

POSITIVE REAL ESTATE

APPLES FOR APPLES MENTORING COMPARISON CHECKLIST



Smart investors always do their due diligence. You need to do the same thing when looking at investing in a Mentoring program as not all are alike; even though they may appear to be on the surface. Below is an outline of what we include in our Lifetime Mentoring Program so you can easily compare our services and see exactly why we are the Rolls-Royce of the Property Mentoring Industry.



THE TOP 5 INCLUSIONS THAT PUT US ABOVE THE REST

- 1. Lifetime Membership.** We are not just a 12 month program. With us you pay once and stay forever!
- 2. Your Partner Joins For Free.** Investment decisions always affect and involve your partner so it is important they are able to be part of the process and feel confident with the choices being made.
- 3. Absolute 100% Support from Your Head Coach and Specialist Team.** 24/7 support via SMS, phone, email and face-to-face. Support is always on hand for all urgent decisions so you avoid costly mistakes.
- 4. An Entire Team to Support You (not just a one-man-band).** Receive support and guidance from an entire team of experts including your head coach, finance strategist, property consultant, brokers, accountants, financial planners, quantity surveyors, solicitors, property managers, renovation specialists and more!
- 5. Access to the Best Deals.** First access to the Buyer Agency's exclusive pre-negotiated and researched investment opportunities right across Australia.

PERSONAL GOAL DEVELOPMENT AND TRACKING

- ✓ **Goal setting guides, templates and training** to make sure your goals are specific measurable and achievable
- ✓ **Personal consultations with your Head Coach** to review and assess your goals and make sure you are on track to achieving them

CUSTOMISED INVESTMENT PLAN CREATION AND REVIEW

- ✓ **Full assessment of all existing investment properties** and a review of historical results
- ✓ **Full assessment of financial position** today and looking into the future
- ✓ **A set action plan** to create a scenario to ensure you can purchase multiple properties in the first 12 months

PERSONALISED STRATEGY DEVELOPMENT AND REVIEW

- ✓ **Build a specific, personalised finance strategy** that will allow you to continue to purchase now and into the future; regardless of your situation and changing lending criteria from banks and other institutions
- ✓ **Build a specific, personalised purchasing strategy** to start building a portfolio that is flexible and will allow you to make multiple purchases in no less than two different states and property markets

- ✓ **Scheduled monthly face-to-face meetings** to continually refine amend, and update your strategy to make sure it is achieving your personal and income objectives. This review is based on changes in market conditions, personal circumstances and lending criteria
- ✓ **Receive monthly action plans** to implement your learning in the live marketplace
- ✓ **Accountability to your Head Coach** to make sure you complete the tasks and deadlines in your monthly action plan and keep you moving forward

24/7 LIFETIME SUPPORT

- ✓ **24/7 access to your Head Coach and specialist team with face-to-face consultations and daily support via phone, SMS, email and Skype** to assist in live deals and avoid costly mistakes and lost opportunity
- ✓ **Access to conference calls** to talk through scenarios with family, partners and external parties
- ✓ **Coaches will train you to be able to ask all the right questions** of external consults, that will make sure you avoid being ripped off and misled

CONTINUAL TRAINING AND EDUCATION

- ✓ **Monthly live workshops** to develop and teach the fundamentals of property investing
- ✓ A large range of **guest speakers** who teach and share knowledge on specialised aspects of investing

- ✓ **Advanced strategies** taught and worked through in an interactive group environment
- ✓ **Question and answer sessions and practical forums;** to brainstorm ideas and troubleshoot issues that can arise in the marketplace
- ✓ **Live online training sessions** where you learn to search and find real deals online
- ✓ **Monthly one-on-one skill sessions** to review and teach all the fundamentals of building your portfolio and running the numbers to ensure your deals stack up
- ✓ **Guest speakers who coach in personal development and wealth psychology**
- ✓ **Recommended reading lists and key website addresses** to build your knowledge, skill and contacts at home

MENTORING PROGRAM MATERIALS

- ✓ **Comprehensive Mentoring Program Start-Up Manual** laid out in a step-by-step format to allow you grow into your investment experience
- ✓ Access to the exclusive **online Mentoring website** which is loaded with hundreds of documents, clauses, market updates and skill sessions to read over at your leisure
- ✓ **Regular updates and reports** from the Buyer's Agency on market movements, changing cycles, annual economic forecasts and changing buying and selling conditions
- ✓ **Comprehensive Due Diligence Kit** to gather all research and data on proposed properties for review before purchase

PORTFOLIO MANAGEMENT TOOLS

- ✓ **Property Finance Summary** spreadsheet to record your full and changing financial snapshot
- ✓ **Property Analyser spreadsheet** to review all the expenses for every new purchase, so you understand and can clearly see your cashflow
- ✓ **Wealth Calculator Spreadsheet** designed to give you future forecasts of the amount of equity you need to build so you can retire early
- ✓ Training sessions on how and when to use all these tools
- ✓ Special discounted access to **Property Investment Calculator**

SPECIALISED TEAM OF EXPERTS

- ✓ You have the choice to **access the expertise** of our legally certified Buyers Agents (PCM), brokers, accountants, financial planners, quantity surveyors, solicitors, property managers and renovation experts who are all trained to understand your strategy and personal situation so they can give you customised advice that will achieve your desired goals
- ✓ **A free complimentary appointment** is provided by most experts for their initial meeting; all costs thereafter are specific to marketplace costing and not controlled by Positive Real Estate

ACCESS TO EXCLUSIVE PRE-NEGOTIATED PROPERTY DEALS

- ✓ Access to **nationwide pre-negotiated investment deals** and all of the **bulk buying discount** opportunities that leverage our cooperative buying power
- ✓ **Discounted Buyers Agency fee** if you choose to use this service (it is not a prerequisite)
- ✓ Access to a qualified Private Client Manager from the Buyer's Agency to train, present, review all deals with you in person and run over all the data so you make informed decisions
- ✓ **Access to investment deals that match your investment strategy** i.e. discount, off-the-plan, capital growth, renovation, positive cashflow, strata titling, subdivision, development etc
- ✓ We don't build and sell our own developments

CERTIFIED COACHES AND INVESTMENT GUARANTEE

- ✓ All Head Coaches are covered by the **ACL Australian Credit Licence** based on the changes instituted by ASIC in January 2011. This guarantees you sound advice and accountability and no dodgy dealings
- ✓ **Mentoring Guarantee. If you don't make threefold of what you pay for Mentoring in the first 2 years we will refund your money** (based on you making a purchase and fulfilling base requirements stated in the terms and conditions)



JOIN NOW!

call **1300 365 886** and talk to your Head Coach now
or email **mentoring@positiverealestate.com.au**