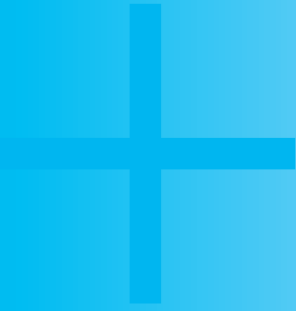


POSITIVE REAL ESTATE

# LIFE TIME MENTORING PROGRAM



PERSONALISED SUPPORT TAILORED  
TO YOUR INDIVIDUAL NEEDS



# MENTORING IS AN ACTION BASED PROGRAM THAT PROVIDES ONGOING SUPPORT ON A DAILY AND MONTHLY BASIS TO HELP YOU THROUGH THE MINEFIELD OF PROPERTY INVESTING.

We work with you and your partner to plan the best way to achieve your goals based on your particular situation and time commitment.

Instead of making costly mistakes due to a lack of knowledge and support, our team of experts are on hand to help you move to the next level regardless of whether it's your first property purchase, strata deal, renovation, sub-division or development.

## IS MENTORING FOR YOU?

If you are seeking:

- A customised investment strategy based on your personal situation and future goals
- Professional advice about your investment decisions
- Access to properties already sourced and negotiated by the investors buyers agency
- A strong Investor Buyers Agency network of like minded investors

Then the Positive Real Estate Mentoring Program is for you.

## HOW DOES IT WORK FOR YOU?

At the start of the program you will have the team call you to arrange your face-to-face meetings and you will receive the Mentoring Fast Track Manual and Due Diligence Kit. The kit includes comprehensive information on investing principles and has multiple templates and guides. The manual is a solid reference tool that will be used throughout the program in conjunction with the online resources.

After receiving your manual, your Mentoring Coach will work with you to set your goals for the next 6 months, 2 years and 5 years. By working out what you want to achieve, your coach will be able to develop a tailored comprehensive property strategy for you to follow.

You will then join the monthly program which serves to keep you on-track, connected and active during your wealth creation process.

**CURRENT FINANCIAL POSITION**  
**+ GOALS + DESIRED TIME COMMITMENT**  
**= YOUR PERSONAL PROPERTY STRATEGY**

## MONTHLY GROUP WORKSHOPS WITH INDUSTRY RENOWNED GUEST PRESENTERS

You will learn about:

- Property accounting and structuring
- Property negotiation skills and legal contracts
- How to safely make property offers
- How to do your due diligence and calculate your numbers
- How to find and analyse property deals
- Capital growth, discount, strata and subdivision
- Renovation, development and off-the-plan property
- Advanced finance techniques

It is also a fantastic opportunity to hear the success stories of other clients in the program and address any challenges you may be facing.

Never miss a thing. Online access to past mentoring workshops.

## WHAT ELSE IS INCLUDED?

- Face-to-face strategy and finance consultations with Positive Real Estate Mentors.
- Personalised advice, strategies and support from industry renowned professionals.
- Your own Finance Strategist who will help you gain a concrete understanding of your current financial position and your investing options moving forward. The result? A strategy that achieves your goals in the fastest time possible in the safest way.
- Access to tools and technology coaching sessions including online webinars.
- A monthly opportunity to catch up and get to know other like-minded investors over coffee or drinks at our informal Coffee Clubs.
- Exclusive priority access to: discount, off-the-plan, strata, subdivision, renovation, cashflow, and high capital growth property deals through the Investors Buyer's Agency and your own Private Client Manager.
- Lifetime support for all active investors via email, phone and SMS.
- 2 Day Property Workshop – learn the latest strategies and test your knowledge playing the property game.

“Thank you for the knowledge I have gained from your wealth of experience: from the phone calls and queries to just general chit chat, it has been invaluable to me, knowledge that I will continue to grow with and hopefully share with others.” - Priscilla G



**BONUS**  
**SPOUSE OR PARTNER JOINS FOR FREE**

**BONUS VALUED AT \$2,000**  
**FREE CONSULTATIONS & SOFTWARE**



**MENTORING CLIENTS RECEIVE**

Complimentary introductory consultations with a range of Property Investment Professionals including solicitors, financial planners, tax specialists and more!

Software tools to help new clients understand their numbers and how to analyse each deal.

Property Finance Summary to track their portfolio and Property Analyser to assess deal viability and cashflow.

Wealth Calculator to help you work out your goals to build equity and how much you need to create to retire early.

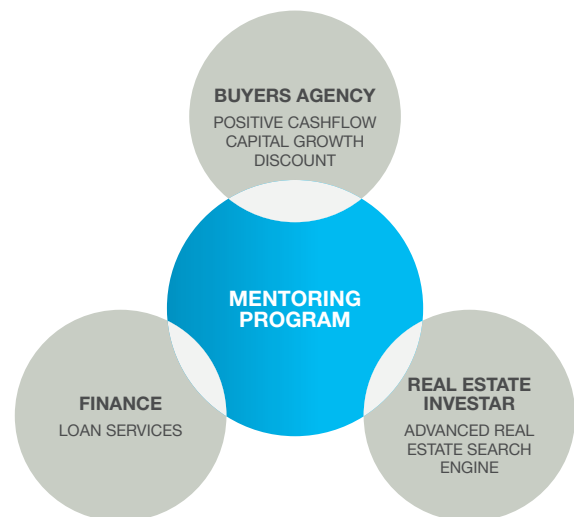
**A TAILORED TEAM TO SUIT**

- Learn how to ask the right questions from the professional team around you to ensure you get the outcomes inline with your plan and strategy.
- Legal advice from all the specialists you need to build a multi-million dollar portfolio.
- Access to accountants who will help you structure your portfolio to suit your specific income and tax situation.
- Industry experts in the areas of depreciation, financial planning, superannuation and insurance.

**BONUS VALUED AT \$2,376**  
**SPECIAL INVESTAR OFFER**

Improve your deal finding strategy even more with 12 months complimentary membership to Real Estate Investar – the online home for property investors.

Membership allows you to find, analyse and track properties for sale Australia-wide.



THE LIFETIME MENTORING PROGRAM ALLOWS YOU ACCESS TO KEY SERVICES

# CONTACT:

## SUCCESS STORIES

### *Carl & Lisa*

#### **\$92,500 profit in under 8 months!**



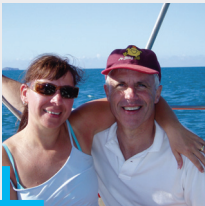
Carl and Liz joined the Mentoring Program with no money and moved in with Liz's parents to save the deposit for their first property. They qualified for the first homebuyers grant and got 95% loans. They made over \$92K through two property deals by negotiating discounts and doing small renovations.

- MELBOURNE, FRANKSTON - 3 bedroom, 1 bathroom, 550sqm, purchase price: \$250,000. Renovation cost: \$7,200. Holding cost: \$8,000. Value: \$320,000. Gain: \$55,000 (\$70K value increase minus \$15,000 renovation and holding costs)
- ADELAIDE, DAVOREN PARK - 3 bedroom, 1 bathroom, 720 sqm, bank valuation at purchase: \$175,000. Purchase price: \$146,000 (\$29,000 Discount off Valuation!). Renovation cost: \$1,500 value: \$185,000. Gain: \$37,500 (\$39,000 value increase minus \$1,500 renovation)

Carl and Liz are now looking to buy their third property to build a secure portfolio and then go on a well-earned holiday.

### *Phil and Patrice*

#### **Four new properties in 6 months!**

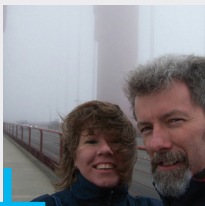


Phil and Patrice joined the Mentoring Program in 2008 with a portfolio of 3 properties. They were looking to purchase more properties but wanted less to worry about and didn't have a strategy for their next steps. After joining the Positive Real Estate Mentoring Program and setting up their strategy and finance, they purchased 4 more properties in 6 months.

- EAST MELBOURNE, HEIDELBERG - Growth property, purchase price \$380,000. Renovation \$30,000. Rent increase from \$250 to \$350/wk. Furnished home \$2,000. Another rent increase to \$450/wk. Rented to three overseas students who choose to pay rent six months in advance. Built a second villa on the site for \$214,000 and rented for \$380p/wk. Total cost for the purchase and development \$635,000. Total rent: \$830/wk Value: \$800,000. Gain: \$165,000 profit
- WEST BRISBANE, DALBY - Strata Title property; purchased a discounted block of three units late 2009, strata-titled - \$5,000 in costs. Gain: \$125,000 profit

### *David & Edith*

#### **Built a portfolio worth over \$1.2 million!**



We had twenty years of very successful procrastination and quite a few horror stories. We joined the Mentoring Program in 2009 and got educated and supported to take action. We went from a dual income, very low mortgage, and no other debts or assets, to adding to our assets a property portfolio worth over \$1,200,000 and now we tell everyone we don't lose a single second sleep over it. Some of our portfolio purchases with the Positive Real Estate Buyer's Agency in the first

6 weeks of joining were:

- SYDNEY, BROOKVALE - Off-the-plan unit, using a deposit bond, purchase price \$330,000. Values are around the low \$400,000's already.
- NOTHERN NSW, CASINO - Purchased by their 20 year old daughter at price \$165,000. It's never too early to start investing in your future.
- SYDNEY, ROSELANDS - 4 bedroom, two storey town house. \$586,000, rent \$620
- BRISBANE, BOWEN HILLS - Off-the-plan 1 bedroom unit at \$325,000

Now we are on the hunt for our next one to take advantage of Australia's current property market.