



PURPOSEFUL
PROPERTY
MASTERMIND

Agenda

- Housekeeping
 - Review actions from last week
 - Date and time of site visit
 - Resources
 - 1-2-1's
 - Accountability Partners
- Deal Clinic round table
- Analysing Deals
- Open Q&A



Actions

Create a Property Investment SMART Goal for February 2021 and 5 years from now

Decide on the strategy that best fits you for the next 6 months

Think about Area and Property Types ahead of the next session





Resources



- **Google Drive with.....**
 - Processes, loan agreement templates, marketing letters, deal analysers, refurb costs crib sheets, Power Team contacts
- **Whatsapp group which I'll set up after the call tonight**
- **Facebook group with live Q&As on specific subjects of interest and other investors/property professionals and additional content throughout**
 - Remember to turn on notifications!
- **Accountability partners**



Deal Clinic





Analysing Deals





Analysing Deals

1. A deal is subjective to you. Don't worry about what others call a deal!
2. Be clear as to how this 'deal' fits with your wider strategy. i.e. hands on/off, location, yield, minimum cashflow, money left in, ROI, etc.
3. Let the numbers flow through, don't apply best case scenario to them!





Analysing Deals

4. Always start with your end value or DUV or Sale Price and either take 75% of it for a BTL or take off your profit for a flip
5. Start with a desktop refurb estimate (it's not set in stone it just needs to be good enough!)
6. How much money are you prepared to 'leave in' each deal?





Analysing Deals

7. Are there other areas or property types that give you a better ROI or Yield within your strategy?
8. Don't overthink it, be clear as to how much you can offer and once you're happy pull the trigger on an offer – Success likes speed.
9. Use me or the group for any questions to help you pull the trigger



#carmunnock2bed



25 Busby Road - FLIP	
Purchase Price	£ 100,500
LBTT	£ 4,020
Legals	£ 1,800
Cost of Money	£ 7,035
Refurb + Estate Agent + Utilities + Ctax	£ 42,068
Sale Price	£ 192,000
Profit before tax	£ 36,577





Open Q&A

