buy yet another property online, without seeing the site. She knew what she was looking for and found a dual-lot, single title property in Townsville. With a small renovation and boundary realignment, Natasha created two blocks. After advertising one as a rent to own deal, she was able to sell on vendor finance. The final sale price was $450,000, which turned around a quick $165,000 profit.

Deal 5: Stepping into property management

Natasha quickly realised that she had a gift for managing projects, and since her last Airbnb had gone so well, she started looking for a co-hosting deal, where she could do day-to-day management on someone else's property. She found one in Perth earns more than $6,000 a year in management fees.

A Professional Property Investor is Born

With Natasha's property portfolio performing so well, her husband Zane has finally come around and has even started hunting for deals. Now, their three boys are getting in on the action!

Most importantly, Natasha built a career for herself while living in Indonesia. For the first time in a long time, Natasha and Zane are able to see themselves and their family back home in Australia.

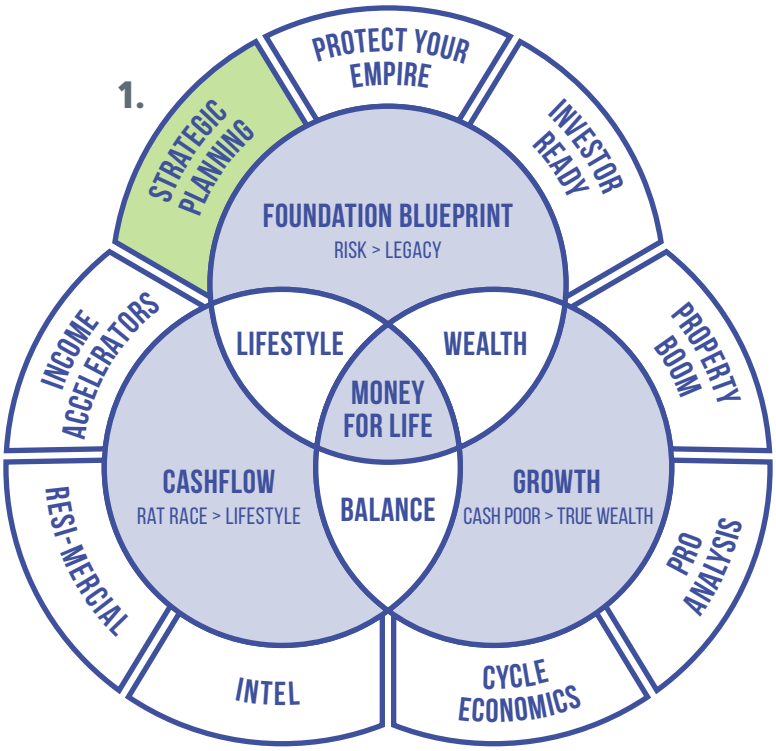
"I did all of this online. Everything you need is there – the training, the resources, an amazing and supportive community. If I can do it anyone can."

Watch the full session of how Natasha became a full-time property investor by clicking the link below or going to https://youtu.be/zHBB42-o18A

CASH FLOW PER ANNUM	PRE DYMPHNA	POST DYMPHNA
PPR	-$6831	EVEN
PROPERTY 2	-$10,098	+$13,936
PROPERTY 3		+$17,140
PROPERTY 4		+$27,824
TOTAL	**-$16,929**	**+$65,731**

Accelerator One

STRATEGIC PLANNING



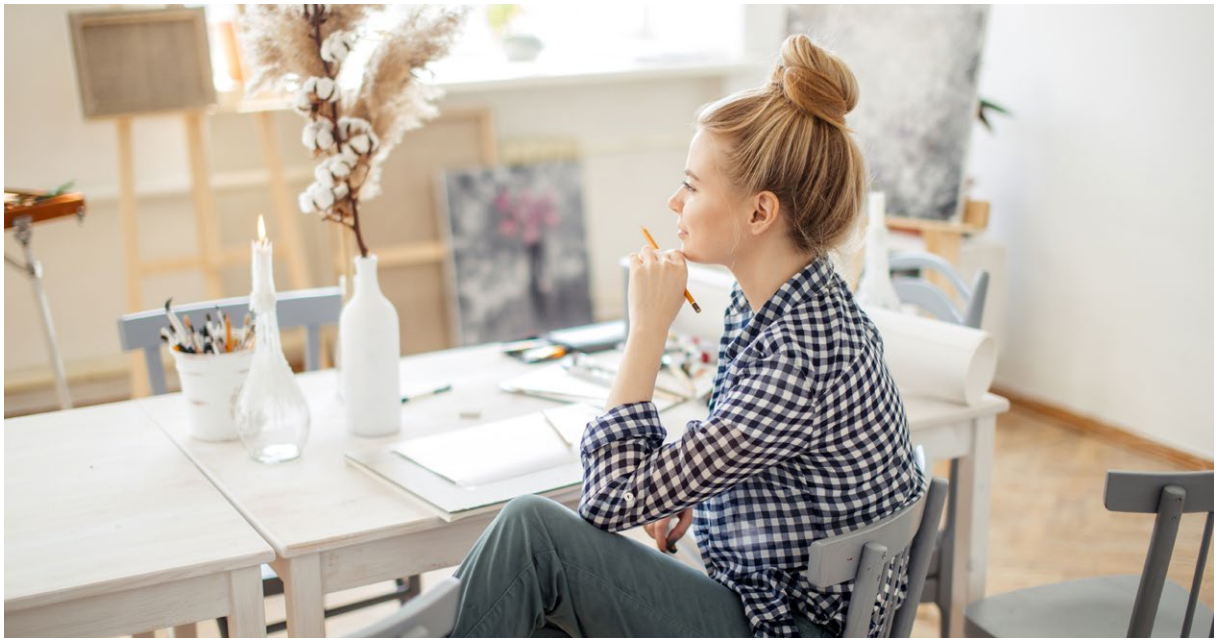
So we're going to start with Strategic Planning. But remember, this is level one Strategic Planning as we're going to come back and do level ten at the end. So in level one, what should we be doing?

The first thing is for you to have fun with this – this is where you get to do some cool stuff. All you are trying to do here is to get an understanding of what you want.

That's stage one of Strategic Planning. If you don't know what you want to do, you won't know what steps to take. If you don't know what direction you want to be going in how do you know what decisions you need to make? So we've got to get a clear understanding of the direction we want to be going in.

This is the time to start daydreaming. It's crazy, as children - I don't know about you - but I used to have it bashed out of me because I was daydreaming in Grade One. I can still remember being slapped by the teacher because I was off with the fairies thinking about something. This wouldn't happen today, but it did back then.

The reality is that daydreaming is actually very good because it's connecting into your subconscious and bypassing your ego. So when you daydream, particularly where it is in a semi-state of meditation, you bypass ego because ego is not going to win this battle.



Ego is not going to direct you in the way that you want to go, where your conscious and your subconscious are working together to make something happen. Ego is like when your conscious is fighting your subconscious.

So I want to make sure that whatever you put down, whatever you daydream about, and you start to write out, that it's something that you really, really want. Something you really are prepared to commit every part of your being to make happen.

Because ego stuff – no matter how many times you write it down, if it's not actually you and if it's not actually what you're prepared to commit 100% to make happen, guess what? It won't.

So let's look at this in a little more detail.

1. Identify Major Goal

Step one is to identify your major goal. That is, are you predominantly chasing wealth? Or are you predominantly chasing income replacement?

Now I know most people are going to say they want both. But the reality is, you will be predominantly chasing one or the other. And I think that's something that for those of you who would say, "Oh no, I want both" – you really need to sit down and settle with, because what would you want first?

Long term, you're going to get both.

But in the short term, what would you want first? Would you want to have your income replaced? So that when we have a recession it doesn't really matter as you're in a situation where you can choose what you do with your time, and it doesn't matter if you lose your job, if your business goes under because you've got the passive income to see you through? Is that what's more important?

Or are you someone who absolutely loves what they do? Are you going to continue to do it for the next 10, 20, 30 years? Is it just that this is who you are, this is your career, and that's great? And if that's the case, is it actually wealth that you want to build up?

Do you want to be in the situation where, if something were to go wrong, if you lost your job, if you were in a predicament where your business went bad or whatever else, then you'd still be okay? You've still got your bases covered? Because that's the benefit of having that backup plan of income replacement.

So that's the first thing you have to decide.

2. Create a Five-Year Vision Board

Once you've done that, then you're going to create a five-year vision board.

Now with this vision board, there is a balance between putting out there what you want and letting the ego take over, and dreaming about things that you have no intention of actually working towards. So when you do your vision board, it's very important to connect to it.

Now for all the computer nerds out there, you can do it electronically. You don't need to do it by cutting out bits of paper. In fact, there's some brilliant websites around where you can actually have pre-done photos and words and whatever that you can put on your vision boards.

But you know what? If you can use PowerPoint, it's just as easy to do it there. Do your Google searching, your data sampling as I call it, which is when you have a look at what else is around.

I was data sampling a particular house the other day. I was looking at this particular style of housing that I liked. And there was one for sale here in Sunshine Coast. I had no intention of buying the property, but what I did was I actually created a whole PowerPoint presentation of all the pictures in this property because there were so many features that I liked. Am I going to build it exactly? No. But I'll have a bit of this and I'll have a bit of that and a bit of something else.

And that's really what life's about. It's about data sampling. It's about deciding what you want in your life.

Because you're never going to be exactly the same and want exactly the same things as everybody else. You'll have a bit of this and a bit of that and a bit of something else. And you start to bring in what you want in your life.

But as I say, there's a balance.

There's a balance between being silly in a five-year vision board, putting in there things that really, when it comes down to it, are not what you want.

These are things that are perhaps what you think other people think that you want or what you always thought you wanted, but really would you go about getting them?

I'll give you an example. For many years I had a Tesla on my vision board and this is a prime example of what not to do, right?

And then one of my Platinum students challenged me about this vision board. It was a few years ago when we had an end of year party where we all dressed up as the person we were going to be in five years. (And oh my God, it's so amazing how many people have achieved all that they said they would in five years' time. But anyway, that's beside the point).

During the party we had to guess the owner of each of the vision boards. And as I said, I had a Tesla on mine. So one of the Platinums challenged me and they said, "If you want a Tesla, just go and buy one."

And I realise, "Yeah. I can go and buy a Tesla tomorrow. Why aren't I doing that?".

And then I thought about it, "Well, I like the idea of a Tesla, to lower emissions and all the rest of it, but I think they're butt-ugly and I actually don't really want one. I might in the future. I like the concept of it. But do I want one right now? No, I don't."

So it was one of those things where initially I thought, "What do I want? Yeah, I want a Tesla." And it went out there on my vision board.

So when it comes to the crunch – do you really want it or not?

And for me it was a no. I have no intention of buying a Tesla. So it had to come off my vision board. These are the things that I really want you to question yourself on.

So when you're putting things on your vision board, make sure they're things that you really, really want and that you're prepared to, when the opportunity comes, commit to.

Now, I recommend that you do the vision board at least every six months.

3. Complete Peg in the Sand Journal

The next thing I want you to do now is to complete the Peg in the Sand journal, because this breaks the vision board down to step by step, week by week, month by month, year by year tasks. I provide it to you for free. When you come to a boot camp, I give it to you in book form, and you can fill it out and it's all paper and touchy, feely and whatever else and I think that's great. But it's actually on the website as well.

So at any point in time, you can download your digital version of the Peg in the Sand journal and step it through again. If you're with a partner, do it separately and then come together and review the results. If you've got children, particularly teenage children, get them to do their Peg in the Sand journal as well. So then you can discuss it as a family. You can start to add things to each other's vision and really assist each other in the process of attaining whatever that is.

4.Clearly set out starting financial position (Income & AWE)

Clearly set out at your starting financial position, which is your current income and your AWE. Your AWE is your Available Working Equity. You can't change this. It is where you are starting from. You need to be realistic here. You need to have a starting point to start to build from.

5. Identify Strengths and Weaknesses as an investor

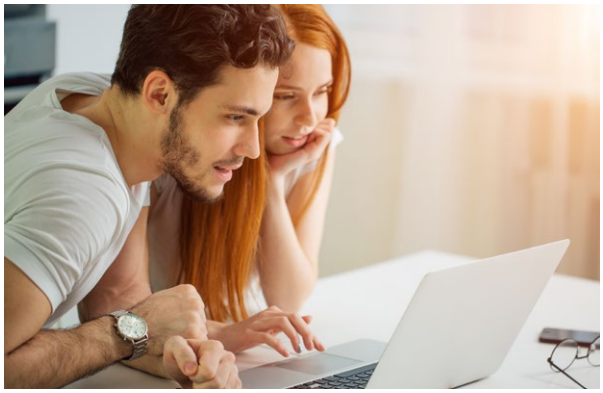
The next thing is to identify your strengths and your weaknesses as an investor. You might have a really good job, in which case income serviceability is going to be one of your strengths. You might have no money. So one of your weaknesses might be, "I've got no equity. I've got no money. I've got no collateral to go into a deal". You might be really handy, in which case that's going to be a strength for you.

You might not be able to organise yourself out of a paper bag. Well, that's going to be something that is a weakness for you. And here again, I want you to be honest, to be very clear and to neither put yourself down nor to put on rose-coloured glasses. Make sure that you really know because you don't want to be doing a deal that relies on a weakness. You want to be doing deals that really emphasise your strengths. So as we start selecting deals and where to go and what your plan needs to be, your strengths and weaknesses will come into that. So be honest with this process.

6. Identify your risk profile

Now, some of you are going to be low risk, some of you are going to be medium risk, some of you are going to be high risk.

Thinking about your current situation, age, dependents, those sorts of things will give you an idea about what your risk profile is going to be. Because once again, that will affect the kind of deals you will end up doing.



7. Allocate an achievable time commitment (weekly)

Create an achievable time commitment. This is about how much time you are prepared to put in to make that vision board your reality in five years' time. You need to commit time to this. It doesn't happen without time.

Now, I said many, many times my minimum requirement is two and a half hours a week, but I really would like five, and I'd even like ten. So you need to look at your time schedule and go, "Well how much time every week, not once in a blue moon, but every week, can I put into this business?", and actually write down timeframes and block them out in your diary.

Because when you do that, it becomes your priority. This needs to be your priority. Your achievement of this thing needs to be a priority in your life.

When other things come in and this pops up and that pops up and your mother comes to visit and whatever else, you must say, "I'm at work. I've got to get this done. How about you go and sit in the garden and have a look at my flowers. I'll be with you in an hour." Or whatever it takes.

Because that is your time, you can't diddle yourself out of this.

8. Write out your personal strategy, strengths and weaknesses

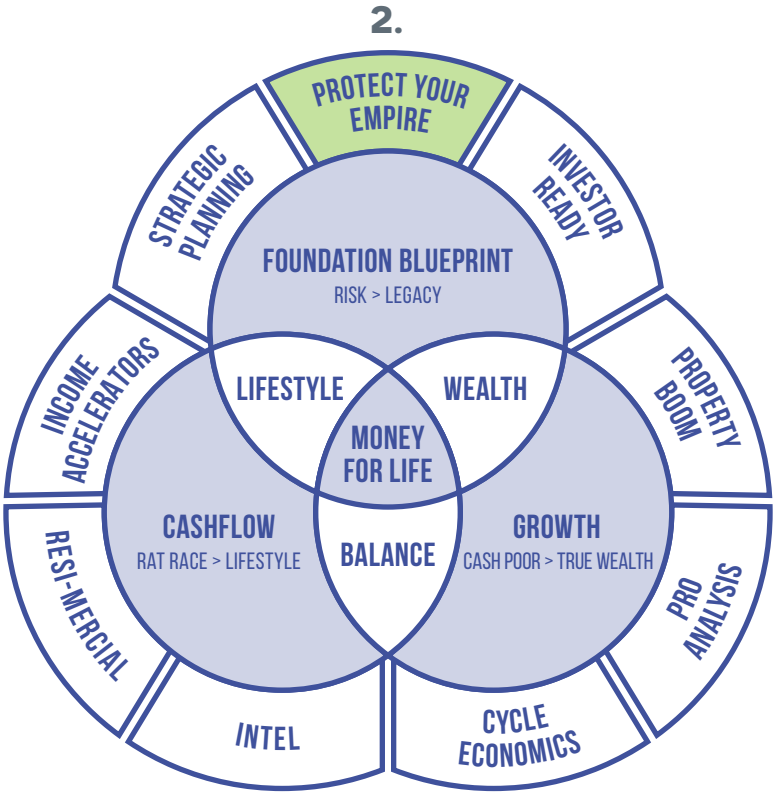
As in: you're a good organiser, you're handy or you're not, you have time availability or not. Start to write out from a strategy perspective what you could add to a deal, whether it's with another party or on your own. What are those strengths that you're bringing to the party? And set this aside now until we do all of the other accelerators and then come back and complete it, because we're going to come back to this.

9. Set aside until all other accelerators are completed

So the first stage is a higher-level Strategic Planning. It's about getting conceptually where you want to go. It's about understanding you and your starting position and all of those things.

But for now, we need to set that aside, because you don't know enough to be able to complete this process. So now it is time to look at the rest of the accelerators.

Accelerator Two
PROTECT YOUR EMPIRE



The next accelerator is Protect Your Empire. Here, we are looking at **Asset Protection** strategies. Some of you will love this part of the training because it's highly technical and logistical.

Some of you might struggle with it, particularly with the terminology and the complexities, because remember this is above university level. This is beyond what you'll learn anywhere else. This is really high-level stuff. And it's been put together and formulated over many years.

So make sure that you just stick with it, understand what you can and lean on the professional team who can support you and help you through this process. But understand as much as you possibly can, because it needs to be self-directed.

1. Study Asset Protection – Boot camp, Webinars & Master classes

Let's continue with this. What does this actually mean? So firstly in step-by-step processes, you have to study the asset protection sections of the boot camp, the webinars, and the master classes. That's step one. Go and review the information, the process, whatever detail you're looking at and stick with it until you understand it. Write it out in your journal. Everything's being recorded in your journal.

2. Set up Gift and Loan Backs or other measures to protect existing assets as necessary

At this point, you may need to do things like set up gift and loan backs or other measures to protect existing assets. So that's the first thing. What assets have you got that you need to protect?

Because that's one of the first things as part of this protecting your empire – you have to protect what you've already got. Even if you've stuffed up and bought them all in your own name.

3. Set up structures as required for new purchases

Now, part of this is going to require setting up structures as required for the new purchases. So again, the professionals are there to assist and help you through that process and guide you as to what you actually need.

4. Study Estate Planning and set up wills and EPA (Enduring Powers of Attorney) as necessary

At this point I also want you to be studying the estate planning and setting up of wills, enduring powers of attorney as necessary. This is really taking care of stuff that nobody likes to talk about, but it's stuff that we all need to do.

5. Review Superannuation options – SMSF or not – Binding Death Benefit Nominations

As part of this, you'll also be reviewing your superannuation options as to whether you set up a self-managed superannuation fund or not. Now with your super, regardless of whether it's a self-managed one or it's one of the retail funds, you also need to be considering your binding death nominations. So this is all about estates, estate planning and what you need to be doing there, because the assets are held in superannuation and are not covered in your will.

They are covered by these binding death nominations that have to be lodged with your superannuation funds, so make sure that's in order.

6. Review Insurances

The next thing you're going to do is review your insurances.

Now you need to have enough insurance in place to cover you should anything happen through either injury or death. So as you get more properties and as you have more mortgages, you are going to need higher insurances, whether that's death benefit insurance, total and permanent disability insurance, or whether it's income protection insurance.

All of these things need to be considered. It's a bit of a catch-22 as to how much you have. You need enough so that if something happens, you're covered and you're going to be fine and be able to continue to do what you want to do.

But on the flip side, you want your premiums low enough so that it doesn't kill you in the meantime. So it's a catch-22. And again, the professionals are there to assist and help you with that process.

7. Set up a flowchart of structures

Now, the next thing is to set up a flowchart of structures. This is very important. This should be done every year because things change. You buy stuff, you sell stuff, you've set up structures, some other structures die, whatever happens. And you end up with this evolving flowchart.

What I recommend you do – and I actually have this as part of the Asset Register (which you should have for all of your properties as well) – is create a flowchart you can follow.

So if anything happened to you, an accountant or a lawyer could pick it up and go, "Okay, well this relates to that, that's that property over there, the loan is with this one, that's the trustee, this is the appointer." Everything is there.

So it's just basically a flowchart as to how all your structures fit together.

I've got two full- time accountants on staff with me to manage all my stuff, and I was talking to one of them the other day about our flowchart. And I said, "I think it's time to update that, it's looking a bit shabby, because I've bought and sold stuff in the meantime and whatever else."

My flowchart, believe it or not, is on the back of a 'for sale' sign. One of those that they have in front of a building. And I've got all these stickers stuck all over it, lines going backwards and forwards and whatever else, because I couldn't fit it on the piece of paper. You do it however it works for you. I actually find my big sign very useful, but you can do it on a spreadsheet as well, if that's the way you want to go.

The important thing is that you need to be doing and updating this at least every six months. And it needs to be held with your will so that if anything should happen to you, you don't leave your kids or your partner with one hell of a mess.

8. Journal actions taken

Journal your actions. This means that in your book that you're keeping through all of this, you're journaling off everything that you're doing. You're even journaling in your thought processes throughout the process.

By the end of the process, you will have actually written an operations manual for yourself. You could give it to a child, you could give it to a friend and say, "yeah, follow my operations manual." That's why it's important that it is that detailed.

And while these are the points to go through, this is the system that you are implementing for yourself.

Life Changed: **Foong & Paul**

How Foong turned her back on the traditional wisdom of property investing and 'good jobs' to earn $490,000 in a single year.

Foong did all the right things. She worked hard and on her accountant's advice, bought as many negatively geared properties as she could. But it left her $70,000 in the red each year, and she was working so hard that she couldn't care for her infant sons. Thankfully, her introduction to the world of profitable, cash-flow positive properties has been a game-changer.

After Foong's father passed away, her family sent her from Malaysia to Australia to seek her fortunes. Her family wanted her to become a doctor, and she effectively had two years to learn English and top the state in her HSC exams.

Although this was a practically impossible task, Foong gave it everything she had, scoring an almost miraculous 94%. However, this was still 2% short of what was required to enter medicine so, again, following her family's wishes, Foong studied pharmacy.

"Those properties were blood-suckers. They were like leeches. And when my mum got sick, we just couldn't do it anymore."

As a graduate pharmacist, Foong worked long and hard hours to gather money for her family, taking on the graveyard shifts that no other pharmacist wanted. This hard work allowed her to earn more than six figures a year and, at this point, her accountant's advice was that she should start buying negatively geared investment properties.

(Because, supposedly, the point of property investing is to minimise tax, not build wealth.)

Acting on good 'advice'

Believing that her accountant knew what he was talking about, Foong did just that: steadily amassing a large, entirely negatively geared investment portfolio.

And when she got together with her husband, Paul, she insisted that he too start buying negatively geared investment properties, because that's just what you did and it was important that they were on the same page financially.

Over the next seven years, Foong and Paul built a portfolio of 14 investment properties, all of them negatively geared. It was a portfolio that was costing them an eye-watering $70,000 a year.

The only way to pay for this portfolio was to keep working, so Foong continued to pour herself into her career. She was working so much that she even had to send her boys, both under three, to stay with her auntie through the week, seeing them only briefly on weekends.

It starts to come apart

Things were starting to take their toll, but it reached a crisis point when Foong's mother was diagnosed with cancer. Foong and Paul had to come up with $80,000 to cover her medical expenses, and it almost broke them – mentally and financially.

Finally, Foong was ready to start considering whether the traditional approach to property investing was the right way to do things. She found Dymphna Boholt, and even though Dymphna's strategies went against everything she knew, she could finally see that there was a better way.

Breaking with tradition

Foong culled the deadwood from her portfolio, jettisoning nine properties that she couldn't do much with.

She tweaked the others to improve their rental yield, and in a few years her portfolio had become positively geared to the tune of $20,000 a year – a $90,000 turnaround.

She also became an active, rather than a passive (buy-and-hope) property investor. Her strategy of choice is joint-venture renovation and development deals, mostly around South Australia. She likes joint ventures because she likes working with people, and she has a natural affinity for renovations and the creativity of interior design.

"We bought our first positively geared property, and every month I could actually see the money coming in. I was like, 'Wow'… I had to take a Valium."

And as much as she enjoys it, this has also become a very profitable niche for Foong. In the past 12 months for instance, she has completed five renovation deals, for a combined profit of $490,000.

MILE END, SA (JV DEAL) Off market renovation

Purchased Oct 2019	$524,000
Renovation cost	$147,000
Sale price	**$895,000**

TUSMORE, SA (JV DEAL)

Purchased Dec 2018	$895,000
Renovation cost	$198,000
Sale price	**$1.4M**

Even when she was throwing herself completely into her pharmacy work, she was lucky to earn $110,000 a year. Now, she earns four times that, and has a lot more fun doing so.

Her own boss now

With a thumping investment income coming in, Foong has cut back to working as a pharmacist just five hours each fortnight. She wants to keep her hand in the game, but she knows that her future is in property, not pharmacy.

"I work five hours a fortnight now, and I pick and choose my jobs. I'm the boss now."

For her family, this has been is a challenging career move. The traditional approach says that you should get a "good job" and just work hard. But this is classic "poor dad" thinking and Foong wants more out of life.

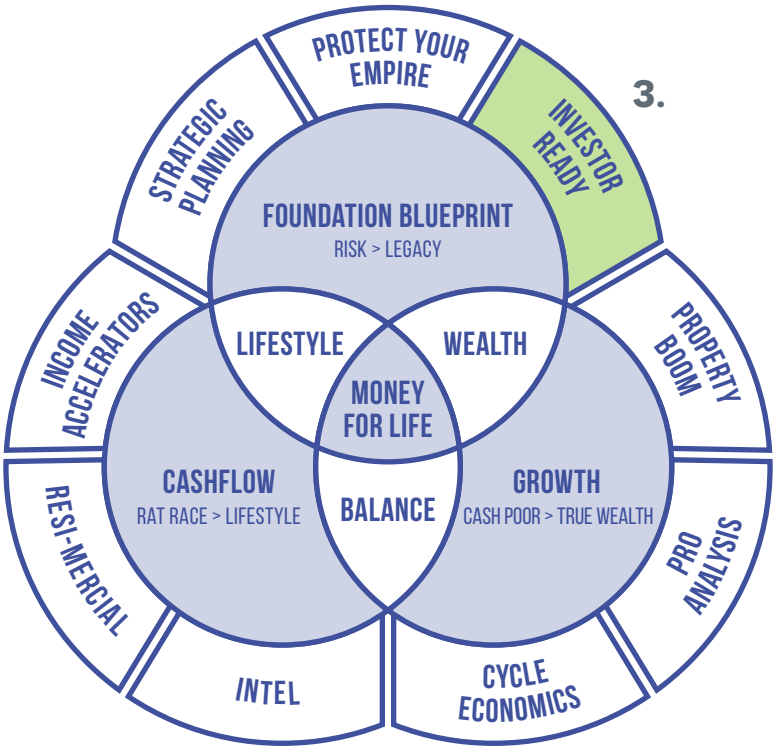
And as Foong's story shows us, sometimes you have to break the mould to find the life that is truly yours.

Watch the full session of how Foong turned her back on the traditional wisdom of property investing and 'good jobs' to earn $490,000 in a single year by clicking the link below or going to https://youtu.be/tYi6ts8J3Uw

PRE-DYMPHNA PROPERTY	VALUE	EQUITY	CASH FLOW
MARDEN PPR	$950,000	$340,000	-
INVESTMENT PROPERTIES (14)	$4,700,000	$800,000	-$70,000 PA

POST-DYMPHNA PROPERTY	PURCHASE	RENO/DEV COSTS	NET PROFIT
TUSMORE SA	$895,000	$198,000	$200,000
SEATON SA	$409,000	$32,000	$35,000
MILE END SA	$524,000	$147,000	$135,000
WOODVILLE STH SA	$537,000	$53,000	$70,000
CARRAMAR NSW	$200,000 SHARE	MONEY PARTNER	$50,000

Accelerator Three
INVESTOR READY



The next accelerator is about being Investor Ready. This step is crucial to your movement forward. It is an absolute must.

You might get frustrated throughout this process, waiting for things to happen that are beyond your control. For example, banking processes. I was talking to one of the strategists the other day about one particular bank that is taking three and a half weeks before they even look at a file. Before they even look at your application, it's three and a half weeks sitting on a desk.

It does take time, which is why you need to start this process early. Because you can bet your bottom dollar, as soon as they pick up that file, they will be, "we need this bit of paper or we need that bit of paper or something else." Or they'll make something up. They'll lose a bit of paper just so they can ask for a bit of paper to get more time. That's the reality of things. And that's just the banking process.

It's worth the time to get this part right. Because this is your springboard. This is your trampoline into the strategies, into actually making it happen.

So you need to get this part right, and as effective as it can possibly be for you. So let's go through the step-by-step process here.

1. Study Finance, Legal, Taxation & Superannuation in Bootcamps, Webinars & Masterclasses

First of all, you need to study the finance, the legal, the taxation, and the superannuation sections of the boot camp, the webinars and the master classes.

We have a very good search engine on our website to assist you in finding this information. You could put 'superannuation' in the search engine and everything to do with superannuation across all the study modalities will come up and you can systematically work through all of these things.

Because these are all of the elements that you have to get right and in place, in order to be able to have the best trampoline to move forward.

2. Set up appointment with Finance Strategist

Now you need to set up your appointment with the finance strategist, because they are going to go through and identify your capacity. They will identify issues in your current situation.

They can't fix everything, but they'll certainly act as a director, " Talk to this person, that person, we can fix that, whatever." They'll look at tax, they'll look at insurances, they'll look at superannuation, they'll look at your loans, they'll look at cross-securitisation, they'll look at buffers, and split facilities and all of those things.

3. Review Cross-Securitisation, Interest rates, Buffers & Split Facility possibilities and take action as necessary

And you need to review all of those because that's part of the process. Now do it with your strategists.

Are you cross-securitised? Can you get out of cross-securitisation? Is it the right time to get out of it? Should you be fixing interest rates? Should you be going back and asking for a cheaper rate with your existing and re-pricing at the moment? Should you be having a loan holiday? What are your buffers? How much should you have as a private buffer and an investment buffer? Have you got split facilities in place?

All of these possibilities and the action that you need to take if necessary or as necessary. Some of it will be for all of you. Some of it'll be a bit of this and a bit of that. But again, this is the process to get Investor Ready.

4. Get a copy of your Credit Score

Get a copy of your credit score. You can go on to www.mycreditscore.com and get it for free for yourself, but it normally takes a couple of weeks to come out to you. Or I think you can pay about $25 and you can get it immediately. But you need to understand it.

It's a good idea to go through your credit report with your strategists. You can also get an alert on your credit score, on your credit report, and if anything then goes on it you will be notified immediately.

And it's important to make sure, particularly the way we are going now from a financing perspective, that your credit score is as good as it can be.

We used to be on negative reporting where only the bad stuff went on our credit score or credit report. That's not the case anymore. And banks share information. If you pay late an interest bill or a credit card or a rent statement or any of those things, it actually affects your credit score. Things like how many loans you apply for in a period of time affect your credit score.

There's a whole raft of stuff. And again, sit down and go through this with your strategist, what all that means on your credit score and what you can do to improve it. And actually get some alerts on there for the future.

5. Set up AWE – Available Working Equity

Set up your AWE: your Available Working Equity. Actually put facilities in place on any existing thing you have so that you've got access to the equity that is sitting in your properties.

If you don't have any, well then this step isn't for you. You skip this step, but you need to work out what your starting position is. So that's your Available Working Equity. We've got to access that, so that we're ready to go and buy the next deal.

6. Determine Taxation Structuring requirements – do taxation pre year end reviews

Determine taxation structuring requirements. Do taxation pre year-end reviews. It's too late to go and set up a bucket company for tax purposes once we go past 30 June. If you've got a bit of a tax issue this year, we need to know about it nice and early, so that if you do need to set up something like a bucket company, it can be done within the year.

You also need to work out where money needs to go. As an example, today I sat down with my accountant and we worked out what we're going to do for superannuation. What money needs to go in for this financial year and all the rest of it. That has to be done before the end of the financial year. It's just a systematic process that you work yourself through.

7. Review requirements for Joint Venture Agreements – list potential Partners if necessary

Review requirements for joint venture agreements and list potential partners, if necessary. If as part of your interview with your strategist it comes out that joint ventures are going to be on your agenda, then you need to start thinking about that.

You need to start looking at what your joint venture agreement needs to be saying with the lawyers, with Derek and Co. You need to be looking at who might be your potential partners, what they might look like, who is the ideal partner for you?

If you've got great income and no money, your ideal partner is your exact opposite. Somebody who does not have a lot of income, but a great amount of equity. That would make you ideal partners.

And then you start thinking about, well, what kind of deals would suit us if we went together and who might that person be? And some of them might be in your immediate circle and some might be further afield. Because if there is money in the deal, there's always someone to find that you can do the deal with.

8. Review requirements for option agreements

Review requirements for option agreements as well. Now this is really a bit of a learning curve here because you need to be on top of how they work. Because when you're in the midst of a negotiation, an option agreement is so flexible.

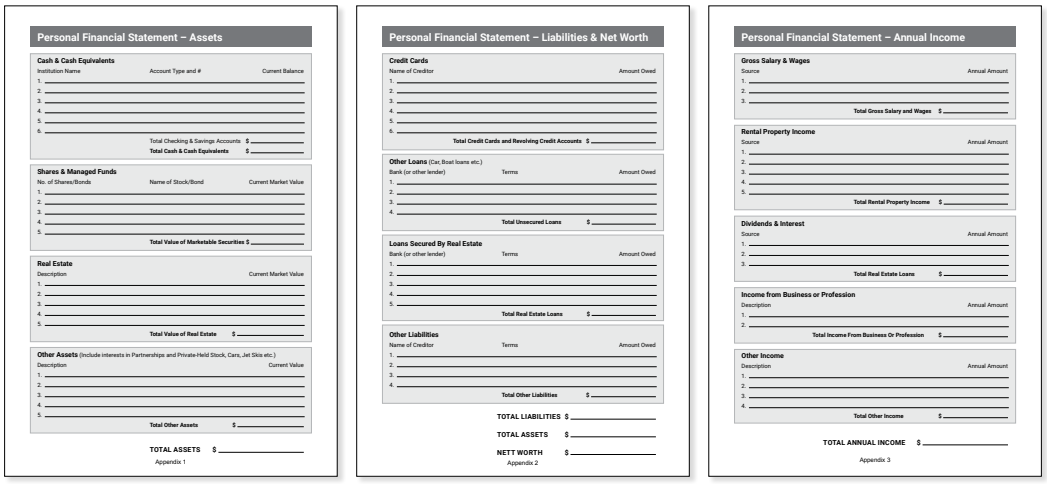
It's one of those things that you can make fit to incorporate all sorts of ideas about term deals, or the ways of doing things, or nominate causes, or all this kind of stuff that can go into your option agreement, which sometimes can't fit into a normal contract.

I really want you to get up to speed on how this works and how useful it is. Particularly in times like this, when we might be coming into a period of time where it could turn into a buyer's market. In a buyer's market, it's much easier to negotiate an option agreement than it is in a seller's market. And of course, through all of this, you are journaling your actions.

We've only got through the first three accelerators, but that's some of the stuff that you need to get your head around in order to be able to move forward.

9. Complete your Action Plan Workbook

The next part of this getting investor ready is actually going through the **Action Plan Workbook**. These are the first pages of your action plan workbook.



Personal Financial Statement – Assets

Cash & Cash Equivalents
Institution Name | Account Type and # | Current Balance
1. 2. 3. 4. 5. 6.
Total Checking & Savings Accounts $
Total Cash & Cash Equivalents $

Shares & Managed Funds
No. of Shares/Bonds | Name of Stock/Bond | Current Market Value
1. 2. 3. 4. 5.
Total Value of Marketable Securities $

Real Estate
Description | Current Market Value
1. 2. 3. 4. 5.
Total Value of Real Estate $

Other Assets (Include interests in Partnerships and Private-Held Stock, Cars, Jet Skis etc.)
Description | Current Value
1. 2. 3. 4. 5.
Total Other Assets $

TOTAL ASSETS $
Appendix 1

Personal Financial Statement – Liabilities & Net Worth

Credit Cards
Name of Creditor | Amount Owed
1. 2. 3. 4. 5. 6.
Total Credit Cards and Revolving Credit Accounts $

Other Loans (Car, Boat loans etc.)
Bank (or other lender) | Terms | Amount Owed
1. 2. 3. 4.
Total Unsecured Loans $

Loans Secured By Real Estate
Bank (or other lender) | Terms | Amount Owed
1. 2. 3. 4. 5.
Total Real Estate Loans $

Other Liabilities
Name of Creditor | Terms | Amount Owed
1. 2. 3. 4.
Total Other Liabilities $

TOTAL LIABILITIES $
TOTAL ASSETS $
NETT WORTH $
Appendix 2

Personal Financial Statement – Annual Income

Gross Salary & Wages
Source | Annual Amount
1. 2. 3.
Total Gross Salary and Wages $

Rental Property Income
Source | Annual Amount
1. 2. 3. 4. 5.
Total Rental Property Income $

Dividends & Interest
Source | Annual Amount
1. 2. 3.
Total Real Estate Loans $

Income from Business or Profession
Description | Annual Amount
1. 2.
Total Income From Business Or Profession $

Other Income
Description | Annual Amount
1. 2. 3. 4.
Total Other Income $

TOTAL ANNUAL INCOME $
Appendix 3

I want you to sit down with time on your hand and work through your situation. This can be found with your workbook for the boot camps.

So you can go and download these on any of the Ultimate boot camp pages and you'll find this Action Plan, either as a separate document, or as one of the appendices to the workbook. This is about you stepping through the types of strategies.

Life Changed: **Melissa & Phil**

These two are so inspiring. I hope you get to meet them one day. With $80,000 a year negative cash flow bleeding them dry Melissa and Phil knew something had to change.

Melissa and Phil always had businesses. They liked to keep busy, but working seven days a week to keep the businesses going was getting too much and they began to look for other solutions.

They already had several industrial properties and a couple of poorly performing houses in regional Victoria. The losses on the properties had become hidden in their business expenses.

It wasn't until they saw Dymphna live that they took a closer look at their numbers and realised that they were being bled dry by these properties.

In addition to negative gearing they had also made many of the common mistakes investors make: trust issues, properties in their own name, incorrectly set-up self-managed super fund...

They realised that the best place to start was with what they had.

Deals 1 & 2: Manage your managers

The two under-performing investment properties they owned had been left to rack and ruin, with one of them untenanted and the other with under market rent.

They took Dymphna's advice about managing the managers and cut better deals, putting up the rent on one and, after a quick reno, getting the other one tenanted. Both properties came with stricter contracts about how the properties were to be managed. Both now are positive cash flow and being properly maintained.

Deal 3: Modular Import in the NT

Another property they owned in Northern Territory had a large back yard which was under-utilised. Melissa and Phil began to explore modular options to build a self contained dwelling in the rear to create extra rent. This modular build created $14K passive income on a property they already owned!

Deal 4: Industrial land Storage Units

The two side by side industrial blocks which were doing nothing but costing them money became the next topic of discussion. After some investigation they found that flexible storage sheds were needed in the area and once built and rented out, this one move transformed an empty block that was costing them -$46K a year into a sought after industrial property making them $40K a year.

Deal 5: Parma & Pot Pub

While they were developing a plan for the other block next door they found a pub for sale in country Victoria. Melissa had been watching this one for a while and knew that at the right price it would be a great deal with plenty of upside.

COUNTRY VICTORIA UNITS SMALL RENOVATION

Painted, freshened and fixed inside and out.

Original cost:	$115,000
New rent after reno:	$270 p/w
Positive Cash flow	over $13,000 pa

MODULAR SELF- CONTAINED DWELLING IN THE NT

Under-utilised large back yard.

Property Rent:	$53,820 pa
Cash flow Positive	$14,226 pa

They got the pub in the end for $100K less than the reserve and it turned out to be cash flow positive from day one. The property came with a tenant (the publican) and in the renegotiation of the lease they took control of the backyard, which was unused.

Eventually Melissa and Phil will build units and a drive through bottle shop in the back yard, the intention being that someone else will run the business. The pub also comes with 11 guest rooms which they may turn into a separate business at some point.

Deal 6: Guest house conversion

They decided that they had a knack for this kind of deal so they landed themselves a guesthouse in a small country town

The guest house was ugly and in desperate need of a renovation. By this stage Melissa and Phil had earned a bit of a break so they arranged for all the works to be done while they were on safari in Africa. They returned to launch their newly refurbished guest house and complete the last details to get the bar open so they could serve drinks.

In addition, the guest house came with an attached laundromat. They've added a few extra machines and opened it 24/7. Now it makes around $160 a day profit and that's not even counting the fact customers now drop their washing off and head into the guesthouse bar for a coffee or a wine while they wait.

Previously customers had to go across the road to the petrol station for a bad coffee, needless to say they are loving their laundromat weekly ritual now and Melissa and Phil have substantially added to their cash flow.

Deal 7: Deer Park Shops

The most recent deal was another deal that Melissa had been watching for a while. A group of seven shops in deer park which were very dirty and run down. Due to the high price asked for the shopping centre and the subsequent lack of interest, Melissa was able to negotiate harder by making a lower offer and a five-month settlement as part of the conditions.

Melissa had noticed that there were several people at the auction who wanted single shops but no-one who wanted the whole thing. They set about cleaning and repainting the shops, re-tiling some areas and generally making the place look like a good place to run a small business from.

Within 10 weeks they had completed their works and put all the shops back on the market to be sold at auction. Sadly no-one bid at that auction, however, thanks to some good planning and a great agent, all seven shops were sold within two days to small business owner occupiers.

This quick turnaround earned Melissa and Phil $415,000 in profit, but the real win was that they kept the title on the carparks and also the air rights to the maximum building height.

Using these air rights, they are installing four panel signage and solar panels. The signs will be leased to advertisers on five-year contracts at $15,000 pa per panel. The solar panels should return $5,000 pa, so the air rights will generate an additional $65,000 pa. And it doesn't end there as they are also seeking a development approval to build another three storeys above the shops.

"Our aim was to be $200K passive income, but we've ended up doubling that."

HEATHCOTE GUESTHOUSE RENOVATION & CONVERSION
Turn 7 room guesthouse into 13 room motel with a bar, outdoor deck area and a restaurant.
Equity gain: $200,000 Looking to sell business.
Maintain an $80,000 per year lease to start.

DEER PARK COMMERCIAL SHOPS
9 BUSINESSES, 7 TITLES
Extended settlement to enable us to renovate and sell off before we paid for the property.
Renovated, Marketed and Auctioned in 12 weeks.
$400,000 profit and up to $600,000 uplift.

PROSPECT PLACE – WAREHOUSES WITH RESIDENCES
Construction date set for 2018. Will build one and continue from there. With over 1000 enquiries on the project I have no doubt.

SMALLER AFFORDABLE UNIT DEVELOPMENT
If we keep we will make approx $200,000 in equity and $31,000 positive cash flow. If we strata and sell, we will make between $380,000 and $400,000

The one that's in the pipeline

Using the unused piece of industrial land next to their storage sheds, Melissa and Phil have developed a new concept in industrial buildings, getting approval to build several factories with houses on top. They did some research and got over 1,000 expressions of interest from small business owners who loved the idea of being able to run their business from home, but need a warehouse.

It's a new concept that people have never heard of before, so they are planning to build one to use as a display home/factory that people can actually see, feel and imagine themselves in.

It's been a massive few years for Melissa and Phil but they are loving the journey, the creativity and especially the free time they have created for themselves in the process.

Watch the full session of how creative strategies and out of the box investments have transformed Melissa and Phil's lives by clicking the link below or going to https://youtu.be/E7PL4Q0VHjM

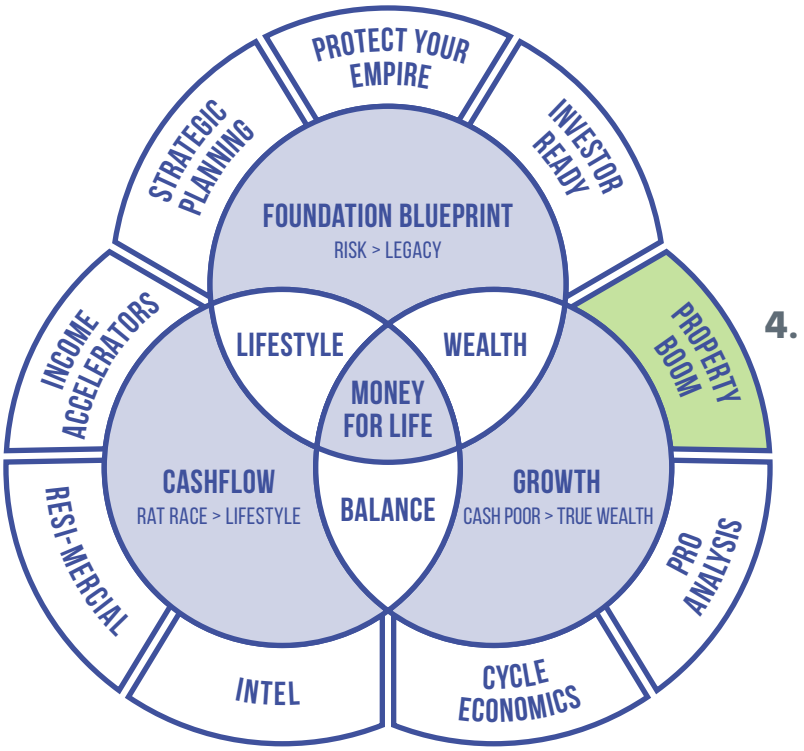
MELISSA & PHIL PRE-DYMPHNA

PROPERTIES	EQUITY	INCOME	EXPENSES	CASH FLOW
7	$670,123	$64,740	$144,480	-$79.740

MELISSA & PHIL'S PORTFOLIO 2017

PROPERTIES	EQUITY	INCOME	EXPENSES	CASH FLOW
10	$3,155,795	$433,563	$261,418	$172,145

Accelerator Four
PROPERTY BOOM



The fourth accelerator is about creating your own Property Boom.

This is obviously all about growth. A property boom can either be contrived or by accident. Controlled or out of your control. Obviously, I like to have things a little bit more controlled, but out of your control growth is going to be things like natural growth. It relies on the market.

You can do your best to try and target this area or that area or whatever else. But at the end of the day, it's gambling, because you don't know what the market is actually going to do.

I much prefer the manufactured growth path, because in manufactured growth, you control your outcome. I may be a little bit of a control freak, perhaps, but by controlling your outcome, you can go in with certainty knowing within a spitting distance of how much money you're actually going to make.

Some of these things can either go for you or against you, and you've got to have enough buffer in there to be able to survive either way. But the reality is that you've got an almost guaranteed result within a margin, if you do all of your analysis and due diligence properly.

So growth allows you to continue to invest. Regardless of whether your dominant desire is wealth or income replacement. You must have this as part of your overall strategy. So let's go through the process now.

1. Study All Growth Strategies in the Bootcamps, Webinars & Master Classes

The first things that I want you to study are the growth strategy sections in the boot camps, in the webinars and in the master classes so that you've really got a handle on what they are.
Get educated on:

- **Developments**
- **DA Uplifts**
- **Renovation**
- **Re-Zoning**
- **Under-market Deals**
- **Option Flips**
- **Commercial Uplifts**
- **All the Quirky Strategies**
- **Strata**
- **Subdivisions**
- **Natural Drivers**

2. Summarise each strategy

As part of this I want you to summarise in your journal each strategy.

For example, let's take subdivision. You've got a checklist for subdivision that says, you do this, then you do this, then this, and then you this. I'm not talking about this process... I'm talking about summarising subdivision as a strategy.

For example, you might note that it's the biggest bang for your buck. For the amount of money that you put in, it gives you the greatest return. Then you'd start to identify property sizes that are able to be subdivided in particular areas.

Then you might look at what kind of frontages are required? What town planning requirements would you need in your target area?

For this you'd look at relative costs for your target area, which obviously range greatly. Queensland is incredibly expensive whereas Victoria is incredibly cheap. It takes longer, but it's cheaper.

You need to get an understanding of the relative costs of what it is in the target area that you're actually focusing on. You'd look at a potential for a stage development, one of the great things about a subdivision.

Let's take my son's block as an example. It's a big block that can be subdivided. He's not flushed with funds and he's not able to finance huge amounts of money. So the biggest bang for his back is living in the crappy old house, doing whatever he can, painting, whatever he can, et cetera, but not costing a whole lot of money, and get the subdivision in place.

Now, as soon as that subdivision is in place, he goes through the checklist and it gets surveyed off and approved by the Council and he's got a subdivision. It's now in two pieces. It's now worth a whole lot more.

So with the equity that's been created out of that process, he can now go back to the bank and say, "Okay, I now need more money because I'm going to build a duplex on this part of the block."

He then goes and gets his finance, but he doesn't have to find more money to do that because he's created equity out of the subdivision. So it's a stage process. And then he builds these duplexes and he may sell one, keep one, rent them both, whatever. And then due to this process, out of his refinance, he'll actually have enough to be able to complete the renovation on the front house.

Now that gives him the ability then to be able to have, in his case four rents because he's got a granny flat as well. Four rents. Now he won't have to sell, but he could.

If a better deal comes along and he hasn't got the money to go into the next one because he's holding everything, or he hasn't got the serviceability, he might have to have a sacrificial lamb, even though they're great properties. Nothing needs to be done with any of them. He may need to do that because he may need to stage the process.

So that's what I mean by actually thinking through what it is and how it applies to you. And actually write down the characteristics of that particular thing, that particular strategy. I just picked subdivision as an example. So write down the characteristics of the subdivision, even for a seller JV.

Actually it's a fantastic seller JV deal.

At the time of writing, we're in the middle of the Covid pandemic and people are hurting. They're sitting on all these large blocks, and they don't want to sell them, they don't want to move, and whatever else, you could go in and negotiate and say, "well, look, I'll pay for the subdivision. I'll pay for the fence or whatever we need. I know what to do.

We'll get an evaluation on your property now, we get an evaluation when it's on a smaller block. Whatever you lose in that, you get paid that make up bit. I get paid back my subdivision cost, and whatever we make over and on top of that, let's split it. 50/50."

You know how many people would jump at that right now? People who are sitting there on their properties going, "I don't want to sell, but I've lost my job. I need money." Oh my God, if you can't do one of those deals now, you're not trying. There are plenty of them around.

3. Identify requirements for each strategy e.g. Equity, Time, Skill / Experience, Serviceability, Personality

The next thing is you need to identify requirements for each strategy. As in, how much equity would I need in order to do this strategy? How much time, skill-level, experience, and serviceability do I need to do it? And what kind of person do I need to be to do it?

Am I the type of person that's happy to do this type of strategy? Or do I need a more hands-off strategy? Renovation takes a fair bit of work, whereas a subdivision's not that hard. A construction's not that hard. You're not doing the work. You're organising. You're getting professionals to do the work, but you're not physically doing it. Whereas in a renovation, no matter how hard you try, you end up getting rubbed into doing something. It's always the hardest strategy.

For example – money, suitability, price point, time requirements, skill-level – all these are a part of the process of ascertaining if a strategy is right for you.

4. Relate Strategy requirements to your current financial position

Relate the strategy requirements to your financial position. Keep the process in your journal. So you're systematically working through all of the accelerators and in particular, how they apply to you. For instance, when we're talking about accumulating wealth and these accelerators here, what are we really talking about? It's development. It's under market deals. It's subdivisions. Strata. Renovation. It's DA uplift. Commercial uplift. Option flips. Rezoning. It's natural drivers. It's all the quirky strategies that we go through as part of boot camp. So it's all there for you. It's all there in the master classes and everywhere else.

5. Keep process in your Journal

Start to work through this systematically and make sure you're keeping a record of it in your journal.

6. Take Your Time!

Okay. Now I really want to stress this. Take your time. Don't rush this process because time spent in the planning and understanding phase will not only save you money in the long term, it will also make you money. So don't rush this. Don't try and skip ahead just because it's not exciting. Too bad – do the work. That's my answer to that.

Life Changed: **Sanders**

With the correct education and support you can take control of your financial future, like Sanders, who with 14 properties in six years turned dream and drive into millions.

Leaving his family behind in Zimbabwe to come to Australia was the hardest thing Sanders ever had to do. But it was a gamble that paid off, and Sanders has used a phenomenal run in property investing to set his family up for a life they never dreamed was possible.

Sanders flew into Sydney airport with $50 in his pocket. He sold everything he had to come to Australia, and it broke his heart to think of his wife and three children he had left behind.

However, he was doing this for his family, and he worked three jobs until he had enough money to fly them all over to join him. From that point on, he and his wife, Khumbu, worked tirelessly. As registered nurses, they worked multiple jobs at various hospitals across Sydney, often barely seeing each other between shifts.

In a few years, they had saved enough to buy their own place, and Sanders was committed to giving his kids a stable place to call home. A few years after that, they had saved enough to buy their first investment property – negatively geared and a bit of a dud in hindsight.

"I had to sell everything we had just to afford the flights. Not only did I leave my family behind, I left them with nothing."

However, it was the beginning of a journey with real estate, and in 2013 Sanders saw Dymphna Boholt talk at a one-day event, and was immediately impressed with her down-to-earth approach to property investing.

Using the strategies on offer through ILRE, Sanders was able to begin an incredible run of deals. In six years, he has bought 14 properties, delivered almost $1 million dollars in profit, and created $60,000 a year in passive income.

Not only that, with other members of the ILRE community noticing his amazing results, Sanders was able to earn $120,000 as a buyer's agent last year alone.

Looking back, Sanders is incredibly grateful for the opportunities he has received, and for the life that property investing has made possible.

This is how his dream became a reality.

Deal 1: New build, new beginnings

Having thrown himself into the education modules, Sanders was keen to gain experience with building and development, and his first deal was a new-build property in Western Sydney. Picking the land up for a bargain and building cheaply, Sanders was able to sell this one for a profit of $265,000 … which made the small cost of the ILRE training seem like a real bargain!

Deals 2 & 3: Off-the-plan, off the beaten track

With the confidence to invest outside of their own back yard, Sanders bought off-the-plan townhouses in Townsville and Newcastle. While this is a little outside Dymphna's playbook, these have been solid investments and gave Sanders useful experience in assessing development potential.

"When I came to Australia I was worth $50. Today I am worth $1.5m. It's been an amazing journey."

Deal 4: Stack 'em up

Sanders' training had shown him that there was often value in stacking different strategies together, and so for his next deal Sanders bought a run-down block on a large piece of land. Doing a cosmetic renovation on the house and adding a separate downstairs flat, Sanders was able to quickly flip the property on for a profit of $143,000.

Deal 5: Falling in love

It was Sanders' next deal that gave him a taste for what was to become his favourite investing strategy – finding large blocks in infill development areas, and adding multiple townhouses.

Finding a large block on Sydney's south coast, he purchased the property for $425,000, spent $900,000 on building three units on the site, and sold them all for $1.8 million, or a profit of $500,000.

It's easy to see why Sanders came to love deals like this so much.

DEVELOPMENT INFILL SITE – SOUTH COAST – MULTIPLE STRATEGIES

Purchase Price	$425,000
Total Building Costs	$1,300,000
Sale Price	**$1,800,000**
Profit / Equity	**$500,000**

BRISBANE INFILL SITE – MULTIPLE STRATEGIES

Purchase Price	$795,000
Sold 1 house	**$875,000**
Keep 1 House Rent Room by Room	**$1080/week**
Positive Cashflow	**$24,000pa**

Deal 6: Accumulation phase

Sanders then bought a property for $265,000 and spent $10,000 on a quick renovation. When done he had the property valued at $400,000, delivering some very handy equity to work with.

Deal 7: Take it across the border

Sanders then decided to take his strategies to Queensland, dividing a large block in two and putting a five-bedroom house on each block. He sold one house for $875,000, and rents the other one out as a boarding house for a positive cash flow return of $24,000 a year.

Deal 8: Another keeper

Sanders has another development deal in the pipeline, building a four-bedroom duplex in Albion Park, Sydney. This will deliver $250,000 in profit if he decided to sell, but since it will be positively geared to the tune of $15,000 a year, Sanders will hang on to this one.

Deals 9 & 10: Joint ventures

Members of the ILRE community were so impressed with the deals that Sanders was pulling together, that they approached him to go into joint ventures with them.

Coming on board as money-partners, where they provide all of the finance, the first deal will give Sanders a 50% share in a $280,000 profit, and the second a 50% share in a $320,000 profit.

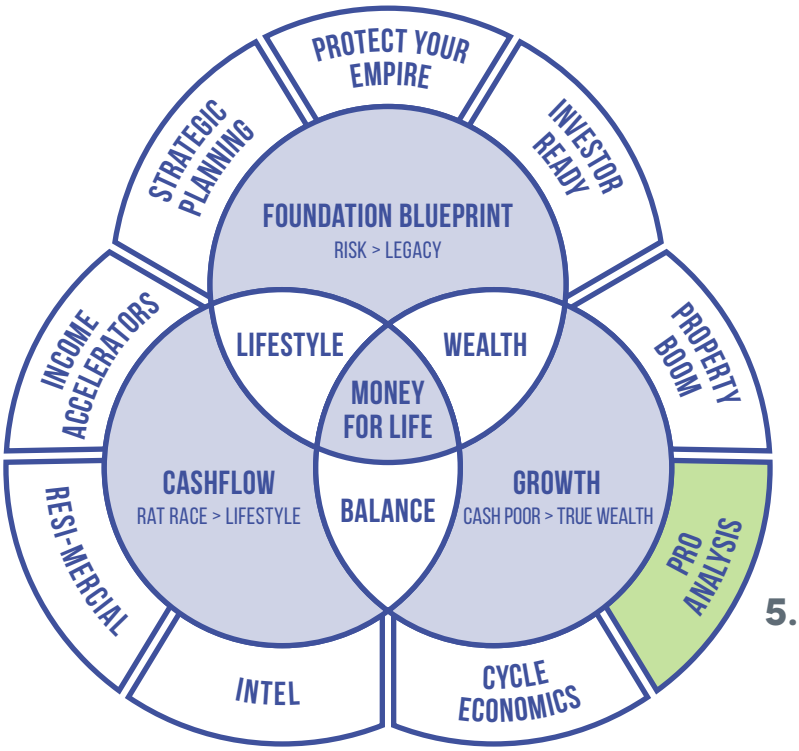
The start of a legacy

Sanders has now gone from working three jobs to working just three days a week, with plans to phase out working altogether in 2020. Sanders also knows that he and his family's future in Australia is now secure, and they finally have the freedom to live the life they were always dreaming of.

Watch the full session of how Sanders did 14 properties in six years – turning dream and drive into millions by clicking the link below or going to https://youtu.be/jpyUZHuOUtI

POST-DYMPHNA RESULTS	VALUE	DEBT	EQUITY	SOLD	CASHFLOW
GLENWOOOD – PPR	$1.25M	$750K	$500K	KEEP	$0
GRANNY FLAT	$120K	$100K	$20K	KEEP	$12K
GOROKAN	$400K	$180K	$220K	KEEP	$5.7K
CAMP HILL	$875K	$620K	$255K	KEEP	$24K
TULLIMBAR	$1.05M	$800K	$250K	KEEP	$15K
TOWNSVILLE	$465K	$260K	$205K	KEEP	$2.7K
JORDAN SPRINGS	–	–	–	$715K	–
JESMOND	–	–	–	$357K	–
MARKS POINT	–	–	–	$718K	–
ALBION PARK RAIL	–	–	–	$1.8M	–
TOTAL	**$4.16M**	**$2.71M**	**$1.45M**	–	**$60K**

Accelerator Five
PRO-ANALYSIS



We're now going to move to the next accelerator, which is Pro-Analysis.

The first thing is that this is where you up-skill in using the technical tools. This is about being efficient and effective in your property investment. And this is the difference between using an abacus, versus a calculator, or a computer to actually do the work. There are many tools out there that are very valuable and interactive.

There are so many things that can actually be used that people don't actually know about. We have a big section in the boot camp called Tech Tools. Start there, and also look at webinars on these things as well.

1. Study GVA in Boot camp, Webinars & Master classes

The first thing is, I want you to study grid variance analysis (GVA) in the boot camp, the webinars, and the master classes. I want you to know how to do grid variance analysis, upside-down, backwards, back- to-front, standing on your head. You've got to know how to do this.

Now, obviously, there is software to do this, with you, not for you. It's a grand total of a couple of hundred bucks a year. Get the software, but you must understand it first. Because, otherwise, it's just going to be a case of garbage in, garbage out.

2. Study Tech Tools in Boot camp and become familiar with and practice using the free tools and apps

Study tech tools in the boot camp and become familiar with the practice of using the free tools and apps. There are lots of them. We're forever expanding this section of the boot camp. So stay on top of it. We're often bringing out new things on Facebook to chat about this or that. These tech tools are really, really important.

3. Listen to the Webinar on how to use the ILRE Feasibility Study Program

Listen to the webinar on how to use the I Love Real Estate (ILRE) feasibility study software. There's a webinar there on how to use it, and all of the things, and the features, and the functions, that it's got. It's absolutely brilliant.

If you don't have a PC, go and buy a little cheap, crappy one from Cash Converters and use that for the software. John who developed the feasibility study program has an aversion to Apple. Not really – it's just that it doesn't integrate a lot of the programs that he uses behind the scenes very well.

So just go and buy a PC. I mean, I don't use PCs at all, but I've got a number of laptops around the place that I use just for this feasibility and the GBA software.

4. Send email to Receive the ILRE Free Software

If you haven't already send an email off to guys at Knowledge Source to get your software. You actually get sent out a dongle that I want you to then pop into your computer.

5. Review Feasibility training webinars once you have the software

Review the training webinars once you have the software in your computer. Then, play with it. Learn to use it. Learn to do deal after deal, even if they're not real deals, just so that you know how to use it because you can get very, very quick with it.

6. Practice doing Reverse Feasibilities

Practice doing reverse feasibilities. There are webinars on how to backtrack an existing project or development. When you have done 20 of each strategy, you will have a good understanding of the relativity and profitability of each strategy in your target area.

When you move to a different target area, do another 20 reverse feasos. Now that's a lot of work, but this work will pay off because you will know when a deal comes along. You go, "That one's going to make this much money".

That's where you need to be. You need to be that good of an area expert.

7. If you have existing properties in your portfolio – do Return on Equity Analysis and Opportunity Cost Analysis – there are templates and webinars on each of these calculations

If you have existing properties in your portfolio, you need to do return on equity analysis and opportunity cost analysis. There are templates and webinars on each of these calculations that you need to go through.

8. Do a risk assessment on yourself (Low, Medium or High)

As part of this, you also need to be determining whether, again, you are low, medium, or high risk, from a sensitivity analysis perspective.

What If I'm Having Trouble?!?

I'm going to be pretty hard on you now. If you are having trouble finding the right strategy, if you are having trouble finding the right deal, if you are having trouble deciding on an area to invest in, if you are feeling confused about what to do next, there is one simple answer.

You simply haven't done enough work and you're not following the system.

Do the work. Follow the system. Because the system will actually guide you through the process to achieve your desired outcome. If you're finding yourself frustrated because you can't find a deal, you haven't done the work.

That's what it comes down to. You haven't done enough reverse feasos.

You haven't done enough grid variance analysis. You haven't done enough work to put yourself in a position to be able to go, "That's the deal I want, and this is why".

Life Changed: **Julie**

With the right knowledge you can take action to turn a crisis into opportunities. Julie made $237,000 and gave her family hope again.

Julie had lost money on property in the GFC, and it was a case of once bitten, twice shy. With a divorce, a drug addicted daughter and a grandson to look after, Julie needed to step up and save her family. With the right property training, she was able to do so. Here's how.

Julie and her husband bought two house and land investment packages in Perth in 2006. When the GFC hit and smashed the Perth market, Julie and her hubby had to bunker down and ride out the storm. They sold one of those investment properties for a loss, and moved into the other after selling the family home. It was a bitter experience, and one that almost put Julie off property investing for good.

To make matters worse, Julie's teenage daughter started mixing with a bad crowd, eventually becoming addicted to drugs, fleeing north to Karratha and leaving her two-year old son behind, Julie knew she had to step up. She wanted to be able to care for her grandson, and to be there for school pick-ups and drop-offs.

Her day job wasn't going to give her that flexibility.

And so she came back to property investing, although this time she committed to doing it properly, signing-up to study with the ILRE community.

"When my daughter got tangled up in drugs, I needed to be there for my grandson. I never could have done it if I was still working a day job."

This opened her eyes to what was possible, and she found an investment strategy that made her feel safe: quick renovation flips, often working with joint-venture partners.

These strategies allowed Julie to get in and out of the deals very quickly – sometimes in as little as four weeks.

This gave the market no opportunity to move against her as it had done during the GFC.

It also meant that Julie could stick to Perth, a market she knew well. And since she was creating her own profits, she could still make money, even though the Perth market overall has not done well in recent years.

This strategy gave Julie the control she was looking for.

"I needed a new strategy. Something I could do without much money, but that allowed me to get out of the rate race."

Since joining ILRE, Julie has now done eight renovations, creating $237,000 in profit for herself. This new income stream has given her the ability to quit her day job and be there for her family.

However, Julie says that it has been amazing to offer her family a different kind of role model, demonstrating that you can take charge of your life and make it what you want. Julie's daughter has now cleaned herself up and moved back home, and following her mother's inspiration, has started her own horticultural business.

Here are some of the deals Julie did to make this transformation possible.

Deal 1: A diamond in her backyard

Julie had been hunting around Perth, when one of her real estate contacts proposed a deal. The owners of a property in Queensland wanted to be rid of the house, so Julie put in a quick offer of $360,000, which was accepted.

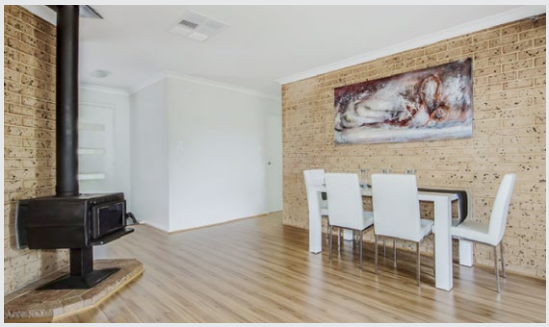
She then did a low-budget renovation. No new kitchens or bathrooms – just a good lick of paint and a polish of the floorboards. The renovation cost just $17,000, but Julie was able to sell it on for a $37,000 profit just four weeks after she purchased it.

Not bad for a month's work.

Deal 2: Distressed sale

Next, Julie found a property with an owner who was on the brink of bankruptcy. Julie gave him $20,000 to just walk away, letting her take over the mortgage and pay off the various debts to the council, the electricity company, and so on. Spending another $25,000 on a quick renovation, Julie sold the property on for a profit of $100,000. Again, in just four weeks.

"We paid him $20,000 to walk away, and we took over the mortgage."



RENOVATION NO. 2 (JV)

Renovated and sold in 4 weeks

Bank valuation	$153,000
Renovation & other costs	$60,000
Sale price	**$320,000**
Profit (Split 50/50 with JV partner)	**$100,000**

RENOVATION NO. 5 (JV)

Bought, renovated and sold in 12 weeks

Purchase price	$257,000
Renovation cost	$82,000
Sale price	**$409,000**
Profit	**$39,000**

Deal 3: Cheap Character Cottage

People started to take notice of what Julie was achieving, and someone approached her to help her do a deal. This woman had money to work with, but was time poor, so she wanted Julie to find and execute the deal.

They purchased a property for $230,000, spent $23,000 on a renovation, and sold it again for a profit of $23,000. Julie describes that as 'quite a small profit', but again, it's pretty good return for just four weeks' work.

Deal 4: The house is trashed

The next property she picked up as a mortgagee-in-possession, and the place had been trashed – there was graffiti on the walls and all the windows had been smashed in. However, it was in a good neighbourhood, so she was able to turn a profit of $39,000 in 12 weeks.

Deal 5: So many cats!

With more people wanting to enter into a JV with her, Julie found an estate that was practically uninhabitable, as the previous owner had eight cats.

She picked it up for a song, renovated it, and solid it six weeks later for a profit of $63,000.

"He had eight cats in there and it stunk to high-heaven. But it meant we got it for just $130,000."

The Rock A Family Can Rely On

There are more deals we could outline, but you get the gist. Julie has found a strategy that works for her and her JV partners. And she's achieved this while holding her family together and being the rock her daughter and grandson could rely on.

Watch the full session of how Julie made $237,000 and gave her family hope again by clicking the link below or going to https://youtu.be/XvBuKYtmZSQ

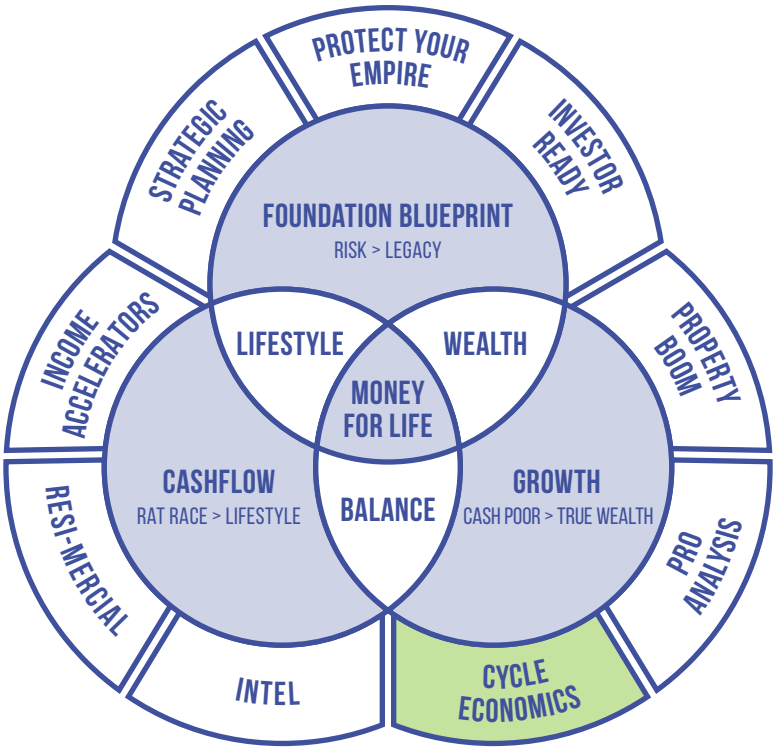
PRE-DYMPHNA PROPERTY	VALUE	EQUITY
SECRET HARBOUR	$220,000	$95,000
POST-DYMPHNA PROPERTY	**VALUE**	**EQUITY**
SECRET HARBOUR	$390,000	$190,000
MY SHARE OF PROFITS FROM 8 RENOVATIONS		$237,000

7 Reasons You Must Attend This Brand New Online Class

- **Find Out Exactly Where House Prices Are Heading –** This little known 18 year property super-cycle has accurately predicted price movements for over 150 years. And it's doing it again.
- **Create Your Own Property Boom** – Don't wait for the market to move. Discover how investors have created capital gains of $30,000 in 4 weeks … $40,000 in 8 weeks … and even $120,000 in 7 weeks.
- **Positive Cashflow Strategies** – How to enjoy lucrative returns from your properties and put money in your pocket every month.
- **Tax Secrets Of The Rich** – Discover how the wealthy pay far less tax, and how you can potentially slash your taxes by thousands of dollars a year just like them – completely legally.
- **Real Case Studies** – Case studies of ordinary Aussies just like you who replaced their income quickly. What they did, how they did it and how you could do it too.
- **Protect Your Wealth** – Australia is the second most litigious country in the world. Don't lose your wealth to a lawsuit. Do this and make yourself virtually bullet-proof and give yourself total control over your assets.
- **Quit Work Sooner** – Discover how you could potentially replace your income and retire in as little as 3 – 5 years from today.

TO SECURE YOUR SPOT CLICK THIS LINK

Accelerator Six
CYCLE ECONOMICS



6.

Let's now move on to Cycle Economics. Cycle Economics is another accelerator and some of you are going to get very excited about it and others are going to simply roll your eyes and groan, "Ooh, I hate this". Either way, a broad understanding of how markets work and of what stage of the cycle we are in is essential to making good and profitable decisions in the property investing space. In fact, it's an absolute must.

How do we do that? Well, within I Love Real Estate, you are actually very, very lucky because I spend a lot of time on this. I do webinars on it, I write a lot of blogs. There's a lot available to you.

1. Stay up to date with Webinars and Facebook posts on the Market

The first thing is, we need to stay up-to-date with the webinars and Facebook posts. This is mainly where I do the economic stuff. I will do at least two a year, which are just economics talks. It's about where we're at and what's going on. In times like this, I can't even fathom how many I've done in the last six months because things are constantly changing.

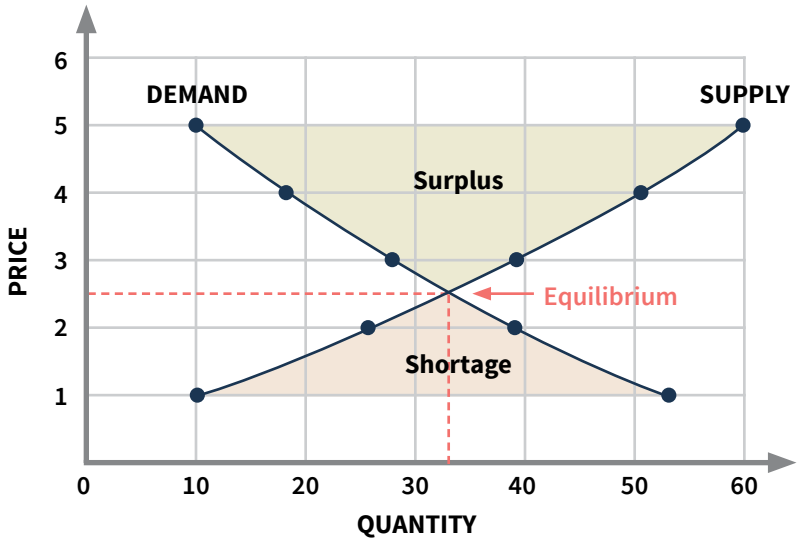
There's so much state of flux. I'm always on top of what's happening there, and explaining why the market's moving in a certain way and where the opportunities are. Just stay on top of that stuff. Stay connected to I Love Real Estate.

2. Make sure that you are across the Demand and Supply conversation for markets around the country

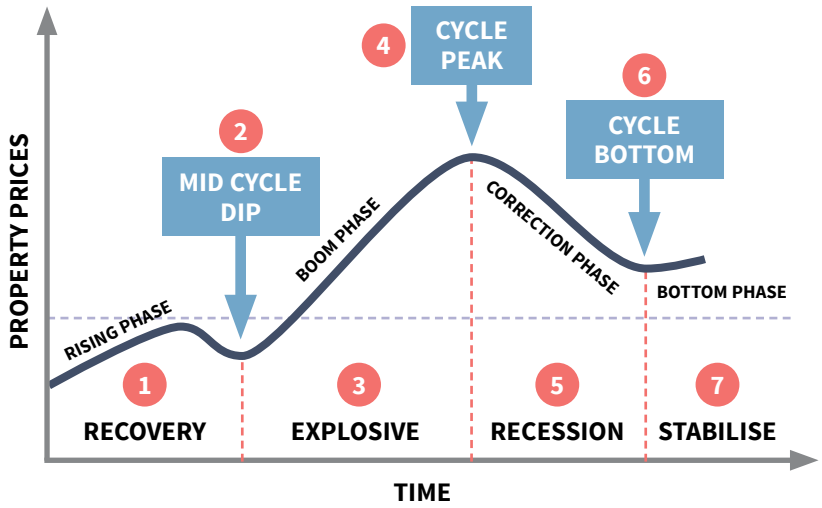
You have to make sure that you are across the demand and supply conversations for markets around the country, and the underlying fundamentals that affect the demand and supply curves for any given area.

Now, when you understand these, on a suburb-by suburb, town-by-town, and state-by-state basis, you can start to identify where the opportunities are going to be most likely. You'll need to review the training on fundamentals, as well as the difference between the fundamental economist and the chartist.

3. Review the training on Fundamentals and well as the Chartists Cycles



Above is the fundamentalist view, where you're looking at all the fundamentals that affect the demand and supply curve and where the economic equilibrium is.



Above is a typical market cycle.

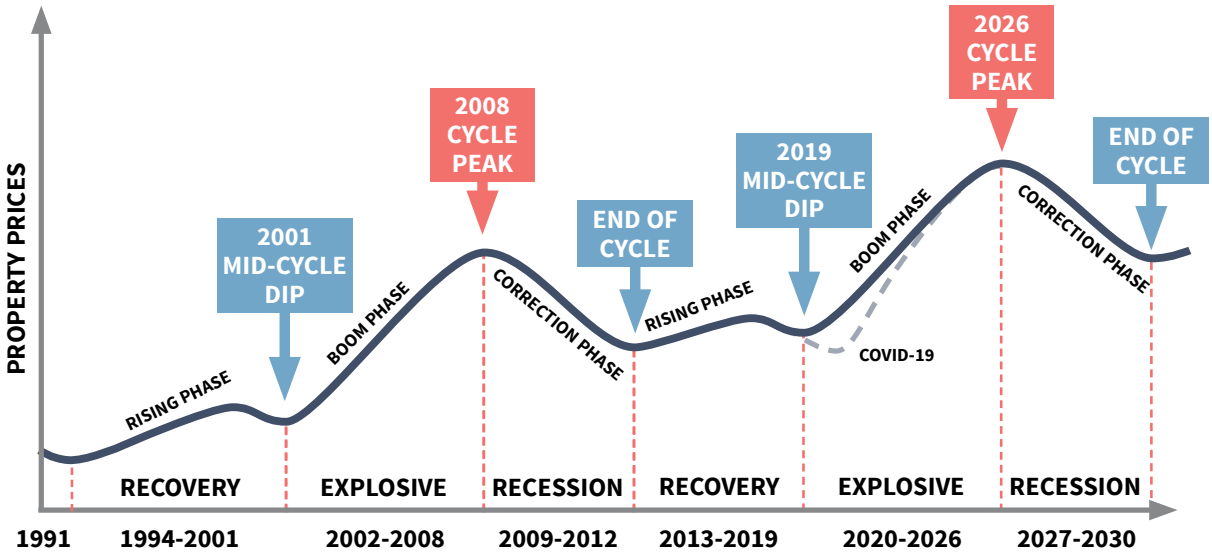
Now, right now, at the time of writing, we're at number two. We are at the mid-cycle slowdown in our classic 18-year cycle. That's where we're at.

From peak to peak, over the last hundred, odd, years in Australia, the cycle has been roughly 18 years in length. With one exception, being the end of World War II, where it was actually 25 years before the next cycle started again.

That was mainly due to people coming back from the war, and the government throwing massive amounts of money at the economy, which artificially prolonged that particular cycle. But other than that, the 18-year cycle has been pretty consistent.

In America, if you average it over the last 238 years, the average comes in at 18.16 years. They're pretty regular in this process. It is also similar in the UK.

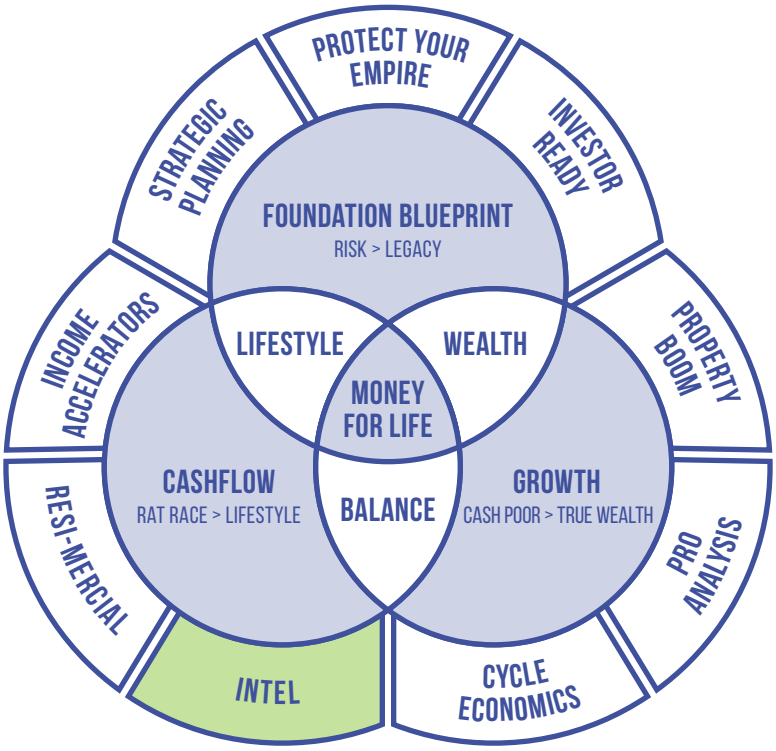
As I said earlier, stay on top of this stuff, because I do go through this on a regular basis.



You cannot afford to miss this second half of the cycle. We won't see an opportunity like this again for over a decade!

Accelerator Seven

PROPERTY INTEL



7.

Let's talk about Intel, in particular, Property Intel. Property Intel is about understanding the fundamentals: before and after tax, positive and negative gearing etc. It is also about understanding the characteristics of different styles of positive income properties.

It's really also about being able to convert negatively-geared investment properties into positively-geared investment properties, blowing off the negative and going into the positive, which is really where you need to be.

1. Review the Webinars & Master Classes on Negative Gearing Versus Positive Gearing

At this point we need to, again, review the webinars and the master classes on negative gearing versus positive gearing.

You'll find there is a number of them.

2. Assess all current properties for potential to turn into positive cash flow

Assess all current properties, your properties I'm talking about, for potential to turn into positive cash flow. Again, there are webinars on strategies to turn existing properties into positive cash flow.

3. Review the calculations on the Negative Purchasing Spiral versus the Positive Purchasing Spiral

Review the calculations of negative gearing purchasing spiral versus the positive purchasing spiral.

When you are negative gearing, it hurts. It costs you money.

Every property is basically a mini- losing business. Every property you have puts you in a worse position to go out and buy the next one. The banks don't like you as much. They won't lend you as much money, which means you've got less money to put into the next investment.

You may get a pay raise or great-aunt Bertha dies or your property goes up in value – whatever. You may get to a point where you can afford another investment, and maybe even another one, but eventually you'll invest yourself into a corner where you simply can't move forward.

Conversely, when we look at the positive purchasing spiral, every single property puts you in a better position than you were in before you bought it because you've got more money.

The banks like you more. They want to lend you more. And because you continue to do what you're doing, and because you're getting more and more profitable, the positive gearing spiral really starts to exponentially accelerate your movement forward. If you're too heavily focused on negative gearing or even on keeping properties that are just mediocre, you can get stuck from a financing perspective.

Take, for example, my son's property that I mentioned earlier. He will make $300,000-400,000 out of it and may need to sell part of it just to free himself up from a financing perspective to be able to go again. Even though all of these properties are good properties, they're finished, they're all positive cash flow and everything else. He may just need to sell.

4. Calculate the real Positive or Negative Cash Flow on existing Properties

I want you to calculate the real positive or negative cash flow on your existing properties. Now, that is, without the depreciation, without tax and all the rest of it. Are you actually making or losing money?

A lot of people wouldn't know the answer to this question. They know there's a mortgage and that there are a few costs, but when they actually add it up, it really solidifies whether they're positively or negatively geared.

5. Calculate the Passive Income you need to replace your Income today

After this, I want you to calculate what amount of passive income you need. I've underlined "need" and put it in bold to replace your income today.

What do you need to replace your income today?

It's not about what you'd like to become accustomed to living on. This is about – if you were to get the sack tomorrow – what could you minimally live on?

That is a figure you need to know.

The reason for this is because I believe your first peg in the sand goal is to actually replace that amount of income, as it recession-proofs you. It gives you a position of security because no matter what goes on out there in the big wide world, you've got a safety net. You've got security around you. I think that's very important.

6. Estimate how many properties you believe that would equate to

Then, I want you to estimate how many properties you believe you're going to need to make that happen. How many properties do you need to replace your need income?

Work that one out. It's going to be a bit of a guess, but it'll really make you think through what strategy you need, how much passive income does this kind of strategy create, et cetera, et cetera.

7. Calculate the difference between positive gearing and using the money to pay down debt versus negative gear after the tax saving.

Calculate the difference between positive gearing and using the money to pay down debt, in particular on your home. Whatever extra income you receive and use to pay down debt, this is negative gearing after the tax saving.

Make sure you calculate right to the end where you hypothetically sell the property and have to pay capital gains tax at your higher marginal tax rate
Also take into account that in order to get the negative gearing benefit, your investment property and probably your home would be exposed with no asset protection.

8. Journal your thoughts and calculations

Make sure you journal your thoughts and your calculations on this. Now, there's a very good stage presentation that I did looking at how all this plays out on two similar properties.

They were real people and it was their real circumstance. They kept the property for seven years and then they sold it. I worked out the difference between if they'd bought it in a trust and had asset protection, versus just paying that money down off their principal place of residence.

This is buying the same property, not being able to claim the negative gearing and just accumulating the profits, accumulating the losses, and then selling both properties.

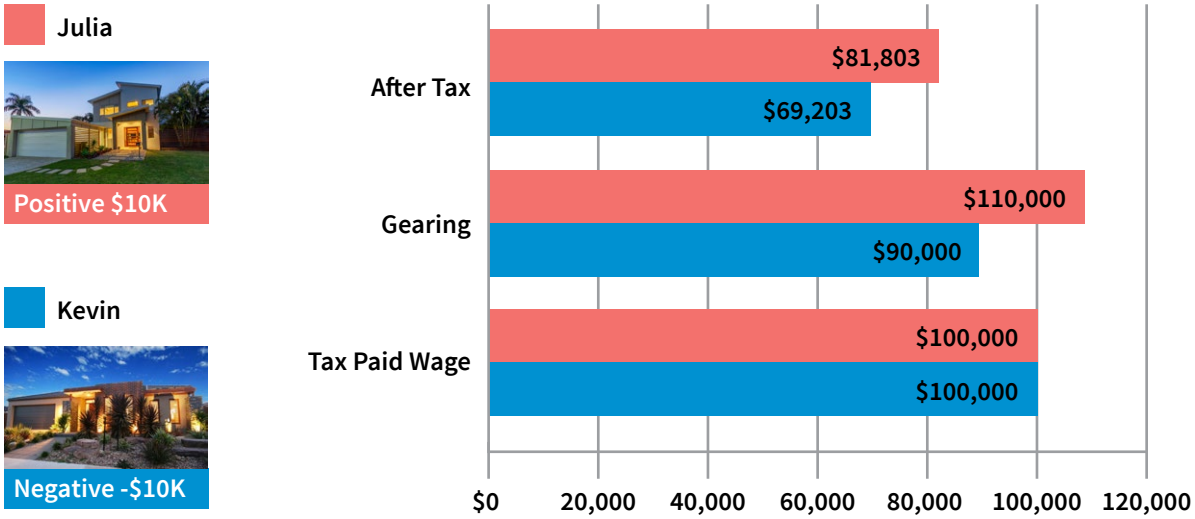
They were streets ahead by having the property in a protected structure over all of those years and not having to pay the high capital gains tax, than having it in their own names and having the benefits of negative gearing through the process, but having the asset exposed and having to pay capital gains tax at the higher marginal tax rate at the end. It'll absolutely shock you.

These are the tax rates that are out at the moment.

Income	$0-$18,200	$18,201-$37,000	$37,001-$90,000	$90,001-$180,000	$180,001+
Tax Rate	0	19c	32.5c	37c	45c

They change from year to year, but that's where they are at the moment. The company tax rate is actually coming down for active asset businesses – from 27 cents to the dollar down to 26 cents, as of the 1st of July next year. For passive income in a company, it's still going to be running at 30 cents to the dollar.

I just thought I'd add this. I know a lot of you have seen this before, but I really want to bring this home: the difference between positive and negative gearing.



Let's take Kevin and Julia. Now, Kevin goes off and buys a negatively-geared investment property of $10,000. That's negatively-geared 10K a year.

Julia goes and buys a positively-geared investment property of $10,000 a year.

They both earn $100,000 dollars. Kevin earns his $100,000 dollars, and because he's negatively-geared when he has to lodge his tax return, he pays tax on $90,000, because the other part is negatively-geared.

After tax, he ends up with $69,203, after tax, so he ends up with real money.

Julia, on the other hand, also earns a $100,000 but she has to pay tax on $110,000 because it's positively-geared. So after tax, she ends up with $81,803. That's the tax rates for this year.

Overall, Julia is better off than Kevin by $12,600. That's got to speak volumes to you. But I still have people trying to argue with me that negative gearing is the way to go.

It just isn't.

Life Changed: **John**

This is an amazing story. John is soft spoken and humble. He never talks about his results with property, other than to say "I'm lucky enough to be earning six figures a year now".

When Dymphna Boholt asked him to share his remarkable story, he only agreed to open the books on the hope that it might inspire others.

John grew up in the Kensington housing commission flats in Melbourne. They weren't pretty when they were built and they haven't got any better. John's parents worked sewing clothes for minimum wage. As refugees from Vietnam with no English, it was all they could do.

Watching his parents work so hard for so little inspired John to apply himself. He studied hard and got good grades, eventually graduating with a pharmacy degree from university.

From there he got a "fairy-tale" job, working at a pharmacy just 100 metres from where he grew up. However the fairy tale soured when the pharmacy ran into hard times and he became redundant. He found himself living back at home, with just $3.67 in his bank account.

To make matters worse, with the wolf of depression lurking around his door, his girlfriend left him. He admits he wasn't fun to be around in those darker days.

However, it was all the wake-up call he needed. He never wanted to be so dependent on a single source of income again. After finding an ad for Dymphna's program in the newspaper, he sussed out the training on offer and he threw himself into his studies.

The Right Tools in the Right Hands

With John's work ethic and natural optimism, the strategies he learnt with Dymphna became a formidable weapon.

He started small, with a three townhouse subdivision, but from there, there was no looking back.

Over the next five years, through a clever use of subdivision and small-scale development, John built a massive real estate portfolio. When current developments are complete he is expecting to have 42 properties, $8M in equity and up to $300,000 a year in passive income!

Deal 1: The Three Townhouse Appetiser

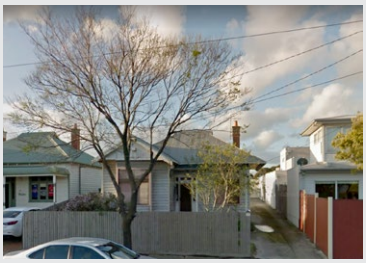
John's first deal took a while to land, but was relatively straight forward. He bought a property in regional Victoria for $480,000. He subdivided the property into two, renovated the front house and built two townhouses on the back. With an end value of $1.5M, and earning $1,300 a week, the property earns John $20,000 a year in passive income, and gave him $700,000 equity to work with. Remember, this is just the beginning!

"At the start it feels daunting and scary. You think, 'Why aren't I getting results?!' But you've got to keep your head up."

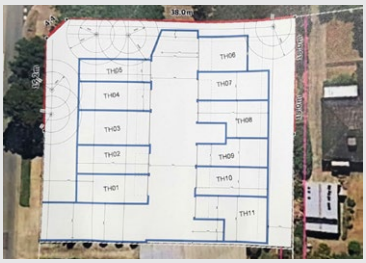
DEAL 1: 3 TOWNHOUSE SUBDIVISION
- Purchase Price: $480,000
- Strategy: Renovate front, build 2 at back
- End value: $1,500,000
- Rent: $1300 pw
- Cash flow: $20,000 pa
- Profit: $700,000

DEAL 2: DOUBLE BLOCK
- Purchase Price: $335,000
- Strategy: Demolish, build 20 apartments
- End value: $5,000,000
- Rent: $5200 pw
- Cash flow: $80,000 pa
- Profit: $2,050,000

DEAL 3: 3 TOWNHOUSE DEVELOPMENT
- Purchase Price: $400,000
- Strategy: Develop 3 townhouses to rent
- End value: $1,800,000
- Cash flow: $5,000 pa



DEAL 4: 5 TOWNHOUSES MELBOURNE
- Purchase Price: $1,350,000
- Strategy: long settlement, off-market, develop 5 townhouses
- End value: $3,250,000
- Profit: $750,000



DEAL 5: 10 TOWNHOUSES MELBOURNE JV
- Purchase Price: $2,650,000
- Strategy: Double block, JV develop 10 townhouses
- End value: $11,000,000
- Profit: $3,000,000

Deal 2: Right place, right time

In 2012, John got a call from the Ray White agency. He had once asked them about a rental valuation for a property he already had in the area. They were calling him to let him know the property next door was coming on to the market. It was going to auction the next day.

John knew that having a side-by-side deal would give him lots of potential and since he was market ready through Dymphna's training, he showed up to the auction and bought the property for $335,000.

Luck then smiled on John. Since the properties were close to a shopping centre, the council changed the zoning to high-density.

Where John had been talking to his architect about eight townhouses, the architect said he could fit a full 20 properties on the site!

That was exactly what John did, demolishing the property and building 20 units. With an end value of $5M, renting for $5,200 a week and providing $80,000 pa passive income, John has managed to keep all 20 properties for an equity lift of $2M.

Deal 3: John Comes to the City

With a war chest to work with, John then set his sights on metro Melbourne. He bought a large site for $400,000 that he felt had potential. All the architects he spoke to were telling him he couldn't get more than two townhouses on the lot.

However, John wouldn't settle for two. So he looked up the council plans and found the architect in the area that was building the kind of thing he wanted to build. John called the architect up, who straight off the bat said, "Yep, no worries. We can get three on there." Those three townhouses are now worth $1.8M, delivering an equity gain of $650,000.

Deal 4: Working like Clock-work Now

Staying in metro Melbourne, John's next deal was bought off-market from someone working fly-in fly-out, with a long settlement. This long settlement gave John space to get a large development going, building five townhouses on the block for an end valuation of $3.25M, and an equity gain of $750,000.

Deal 5: Why Not Ten?

John then found two neighbouring blocks for sale in Metro Melbourne, listed with two separate agents. He knew that there was enough room for ten townhouses on the blocks. So he purchased one but negotiated 30 days for due diligence in order to ensure that he could get the second.

He did and those ten townhouses are now worth $11M, delivering an equity gain of $3M.

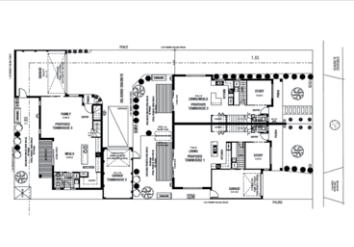
Deal 6: Why Not Another Ten?

John had found a development site off-market with enough room for another ten townhouses. On a purchase price of $1.4M, he negotiated a twelve month settlement.

However, CBA withdrew finance on him at the last minute, with just weeks left to settle. John called the owner immediately and apologised for the situation. She was OK with it, but needed $500,000 for the place she was moving into.

John offered to write her a cheque for $500,000 and settle the rest as soon as he could. He was getting the property 30 per cent under market so he didn't want to let it go. This sent his lawyer into conniptions, exchanging so much money without any security in return (and as Dymphna points out, there are other ways of doing these things).

However, John believes in the good in people and this deal worked out for the best. By best, we mean an end value of $4.2M on 10 townhouses and a $800,000 equity gain.



PHARMACY BUSINESS MELBOURNE
- Purchase Price: $1,200,000
- Strategy: vendor finance, below MV, indefinite lease, off-market buy
- End value: $2,200,000
- Cash flow: $300,000 pa
- Profit: $1,000,000

DEALS 6&7: 10 TOWNHOUSES MELBOURNE
- Purchase Cost: $1,060,000
- Strategy: Knockdown and build triplex
- Build Costs: $1,640,000
- End Value: $4,050,000
- Profit: $1,350,000

JOHN NGUYEN TRUST SCHOLARSHIP
John created his own scholarship fund to help disadvantaged kids at his old high school. Felix, the current scholarship winner, dreams of studying bio-medicine at University.

"You've got to speak to the Universe and make your intentions really clear."

Deal 7: The Power of Half An Hour

John then found out the neighbouring property was coming on the market. He was volunteering in Malaysia at the time, but he called his architect to see how many townhouses he could get on the lot. He said 10 and that would work. It was a five-minute call.

He then called his mortgage broker. Could he get finance? Yep. Another five-minute call.

He then called the real estate agent. Could he get a six-month settlement and a 5 per cent deposit? No worries.

Finally he called his parents and asked them to go to the auction on his behalf. They agreed.

In just half an hour he lined a great deal that will deliver the kind of results that John is used to.

A Believer in Education and Empowerment

John is now determined to give back to his community. He has created his own scholarship fund to help disadvantaged kids at his old high school. He is also the first Australian president of the International Pharmaceutical Federation.

John's results are truly an inspiration to people – no matter where they start. In just five years, John has built a 42 property portfolio. This provides him with an income of $300,000 a year.

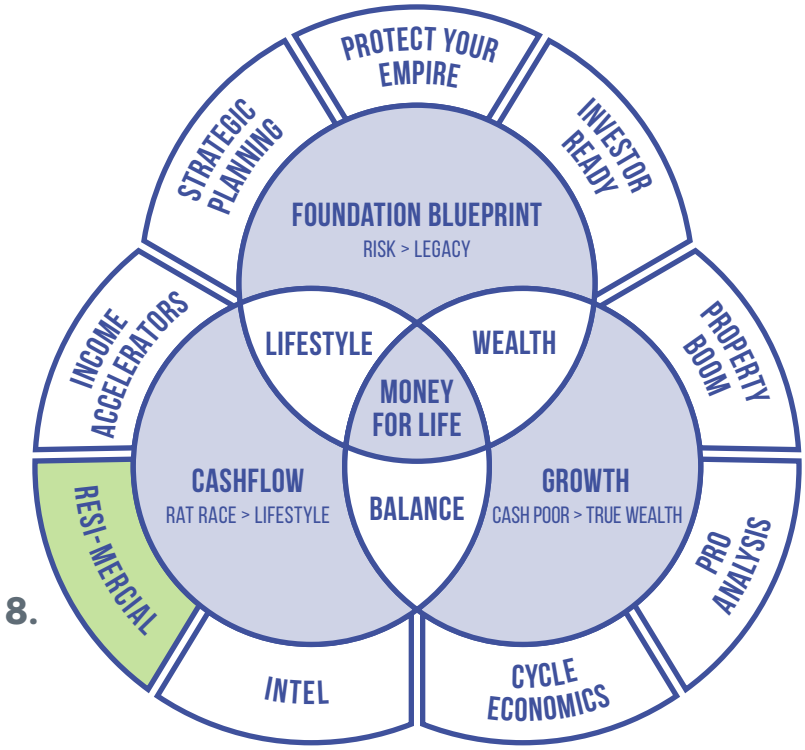
To a large extent, John's easy going and optimistic nature has created his own luck. However, it was the skills and training he received from Dymphna Boholt and the ILRE community that meant that he was ready to strike when opportunity knocked.

And as John's mentors can attest, it couldn't have happened to a nicer guy.

Watch the full session of how John built a $300,000 pa passive income stream in just five years by clicking the link below or going to https://youtu.be/N6Pr6uJWj6U

PRE-DYMPHNA		POST-DYMPHNA	
PROPERTIES	1	PROPERTIES	EXPECTED 42
EQUITY	$35,000	EQUITY	$8,000,000
CASH FLOW	$30,00PA	CASH FLOW	$300,000PA

Accelerator Eight
RESI-MERCIAL



8.

Let's now move to Resi-Mercial. What am I referring to here?

Well, Resi-Mercial, apart from being a style of property that has both residential and commercial, is also the balance between the two types of properties in your portfolio.

Residential and commercial markets run in the same cycle. However, commercial is always lagging behind residential. When the residential market surges, it normally takes around one to two years before the commercial market starts to respond.

That has to be taken into account right now, as to where we're at in the cycle, because it will be the residential sector that will surge first. There'll be a little bit of time before we start to see that flow over into the commercial sector.

1. Study all the Boot camp Sessions, Webinars and Master Classes on the Residential and Commercial Strategies

The first step in relation to this accelerator is to study all the boot camp sessions and webinars and master classes on the residential and commercial strategy. You need to understand them upside-down and backwards.

2. Determine your initial preference for either residential or commercial property investments

You need to determine your initial preference for either residential or commercial investments. Some of you are going to be making this decision out of a bias against commercial investments, in normal circumstances. Others will take a more educated approach, thinking that, right now or over the next couple of years, you're going to see some amazing opportunities in the commercial sector, but you've got to be responsible about it. There's a lot more to learn in the commercial sector. There's a lot more to understand. There's a lot more analysis and due diligence that is required, working with your solicitors on leases and things.

3. Map out the pros and cons for each based on your current starting position.

For example:

- **If you are Equity Rich and Cash Flow Poor**, financing a commercial deal may be easier than doing a residential deal – a Business Real Estate deal could even be easier to finance

- **Whereas if you were Cash Flow Rich (i.e. a good job) but equity poor** then the reverse would be true and a high LVR (loan to valuation ratio) PPR (principal place of residence) deal would work better.

I actually believe it's going to be a balance of the two, but you need to map out the pros and cons for each, based on your current starting position. Some of you are going to suit commercial deals, and some of you are going to suit residential ones first.

That's where you need to go through the training and work out which one is really you. For example, if you are equity rich and cash flow poor, financing a commercial deal may be easier than doing a residential deal.

A business real estate deal could even be easier again to finance. That has to be taken into account. Whereas if you are cash flow rich – aka you've got a good job – but equity poor, then the reverse will be true. A high LVR PPR deal would work better for you.

4. Do some hypothetical purchases of each and see how the numbers play out

This is a matter of matching the type of property to your particular situation and doing some hypothetical purchases of each to see how the numbers play out. Just work through, in your circumstance, what would happen if you bought this property. What kinds of expenses are there going to be? What kind of mortgage would you have to be paying? How long before it pays itself off? All of these things.

Do the "what if" scenarios. If you are concerned about maybe having a tenant vacate for a period of time, what would that look like? Actually, work it out. Do some hypothetical use. Do some hypothetical future planning as to what that might actually look like and get yourself comfortable with one or the other, or both. I actually feel you need both. I think that in the long term, both will serve you better than just concentrating on one or the other.

5. Journal your thoughts and calculations

Journal your thoughts and your calculations. Again, you're creating this amazing manual to be able to go back to.

Life Changed: **Shiral**

Let's take a break to discover how this young man from Sri Lanka turned $40,000 into $32 million of property deals – in just five years.

Born into a humble household in Sri Lanka, Shiral never had much money growing up. He remembers at one stage his father didn't have enough to pay for his karate uniforms, and he had to quit.

When he was 17, Shiral's father suddenly passed away. This taught Shiral that are no certainties in life so he became driven to work hard and become financially secure.

Shiral and his teenage sweetheart, Chani, worked incredibly hard to set themselves up. They studied very hard and came to Australia to work as nurses, both going on to do post-graduate study.

They both then got 'good jobs'; Shiral became a Clinical Nurse Specialist and worked in management positions. To save for a house they both worked long shifts, often leaving at 6:30 in the morning and coming home at 11:30 at night.

"A lot of people at work said, "Oh you're going to go broke. You're not going to make it." I didn't argue but I didn't let it stop me either. Don't listen to people who have never done anything."

But Shiral felt that there must be more. He wasn't there when his sons first started to speak, or when they first started to crawl. He was living to work.

To make matters worse, Shiral couldn't see a way out. Robert Kiyosaki, the author of Rich Dad, Poor Dad, says that a job is a short-term solution to a long-term problem, and Shiral knew that as long as he was trading time for money, they'd never be able to live the life they dreamed of.

One day, one of his colleagues invited him to a one-day event Dymphna Boholt was running, and this gave Shiral the hope he was looking for. He threw himself into the study materials, watching the training videos over and over.

"I've done very well, but I didn't come up with any of this. I learnt these systems from Dymphna. I just made them happen."

In the meantime, Chani was jealous. Shiral was spending more time with Dymphna than with her. But the study paid off. Shiral and Chani had just $40,000 to work with, but Shiral identified some strategies that could get them moving forward, and in his first deal Shiral turned that $40,000 into $150,000.

That gave Shiral and Chani the start they needed, and after another couple of similar deals, Shiral moved into larger development deals. His first was a 26-lot subdivision, which created over $2 million in profit for Shiral and his investors.

From there, Shiral and Chani were on their way. They have now organised two more deals, each one bigger than the last, and they have almost $32 million worth of property completed or in progress. More importantly, Shiral and Chani now earn almost $100,000 a year from their investments. This has enabled Shiral to quit his nursing work and stop trading time for money.

And, they were able to do all this in less than five years. This is how they made it happen.

Deals 1 & 2: Starting with nothing

Through all of his study, Shiral learnt about property options. An option is the right, but not the obligation, to purchase a property. That gave Shiral the ability to complete the deal before he was required to pay for it.

He found three vacant lots in north-west Sydney, engaged a builder, and sold them on as house and land packages. The option fee and the legal cost Shiral $40,000, but he created a profit of $150,000 on the deal in a matter of months.

This worked so well that Shiral did it again, turning a quick profit of $75,000 on another three-lot deal.

Deal 3: Bigger This Time

Dymphna had taught Shiral that it's best to become an expert in a small number of strategies, rather than running around and trying lots of different things. So Shiral went for another option deal, only this time on a parcel of 11 lots.

Using the same builder, Shiral created half a million dollars in profit, of which his share was $400,000.

"Successful completion of projects not only benefitted myself but also the people that trusted in me – thanks to Dymphna's Education."

DEAL 1: RIVERSTONE NORTH WEST SYDNEY
3 Lots sold as House & Land

DEAL 3: RIVERSTONE NORTH WEST SYDNEY
11 Lots sold as House & Land

Deal 4: Into the big league

At this point, north-west Sydney was becoming too expensive, so Shiral went looking for deals in south-west Sydney. He did a letter-box drop himself, walking door to door on foot, dropping off bright pink envelopes with offers to buy.

This turned up a large three-acre property that Shiral engineered into a 26-lot house and land project. That deal alone has created over $2 million in profit.

Deal 5: A system that works

Shiral now has a system he knows and loves, and he has secured another 26-lot project in Sydney's south-west. The DA is with the council now, and it should also create several million dollars in profit.

DEAL 5: AUSTRAL SOUTH WEST SYDNEY
26 Lots Land Subdivision

Dreaming big, remaining humble

In just five years Shiral has created a personal fortune of over $4 million and has created an income stream of over $100,000 a year. He has quit his day job and finally has the time he wanted to spend with his family.

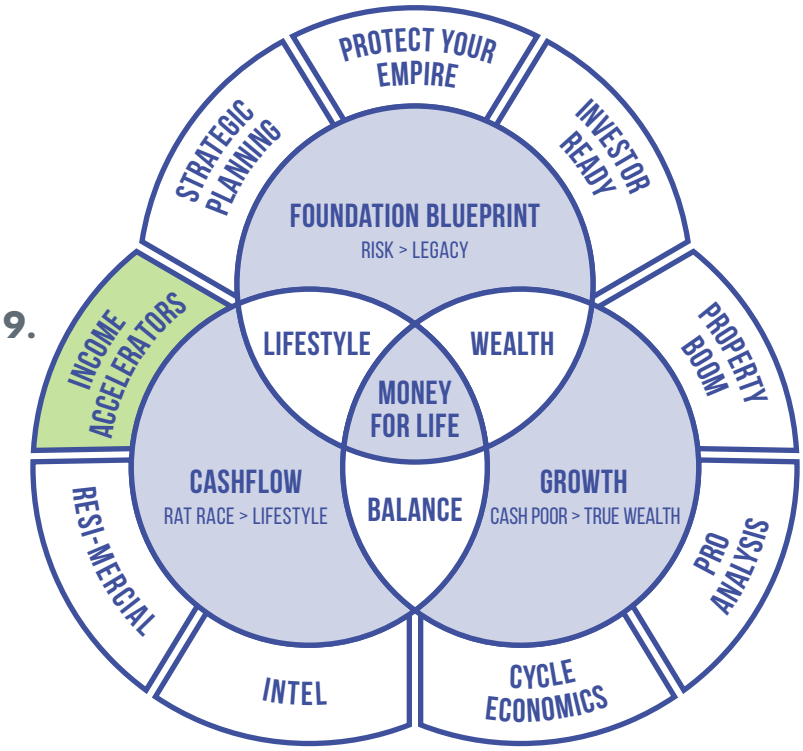
However, Shiral and Chani remain humble, and they currently sponsor five children in Sri Lanka through school and university. They want them to have the start in life that they had to fight so hard to achieve themselves.

Watch the full session of how Shiral and Chani turned $40,000 into $32 million of property deals in just five years by clicking the link below or going to https://youtu.be/CgnspXk6_6Y

PRE-DYMPHNA PROPERTY	VALUE	EQUITY	DEBT
PPR	$650,000	$200,000	$450,000
CREDIT CARD	-	-	$20,000
POST-DYMPHNA PROPERTY	**VALUE**	**EQUITY**	**CASHFLOW**
DEALS & DEVELOPMENT	$4,300,000	$3,020,000	$100,000

Accelerator Nine

INCOME ACCELERATORS



Let's now move on to the Income Accelerators.

Passive income properties exist absolutely everywhere. I don't care where you live around Australia, or even around the world. I can tell you how to find positive cash flow properties wherever you are. Even in downtown Sydney, Melbourne, or anywhere else.

However, the more metropolitan the property is, the more they likely are to be a manufactured incomes property. You have to do things to them to turn them into positives.

It might be an executive lease. Or a lease and sublease. Or it might be a room-by-room letting or an Airbnb or a rooming or boarding house. It might be a construction and partial sell down. Either way, it has to be something where you have to do something in order to make it cash flow positive .

In a regional area, however, you're more likely to be able to just buy it and it's immediately positive. It's immediately got positive gearing.

Passive income buys you time. It gives you choices. This is why it needs to be such a strong focus in your overall portfolio. Let's go through it step-by-step.

1. Study All Income Strategies in Boot camp, Webinars & Master classes

The first thing is we need to study all of the income strategies in the boot camp, the webinars, and in the master classes.

2. Summarise each strategy

Then, you need to summarise each one of these strategies. Let's take rooming houses as an example.

Firstly, you'd go through all of the things that need to be taken into account in a rooming house. Things like the high yield. Higher management versus higher costs. You're either going to be doing the management yourself, which is going to take up more time, or you'll be in a situation where you're paying somebody else a much higher fee to do it for you. You need to take that into account.

You'll also need to take into account different yields for different tenant classes, for example those of lower socioeconomic status.

What kind of price point are they going to be at? What kind of areas are they going to be in? Who's going to be living there? What kind of yields are you likely to get from them? Are you happy with all of these things? How much maintenance gets done? Can it be done by a property manager?

There are different levels here and you need to get comfortable with all of them. There are master classes, boot camp recordings and webinars on all of this . It's very important that you get up to speed on each of the income strategies.

3. Identify requirements for each strategy

Next I want you to identify requirements for each strategy. E.g. your equity, your time, skill, your experience, your serviceability, your personality.

Can you handle the higher management, if we're talking about a rooming house? Is it still passive if it's under management? What style of rooming or boarding house suits your portfolio? Can you fund this style of property? Because funding is very, very different with this style of property. Is new construction or retrofit better for financing in your circumstances?

These are the kinds of things that you need to consider. You need to do this, not just on rooming houses, as I've done as an example here, but on every strategy in the income strategy set. Every single one. This takes time, as you can imagine. But time spent in this planning stage really sets you up very, very strongly for success once you start taking action.

4. Relate Strategy requirements to your current financial position

Relate the strategy requirements to your current situation. You may want to do some of these but realise you can't because you're not in a strong enough financial position or because you can't borrow for that kind of lending, or whatever it may be.

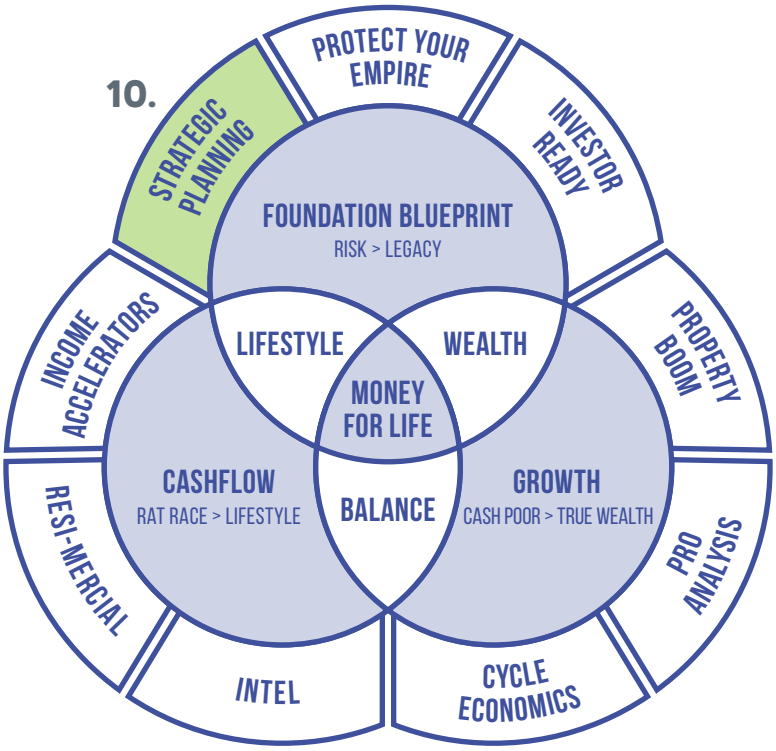
5. Keep process in your Journal

You need to really understand how it all comes together and keep the process in your journals. Some of the things you may be looking at, where we're talking about cash flow in this element, are things like direct cash cows, like multiunit blocks. That's where I started.

The list goes on: Regional cheapies, commercial construction, and partial sell downs, strata and partial sell downs, business real estate, rooming and boarding houses, executive leasing, lease, and sublease. Start to work your way through the income section of the master classes and the boot camps. There's a lot to go through. There's a lot to really inspire you to think about what it means to you and what kind of deals are really going to suit you.

Accelerator Ten

STRATEGIC PLANNING



We've gone through all the accelerators. What do we do next? We're back to square one because now that we've gone around each one of the accelerators, we need to come back and refocus on our strategic plan.

This time thought, we get into the nitty-gritty of the Strategic Planning. This is where we do it in earnest. It's now time to put all the other accelerators into practice. Stepping out an accurate two-year plan and a conceptual five-year plan – you can't step out an accurate five-year plan.

You just can't do it, but you should be able to step out exactly what you're going to be doing for the next two years. Then, have a conceptual idea as to where your five-year plan is going to take you.

1. Identify your major goal: Build Wealth or Replace Income

The first thing is to identify your major goal. Now that you've gone through all of the accelerators, are you predominantly wealth-oriented or are you predominantly replacement-of-income oriented? Your viewpoint might have changed after you've gone through all of this work.

2. Follow the Finding a Deal process from the Boot camp

Follow the Finding a Deal process from the boot camp. It's on the last day - day three. There are 13 steps that you work yourself through with your circumstances.

Watch it on the TV, on the computer, on the big screen, whatever. Sit down with your pen and paper. I think it's Tam on there, most of the time, who comes up and says, "Okay, this is what you do first".

At that point, you should press 'stop' and do it for your situation. "This is the next step". Press 'stop' again, and do that for your circumstances. So you're actually stepping yourself through the process, live, with your Finding a Deal recording.

This is really important. Do not miss this step.

3. What are the deals you need in Year 1 and Year 2?

Do pages eight and nine in your action plan workbook. Go back to the action plan book, which is part of the boot camp, and ask yourself, what are the deals that I'm going to do in the first year and in the second year in order to achieve my income and growth objectives?

4. Download a Free Gantt Chart Software Program

So, what is a Gantt chart? Well, as you start to put your information in, it creates a month-by-month schedule of what you need to be doing. That is, your first lot of tasks, as well as your next months' tasks, and it keeps them all lined up if anything takes more or less time than you expect. It's very useful.

Download a free chart from: http://templatelab.com/gantt-chart-templates/#Gantt_Chart_Templates They're just simple to use and they're free.

5. Enter all the stages of your chosen strategies into the template

You need to enter all the stages of your chosen strategy into the template. Let's use subdivision as an example for your first strategy. You'd then go, "Okay, well what's the first thing that happens in a subdivision?". You may then decide you are going to spend a month finding a deal.

Then I have to contract on the deal. That's going to take me a month to settle. During that time, I'm going to contact account planner, I'm going to apply for the subdivision etc." And you go through the whole process and it all starts there in the checklist.

So you write out this list and you enter into the program all the tasks that have to be done for you to complete that particular strategy.

6. Enter the time frames appropriate for each stage of the strategies

Then you go back and you go, "How long is it going to take me to do each one of these tasks?" Then you may see that some of them can overlap, which means you can do them at the same time, while with others, you may have to wait for a stage to be done before you can do the next stage.

7. Enter the cost of each of the stages of the strategies

Then you need to enter the cost of each stage of the development, so each stage of that particular strategy that you're doing.

How much is that going to cost? How much is that surveyor going to cost me? How much is a town planner going to cost me, et cetera.

By the time you've done 20 reverse feasibilities on subdivisions, you're going to know what those costs are.

8. Enter your starting AWE

Enter in your starting AWE, which is your Available Working Equity. That goes into the chart as well. So, you're starting with a pie of money, and you've got all these tasks, you know how much they're actually going to cost you, and where they fit on a month-by-month basis. And it actually works out then how much money you're going to have at the end of every month after you've paid for all of those things.

And when money comes back in, it tops up your AWE again.

9. Print out the chart to follow on a monthly basis

If you run out of money for any of the months – go back and start again – you have chosen either the wrong strategy or you need to slow the games down and complete in stages.

Just like I was talking about with my son there. You actually need to do it then in stages.

Now, in your bonuses, for those who have joined recently, you will find a whole day's planning on doing Gantt charts, how to do them, how to write them out, how to work them out, everything else. There's the whole eight hours of training on doing exactly this.

Now, this will step out your two-year plan, and you should know how long this deal is going to take, how much it's going to cost you, how much money you're going to make, when you can slot your next deal in, when your next one goes in after that, what it's going to be etc.

This is just so important because once you've done all of this other work, this is actually going to be easy.

Now, I know some of you are going, "Oh my God, I can't do that". Yes, you can. The only reason you think you can't is because you haven't done the work. Remember what I said before, do the work, follow the system. If you do that, this actually becomes easy. It's like, "Oh my God, I can do this. Yes, that's going to happen here, then this is going to happen," because you've got it in your book.

You've got to journal. You've already created all of this. It's just putting it into a Gantt chart that you can follow. And then you stick it on your wall. You stick it on your fridge. You stick it as your screensaver. So, every single week, every single month, you know what has to be done on that project, what to follow up on, how much it's going to cost, how much money you've got left in the kitty, you know when the money's going to start to come in after a re-evaluation or whatever, it's all there.

It just makes things so much simpler and easier for you.

Success depends ON MINDSET

So, success and accomplishment are dependent on – and in line with – your mindset. You will only achieve what you see yourself achieving. You will only achieve what you believe you can. And by going through this system, by doing the work through the system, something magical happens. You actually see yourself doing it. You can see, "Well, that wasn't that hard. I can do that. That's my next step."

It's a step-by-step process. It's a business and it becomes easier. When you don't do the work, then you have fear. Then you have insecurity.

Then you have all of these other things and the self-doubt and everything else comes up and you end up not doing a goddamn thing, and you don't achieve. That's why following the system is so important.

Your Financial Growth tracks your Emotional Growth

Your financial growth tracks your emotional growth. And by going through this Property Genius Formula, you actually are not only working logistically through the process, but you're also building your emotional growth with it as well, because it becomes who you are. It becomes second nature to you that you know what the next step is.

There is no fear. There is no insecurity because you've got it all mapped out.

And that's how it's going to work because you've done your 20 reverse feasibility studies on some divisions in a target area. And if you move to another target area, you've gone and done another 20. You just know it that well, you are the area expert.

You know that that one can be done and that one can't. And that one there has got concrete cancer, and this one doesn't. You'll know that because you've done the work. It's when you haven't done the work that all of this fear and anxiety and insecurity start to well up.

Create daily Rituals / Habits that are conducive to Success

I lay out a lot of tools to develop your mindset in The Millionaire Within program, but I'll sketch out some of the basic techniques here. Reconfiguring your mindset may sound overwhelming, but again the key is leaning into systems, and to start putting some good habits into place. I'll give you a few examples:

Morning Meditation

First thing in the morning, meditate, plan and exercise. Actually set yourself up for the day. Even before you open your eyes, set some intentions about what's going to happen through your day. Instead of worrying about this or that, or not having time for whatever, plan it out. I like to do it with meditation, but I also like to do it with exercise. And that gives you a lot of time to think through things.

The Power of Intention and the RAS

The power of intention and the Reticular Activating System (RAS) system programming. Now, I'm going to talk a lot more about this and how you harness the power of intention at the Millionaire Within. I want you to review the Millionaire Within recordings for the last few years. I think they're all up there from the last few years.

This is a central component of The Millionaire Within program. What we do is sit down and put some conscious and deliberate focus on what you really want. What is your desired outcome? Just doing that simple task in and of itself will change your life. It directs your thoughts, your brain power, your RAS programming, everything towards that particular desired outcome. As you start putting your plans into action, you revise and amend along the way. So, when you do something, go back and have a think about it. "Did that go the way I wanted it to? What could I have done better? How could I be more efficient here and there?"

And revise and amend your strategy moving forward, and document it. Document everything. That way you can really track and measure your progress.

Be Part of A Community of Achievers

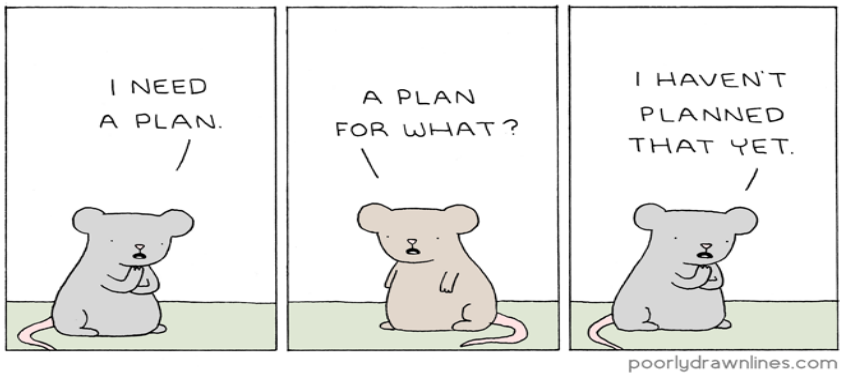
Being in a community of achievers, being immersed in a community of achievers, changes how you see the world.

It changes what you think is possible in the world. And I think that's very important because when you see other people doing and achieving and having, it becomes, "Well, I can do that too". And your whole attitude towards action and success changes.

The key is surrounding yourself with positive influences. Fill your days with positivity. It's about keeping your head in the right place, and all of that really needs to be incorporated at the get-go, in the planning process.

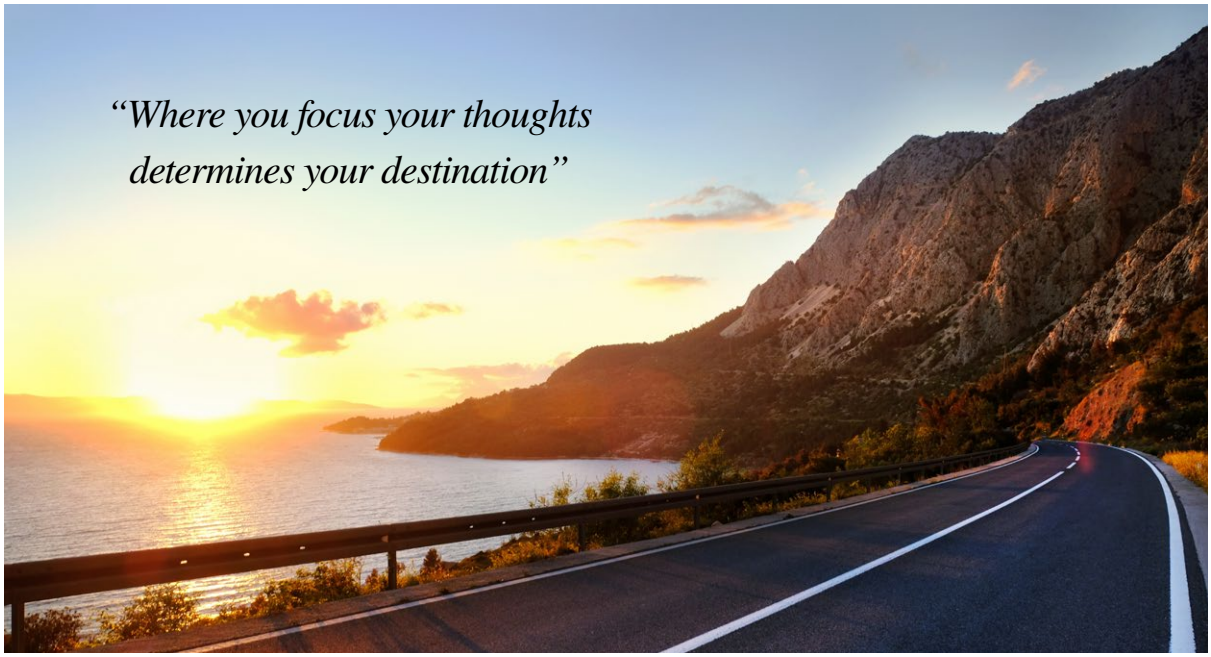
Focus on your thoughts and your words

Focus on your thoughts and your words. Make sure that they are in alignment with what you want to achieve. To create a successful result you need to know what you want and have a plan to get there.



The Property Genius Formula is exactly that. It's about creating that plan.

There's something I borrow this from one of my mentors, and he says, "Break tasks down into doable chewables." And that's really what the Property Genius Formula is doing – breaking the task and the process down into doable chewables.



Life Changed: **Desley**

It's not all bad news, here's the true story of a farmer who'd never paid an electricity bill herself who with the right education, set her family up with a tax-free income of $160,000 a year!

Desley had spent her adult life on a farm. Her family had been through it all: droughts, floods – you name it. Though her husband was a fourth generation farmer, Desley could see that the stress was taking its toll. In 2015, they decided to sell up, which gave them something of a war chest to work with, but they needed to create income – and quickly.

Desley, her husband, Murray, and their four kids left their farm in Queensland with nothing. Their furniture was 30 years old, so they put it all in a pile and set fire to it. Shortly after arriving in the Sunshine Coast, they started burning through their savings. They desperately needed a source of income but as they'd been farmers all of their lives, they didn't know where to turn.

At the time, their investment advisor recommended managed funds but Desley and Murray wanted something that 'they could touch'. When Desley stumbled across an ad for Dymphna Boholt's one-day seminars, she was keen to learn more.

"As soon as Dymphna started talking about asset protection Murray was hooked. We'd come close to losing our farm a couple of times."

Murray had always taken on the responsibility of the farm, so Desley wanted to give him a break and was adamant about doing the course herself.

Joining Dymphna's Ultimate Program and then Platinum Program was a steep learning curve. Desley had never done anything more than buy the family's food and clothes. In fact, she'd never even filled out a tax return.

However, the Platinum Program gave her access to some of the leading property experts in the country who helped her pull off the deals that she made later on.

Desley and the team knew that commercial real estate was the best way for them to generate income quickly. They were at a stage in their life where using a self-managed super fund made sense and they purchased a set of storage sheds for $450,000 and then followed that up with a $2.3M retail complex.

These two deals were enough to create a yearly passive income of $160,000. Furthermore, since Desley and Murray are pensioners, this money is tax-free! This is how

Desley did it.

Deal 1: The Low-Ball Offer

Desley and Murray used the money from the farm sale to purchase their new home on the Sunshine Coast outright, which gave them some stability. However, they were burning through their savings and needed some money coming in.

Desley looked at half a dozen deals before landing on one. Each time she went through the feasibility studies, the contracts and the negotiations, she learnt a little bit more. Finally, she came across a set of 31 storage sheds in Townsville. The vendors were a couple in the middle of a messy break-up and, with Townsville in a bit of a soft patch, they wanted to get out.

The sellers had an asking price of $800,000, but Desley decided to throw them a low-ball offer of $455,000. Murray worried that it might be insulting, but the vendors went for it!

The complex earns $42,000 a year, which puts $33,000 a year into their pockets after costs. Better yet, some of the sheds are still available for rent which means even more income.

DEAL 1: 31 STORAGE SHEDS

Asking Price	$800,000
Purchase Price	$455,000
Gross Cashflow	$42,000 PA
Net Cashflow	**$33,000 PA**

Deal 2: Knock Half A Million Off

Although the success of her first deal gave Desley some confidence, her next deal really pushed her out of her comfort zone.

A friend of Desley's had recently put an offer of $2.8M for a shopping centre at Yeppoon, which

had full capacity of seven tenants. The vendor's asking price was $2.88M but when Desley and her team crunched the numbers, they realised they could only make it work if they got it for less than $2.4M. She put in an offer of $2.325M, which the vendor accepted with one condition: they needed to close the deal within the week.

"Seriously, without ILRE, without Platinum and the whole team, I would still be chasing my tail, with no idea what I was doing. I couldn't have done this alone."

DEAL 2: SHOPPING CENTRE

Asking Price	$2,880,000
Purchase Price	$2,325,000
Net Cashflow	**$130,000 pa**

With her team and the guys at Pacific Law working over time to get the right structures in place, Desley and Murray drove seven and a half hours up to Townsville to inspect the property and close the deal. They signed the contract in a service station in Rockhampton, and the vendors signed the next day.

All told, the complex will pay Desley and Murray a passive yearly income of $130,000.

Off-Farm Income, Off-Farm Lifestyle

Desley has achieved what she set out to do; she has taken the financial burden off her husband's shoulders and set her family up with stable, tax-free income.

She has also found the strength and stability that comes with having multiple sources of income.

Now, Desley is passionate about sharing her newfound knowledge with rural communities across Australia. Many farmers struggle with the intense financial pressures of farm life and Desley believes that our tragically high rural suicide rates reflect this. However, if we can set farmers up with sources of off-farm income, then she believes that this will alleviate some of that pressure.

It's a worthwhile cause that Dymphna Boholt has signed up to. It looks like there's no stopping Desley and we wish her the very best of luck.

Watch the full session of how Desley set her family up with a tax-free income of $160,000 a year by clicking the link below or going to https://youtu.be/IGXDbdmPUug

PRE-DYMPHNA

Property	Value	Equity	Nett Cash Flow
PPR $920K	$920K	$0	
SMSF	$1.8M	$1.8M	$0
Cash $300k	$300k	$0	
Total $3.020M	**$3.020M**	**$0**	

POST-DYMPHNA

Property	Value	Equity	Nett Cash Flow
PPR $1M	$1M	$0	
Storage Sheds	$445K	$445K	$33K
Shopping Centre	$2.88M	$1.88M	$130K
Total $4.325M	**$3.325M**	**$163K**	

THE FINAL WORD

Hopefully now you have a clear idea of where you're at in your journey, and exactly what the next steps you need to take are. Hopefully The Property Genius Formula has identified very clearly for you what the ingredients of real estate success exactly are.

It has given you a system. Now you just have to put that system into action.

And as I said before, the Property Genius Formula, every element of it, is non-negotiable. It is just what you have to do.

The accelerators heighten your performance for each one of those three core elements. When those elements come together - the foundational blueprint, the growth, and the cash flow – when they come together you have lifestyle. You are able to do the things you want to do, go to the places you want to go, buy a Tesla if you want to, live in the house you want to live in, travel wherever you want to go. You have the money to do that.

You're not working your backside off with no time to actually spend with your loved ones. That is what The Property Genius Formula is all about.

It's a plan for moving forward.

Dymphna Boholt
Sunshine Coast

PS: Do you like investing in real estate and finding out all the secrets of how real estate millionaires invest? Well I do too… And, I like sharing this info with others!

I Love Real Estate Movement is a "Closed Facebook Group" for ALL existing property investors, future investors, and anyone who just wants to learn about my Real Estate Investing Secrets.
Find it here: **www.facebook.com/groups/ILoveRealEstateMovement**

PPS: To find out more call **(03) 9490 8888** now or go to **www.iloverealestate.tv** to register for our next **FREE Webcast** where you'll discover the strategies, techniques, structures and support you need to successfully invest and prosper from Australian real estate.

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- **Tax Secrets Of The Rich** – Discover how the wealthy pay far less tax, and how you can potentially slash your taxes by thousands of dollars a year just like them – completely legally.
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- **Protect Your Wealth** – Australia is the second most litigious country in the world. Don't lose your wealth to a lawsuit. Do this and make yourself virtually bullet-proof and give yourself total control over your assets.
- **Quit Work Sooner** – Discover how you could potentially replace your income and retire in as little as 3 – 5 years from today.

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