INTELLIGENT
PROPERTY INVESTOR

Global Uncertainty Index, China’s “3 Child Policy, GDP, Household Wealth & Property Investors

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Welcome To The Intelligent Property Investor Masterclass

I've been asked a number of times why am I doing these?

Why am I giving out all of this free information on the markets, what it all means, where we're heading and all of those sorts of things.

Well, I'm doing this because I want you to become a more intelligent property investor, because more intelligent property investors make better decisions. They make more intelligent decisions and as a result, get better results.

The timing right now is particularly important because we are now entering a boom cycle.

Now, remember I am an accountant and I am an economist. And this cycle that we're entering right now is going to be very, very crucial for you and your financial futures, as well as your family's futures and potentially for generations to come. So that's why this cycle will be very, very important.

The last time that we had massive increases in property prices like we are seeing now, you have to go back to the end of GFC.

It bottomed out in 2010, then really took off from 2012. What did you do then? How many properties did you buy for those next few years? How much did they increase in value?

Because those are the kinds of times that we are entering again.

In fact, I could also take you back to the mid-cycle slow down in the early 2000s. Think about the pricing then (if you're old enough), think about what those prices were.

What did you do then? How many properties did you buy? What happened?

If you are even older, think about back in the early '90s when we had the last proper recession.

So what did you do then? Sydney prices back then were $194,000. That was the median house price in Sydney and other cities were similar.

How many properties did you buy? What would they be worth today?

The reason I'm being so hard on you right now is because I really want you to understand the importance of this period of time that we're coming into.

I put this information out on my website too, which is **iloverealestate.tv** so you can get all of the previous Intelligent Property Investor masterclasses that I do on a weekly basis.

You can go back and listen because it tells a story. And the more that you go through and listen to the story, you can see how it's developing.

I also put it out on my **YouTube channel** and I also put it out onto **Spotify** and onto **iTunes**, but I really, really encourage you to, to jump onto my website, **iloverealestate.tv** and get a subscription to these master classes that are all free.

I don't sell properties. This is all about knowledge and making intelligent investment decisions.

This issue we are looking at some interesting new information.

First of all, we'll be looking at the global uncertainty and where we're at from that perspective. There's a global uncertainty index, would you believe? **We will look at what the latest Global Uncertainty Index tells us.**

I also want to talk about **China's new Three Child Policy and why it is too little too late**. They said now you can all have three kids instead of only one, which they declared back in the 1970s.

I'll also look at the **latest GDP (Gross Domestic Product) numbers, where we're heading and particularly how it relates to property.**

We're also going to be looking at **households from a wealth perspective,** because many are sitting on a wealth war chest of money. You can predict where that money is going to go, can't you?

And why investors are still watching from the sidelines. Most people think that the investors have jumped in and they're going crazy and the price rises are all about speculation. Well, the figures show a different story.

Let's get into it.

The Global Wrap

First up, we've got the global wrap. What's going on on a global basis?

Well, the new three-child policy in China was announced. The one-child policy came out in 1979. They changed it to two children back in 2016 and now it's up to three children.

REUTERS

World Business Markets Breakingviews Technology Investigations More

June 2, 2021
8:27 AM AEST

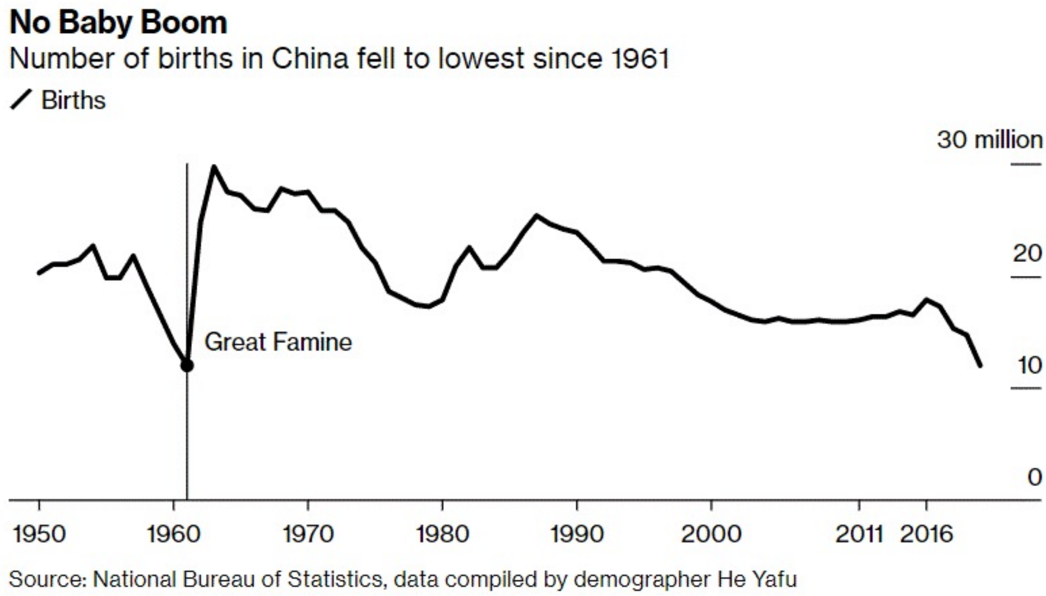
China

Three-child policy: China lifts cap on births in major policy shift

4 minute read

David Stanway, Tony Munroe

What does it mean? Well, I'd hate to be controlled by a government that says how many kids I can have, but putting that aside, what it means is that China has realised that their one-child policy has created a massive problem.



Have a look at this. It shows you the number of births in China and how it's been falling since 1961. In the '70s they said, "That's it, we've got to curb our population." Because they had a massive uplift after the Great Famine.

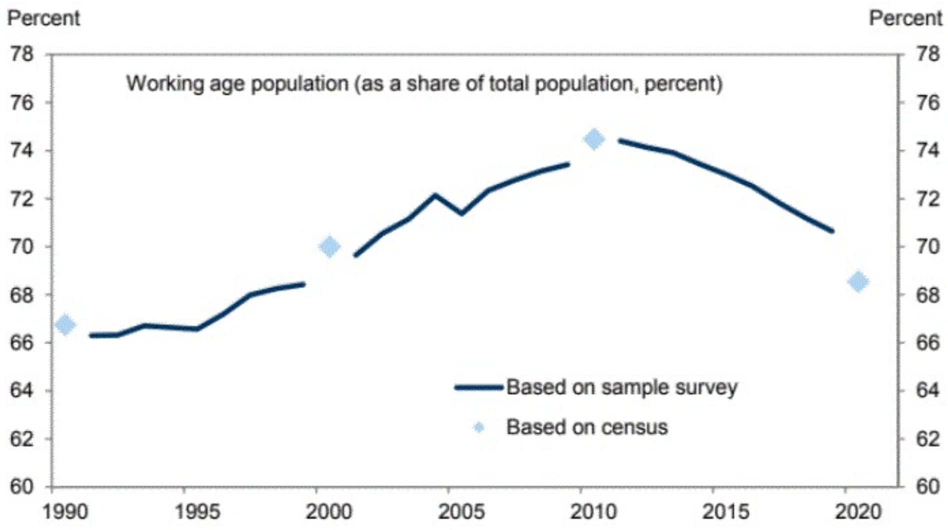
The thing is, they're now back down to all-time lows. The number of births is down as low as it was back in the late '50s and early '60s when they had the great famine.

Birth rates went down during the massive famine and people didn't want to be bringing children in the world when they didn't know whether they could feed them or not.

You can see there how the birth rates started to decline. In 2016, they said, "You can now have two children." But look, the birth rates were still coming down after a tiny rise. Now they're going, "You can have three."

Well, the birth rates are still coming down and that's creating a problem, because when you look at their demographics, the working age population is going down compared to the total population.

Exhibit 2: Working age population share in overall population peaked at around 2010



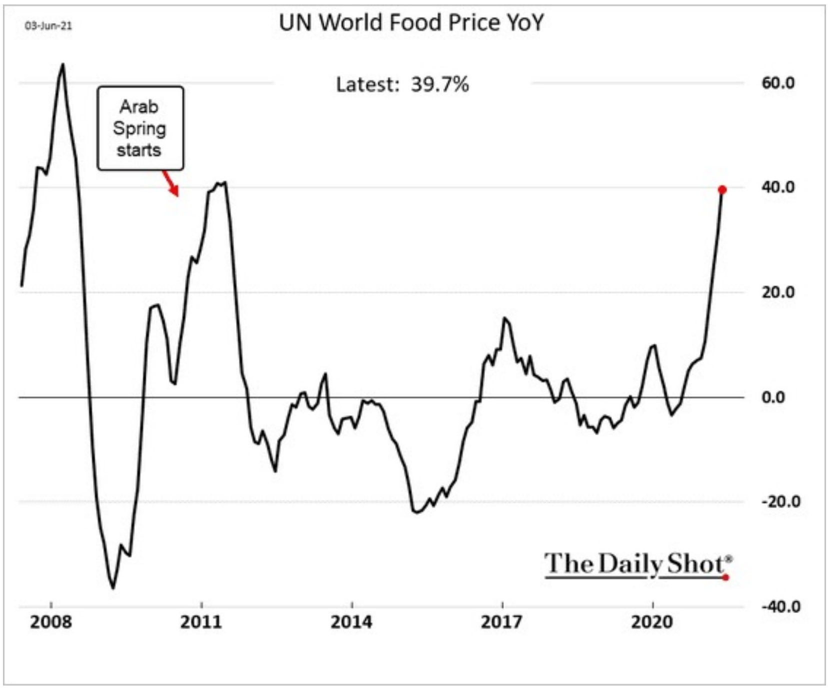
Source: NBS

It peaked back up here in 2010, whereas now with the aging population, because they haven't been having babies coming through to take up those positions, it's slowly coming down.

This is going to be a problem if the trend continues, because even though they now say you can have three, the fact is that a lot of the Chinese population are going, "Well, I don't want three children because they're too expensive to raise, to send to school, to send to university and all these other things."

A lot of the modern Chinese people are simply not having two or three kids because they're too expensive.

With the increase in education and other things that are happening there, it is going to create a bit of a problem in China.



The other thing on the world stage that I thought was worth mentioning is the world food price index. World food has gone up.

Now, this is not to be alarmist, but it is something to watch because as food becomes more and more expensive, a lot of the Third-World countries are going to have a massive problem. It's kind of got a compound effect with what's happening with borders and closures and food and COVID, all of those things are having an effect.

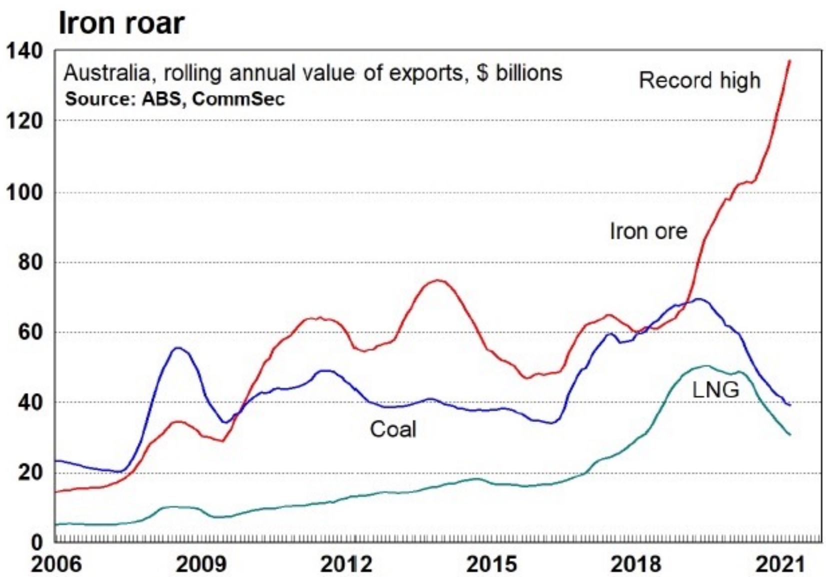
What it means is good food is getting more and more expensive. It's something to watch. I'm not going to go into a huge amount of detail right now, but it is something I will be commenting on if it starts to become an issue, because it'll have a pretty broad impact if food just becomes too expensive for countries to feed their people.

I was actually speaking to a charity in Cambodia, and with COVID, the biggest problem is food. You can't get food into the poor areas because food has become the new premium. It's the flow-on effect of COVID. It can have devastating effects, particularly in the underdeveloped countries.

It is something to be watched and it has a massive humanitarian flow-on effect.

The Australian Economy

What's happening in the Australian economy? All right. Well, the first thing is that we have iron ore pricing going through the absolute roof.



You can see the massive increase in iron ore. It's not translating so much in coal or natural gas, but certainly iron ore has gone up.

Does that mean that we're all massively wealthy right now in Australia because we've got lots and lots of ore shipping out of the country?

Well, we're doing all right, but the thing is, we're not massively wealthy because the quantities are not as great as they have been in the past. We've been holding our own, prices are good, but the quantities are not as much so it's not having a massive effect on GDP.

We're not in danger zone or any of those other things, but it's not having a massive effect on GDP.

Why is GDP doing so well? Why is our gross domestic product doing so well, especially compared to other countries?

Well, a lot of it is actually coming back to our property market.

Policy Economy Australian economy Print article

Stamp duty and renovations driving recovery

Michael Read *Reporter*

Jun 3, 2021 – 2.06pm Save Share

Record stamp duty revenues and a surge in home renovations are driving Australia's economic recovery to a greater extent than any other time in almost two decades, raising the risk that growth could slow as the property market eventually cools.

Growth in expenditure on "ownership transfer costs" and "alterations and additions", which covers spending on real estate stamp duty and home renovations, accounted for 0.9 percentage points of the 1.1 per cent increase in gross domestic product (GDP) over the past year, according to an analysis by *The Australian Financial Review* of the Australian Bureau of Statistics' March quarter national accounts data.

If you look here, it's actually all the renovations and purchasing of new property that's really blowing things up, particularly the renovations and alterations.

Of the total GDP increase, which was 1.1%, well 0.9% of that related to additions and renovations that we're doing in our home. Bunnings would be doing very well right now, as we all know.

Before I go on, I would not like to be an owner of a commercial property that has Bunnings as a tenant at the moment. What's happening is they've signed up to all these huge buildings, with massive leases and the owners of those properties are like, "Yes, I've got Bunnings as a tenant. This is so good."

But there's been a conscious move in the head office of Bunnings to start to buy their own.

What we're seeing all around the country is when the leases run out, they've already purchased new land, putting new buildings in, and they're moving into their own buildings.

A lot of the old Bunning stores are being left vacant. It's created a big hole for the owners of those properties. But that's just a sideline. I thought I'd bring it up.

Manufacturing expands again in May

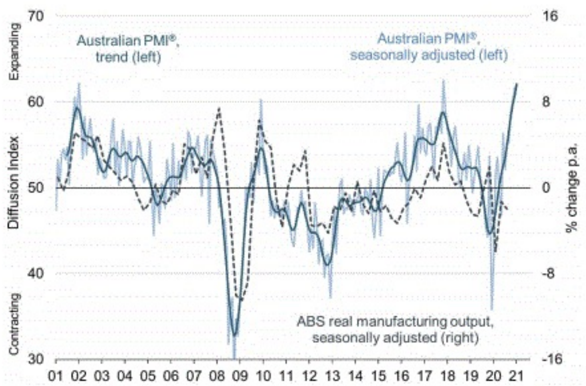
The Australian Industry Group Australian Performance of Manufacturing Index (**Australian PMI®**) edged 0.1 points higher to 61.8 points (seasonally adjusted), indicating expanding conditions in May and at a slightly faster pace than in April. This was the eighth consecutive month of recovery for the **Australian PMI®** following the severe disruptions of COVID-19 in Q2 of 2020. It was the highest monthly result since March 2018 and the fourth highest since the **Australian PMI®** commenced in 1992. Results above 50 points indicate expansion, with higher results indicating a faster rate of expansion.

Six of the seven activity indicators expanded in May. Only the exports activity index indicated a contraction (below 50 points). The **Australian PMI®** capacity utilisation index remained at a record high for this series.

Across the manufacturing sectors, the machinery & equipment, building materials, chemicals and TCF, paper & printing sectors all reached record highs in May (trend). Respondents attributed surging demand in May to pent-up demand for business equipment after 2020, strong demand from the construction industry, government stimulus measures such as instant asset tax depreciation, low interest rates, and end of financial year sales.

The input price index rose to its highest level since June 2008. High prices for various metals, raw materials and imported components continue to hamper many manufacturers. Supply chain disruptions were widespread for manufacturers in May with respondents continuing to report delivery delays for imported and Australian-sourced materials, inputs and components.

Australian PMI® (seasonally adjusted)



May 2021

MEDIA CONTACT
Tony Melville
Australian Industry Group
Tel: 0419 190 347

Australian PMI® ▲ 0.1 points (seasonally adjusted)	**61.8**
Australian PMI® ▲ 1.3 points (trend)	**61.0**
Food & beverages ▲ 1.0 points (trend)	**61.0**
Machinery & equipment ▲ 0.2 points (trend)	**64.7**
Metal products ▲ 0.8 points (trend)	**54.5**
Chemicals ▲ 2.1 points (trend)	**65.7**
Building materials, wood & other ▲ 3.8 points (trend)	**66.4**
TCF, paper & printing ▲ 0.4 points (trend)	**64.2**

Manufacturing is up. This is good news. I am so excited about this.

I am so excited about the fact that we are starting to bring manufacturing back onto our shores. It's only just the tip of the iceberg. We've only just started to make it happen, but it's a good thing.

I think if anything, COVID has really made us realise that we can't be so dependent on overseas countries. We need to be able to run our country without imports. It's a great thing to have.

I was speaking last night about manufacturing and how we've turned the corner. Then I got onto one of our past mistake of letting our car industries go.

I think there's one thing that could have saved our car industry and it was very simple.

Every government department, state and federal, should have been mandated to only be able to buy Australian-made cars.

It would have saved our industry. It would have saved those jobs. It would have had a massive impact here. That's all they needed to do.

Why are government departments allowed to go off and buy, I don't know, well, Audis and Toyotas and whatever else? All they needed to do is go, "All government cars have to be Australian."

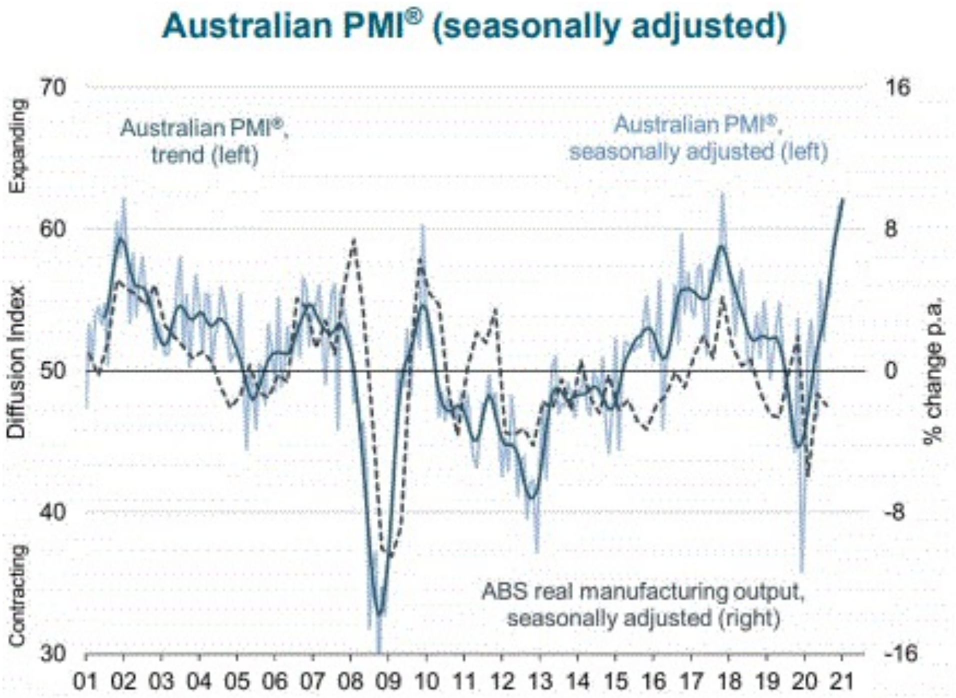
That would have fixed everything. It was just ridiculous.

We had plenty of fast cars with the SS Commodores for the police to be able to catch everybody.

That's not an issue. That is what should have happened.

This is why we need to be so diligent and we need to start doing the things that matter, and bringing manufacturing back onto our shores matters.

We're starting to go in that direction, but nowhere near as much as we should.



What we're seeing above is the seasonally adjusted Australian PMI® (Performance of Manufacturing Index), you can see here that manufacturing is actually higher than it was back in 2018. This uplift is really exciting.

If you can see the low point in late 2019, that was actually pre-COVID. Manufacturing had gone down from 2018 down to 2019, when we were shipping it all off overseas. Then we had COVID.

We recovered from that. Look at from 2020, this is the exciting bit, because we are now not only above where we were pre-COVID from a manufacturing perspective, but we're actually above the high that we had back in 2018. The last time we were up anywhere near this was back in the early 2000s.

This came about from a treaty that was signed back in the '70s. The Western countries made a conscious effort to get manufacturing into developing nations, so we could expand further, have cheaper imports and we're helping those countries develop. It's all lovely, we're all happy.

But it's not the case, because one of those developing countries is actually China. Well, they're not a developing country anymore.

We shouldn't be stuck with this treaty that we signed 40 or 50 years ago as it is not relevant today. It's like a lot of the treaties that we signed.

I think I mentioned last week about a treaty we signed called the Coastal Treaty, which basically says that anybody who's in Australian waters has to be paid Australian wages.

Which means that all of our imports have gone up because of this. The money is not going to the workers who are on those ships. I can guarantee it. It's just going to the ship owners, who are saying, "Thank you very much, Australia. We just pocketed that extra profit. Thank you very much."

They're not going to do pay them more when their place of employment is in Bangladesh or somewhere. They're going to pay them whatever a good wage in Bangladesh is.

We passed a stupid rule in order to line the pockets of shipping companies, nothing to do with us at all. We think we're being humanitarian and we're just not. They just don't think these things through.

That particular treaty was signed at something like 10 to midnight, and there were only three politicians in the room. One of them they filmed was asleep and the other two voted for it. That's ridiculous.

We shouldn't be able to pass these stupid rules when most of the politicians aren't even in the room.

Other ones have been passed on Valentine's Day, when everyone's out with their wives and husbands. It's got to stop. We should have a minimum quorum of politicians in order to pass a bill. It really annoys me.

Anyway, have a think about it, because if we don't stand up about this stuff, collectively, you get all these things being done and it has a long on-flowing impact.

This is why I do these, because I want you to become more intelligent about what's going on and not to become complacent.

I Love Real Estate Breakthrough Sessions

You can be part of this, and you've got to be part of this in the most efficient and biggest manner that you possibly can. Do not miss this period of time.

This period presents the opportunity to potentially set you up for life. The next three, four, five years are going to be a significant period of time in history.

You could replace your income. You could get debt free on your home and your personal assets and never have to work another day in your life.

You might love your job. You might think it's fantastic and that's great. But having that choice.

Anything can happen, we don't know what's around the corner. You don't know about illness, job losses, an accident that could happen where you need to take two or three years off just to care for yourself or someone in your family.

Well, you can have that choice. Now is the time to create that choice. Now is the time to actually create that passive income and set yourself up.

And that's why I'm offering you a free 60 minute advisory call ... I'm calling it the **I Love Real Estate Breakthrough Session**.

I've only got a few spots so make sure that you book it in. They are free.

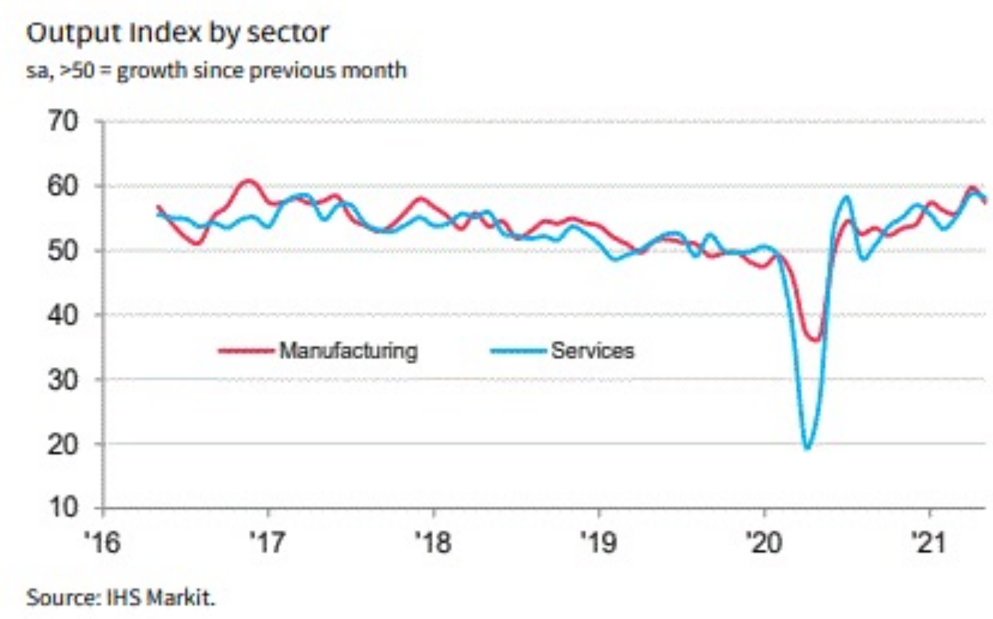
You can have 60 minutes with one of my advisors where you can go through your goals, dreams and aspirations. Where you're at, where you want to go, what it all means, how to get there and a way forward for you.

Go to **iloverealestate.tv/questions/** where you can lock in one of those appointments.

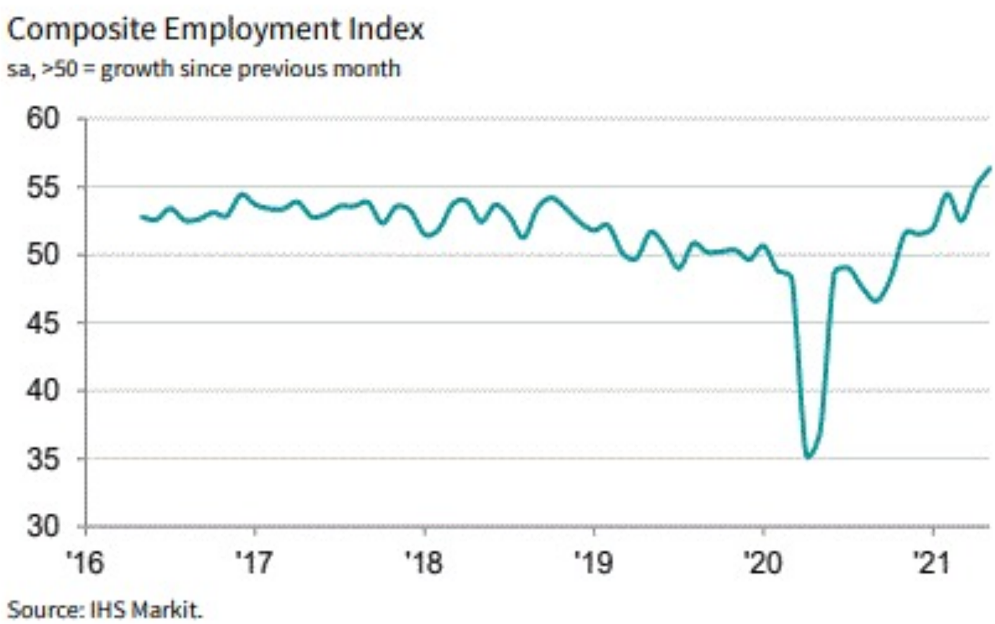
Make sure that you do that. Make sure that you actually set the time aside. Write it in your diary so you don't miss it as their time is limited.

Make sure that you turn up on time because they're going to be there waiting. You'll get 60 minutes to talk about your situation and what you can do to maximise these next few years. And it's free!

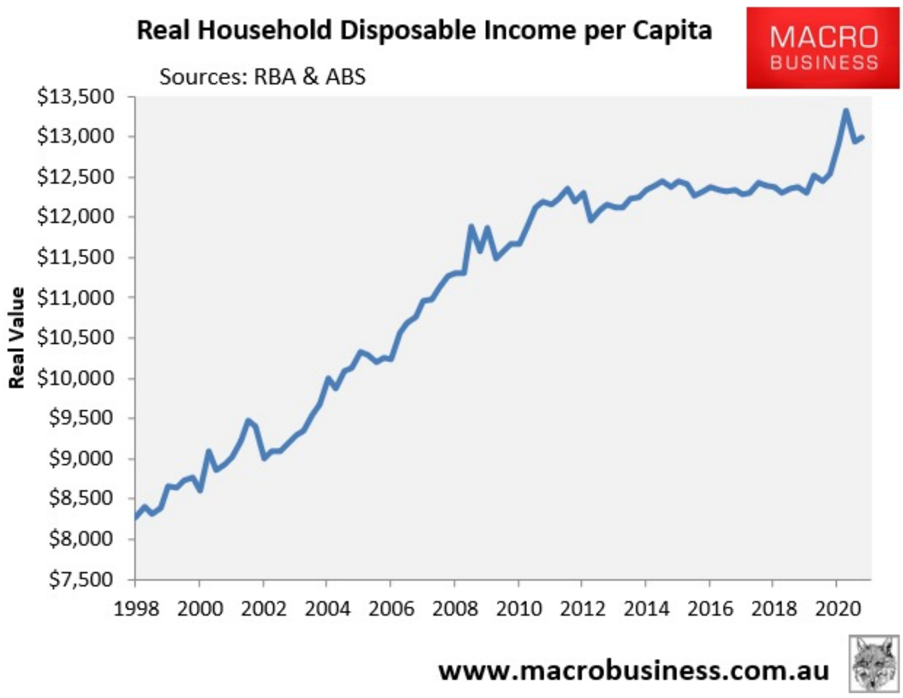
Now, let's get back to the rest of the masterclass.



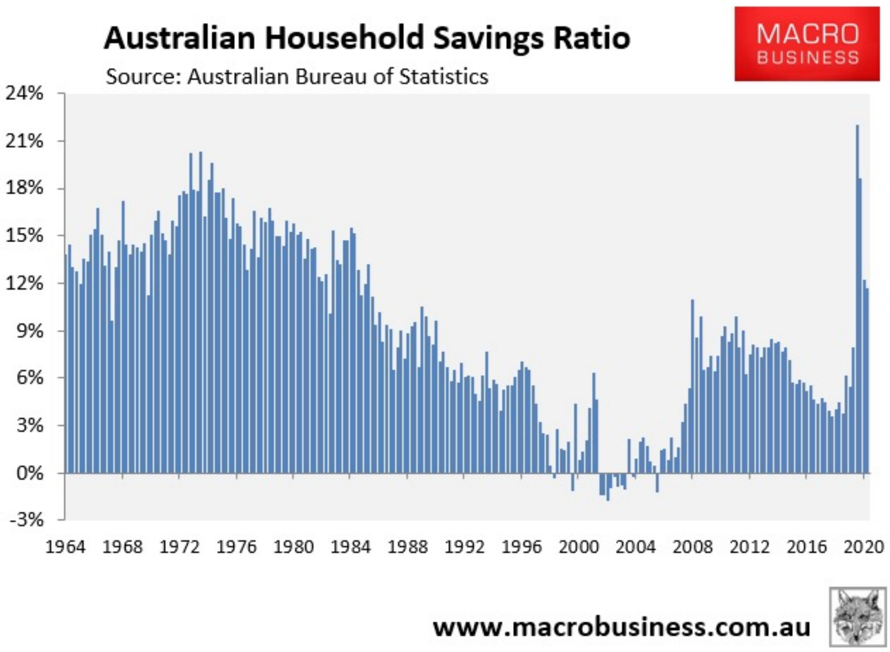
What we have above is the Output Sector Index. We're up past where we were pre-COVID.



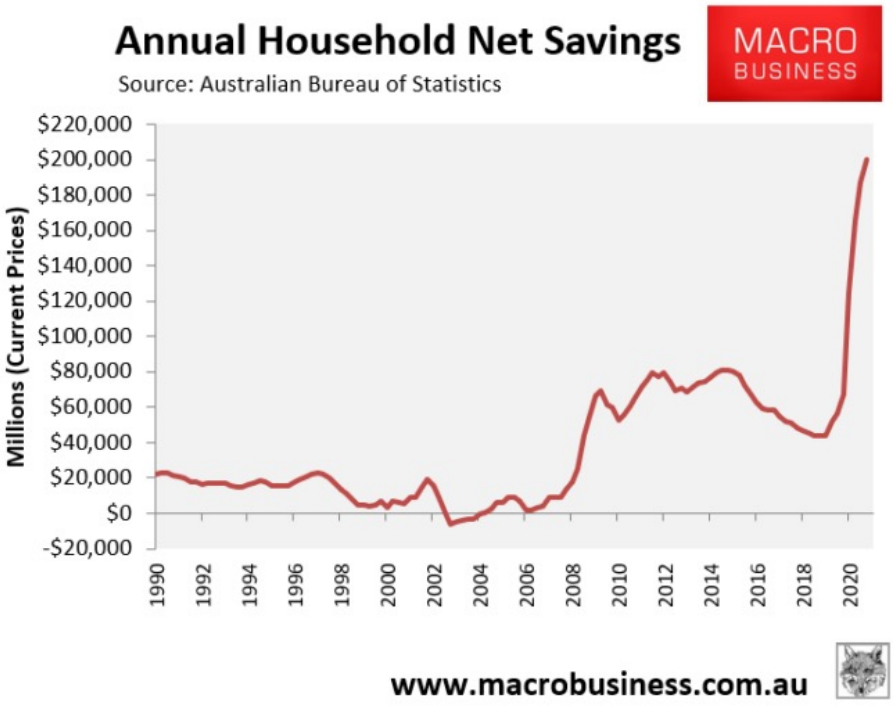
This is the employment index, again, we're up well and truly above where we are pre-COVID. From an employment perspective, we're doing really well.



This is the household disposable income. Again, we've got more money in our pockets than we had pre-COVID. That's looking very good.



There was a massive increase in the Savings Ratio through COVID, as you can see above. We've started to come back a bit. We're not saving quite as much as we did through COVID, but it's certainly well and truly up there.

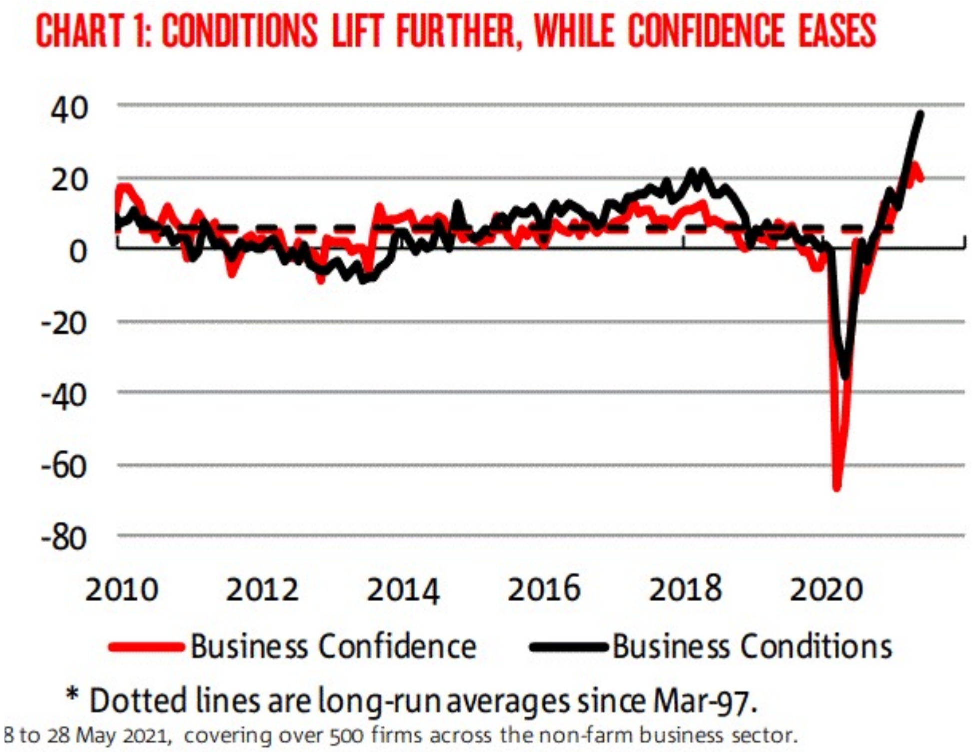


This chart really shows just how much we saved through COVID. Now that we've come out we're not saving as much and we're spending more, which means that our retail sales have rebounded.

You can see on the chart above that retail sales go on a bit of a bumpy road with COVID, but we're well and truly above the trend line that we were on. Keep it up, guys. We need to do that, but in particular, we need to be supporting the Australian manufacturers because that's what's going to really make our country better.

It's going to make our country have higher employment. There'll be more solidarity. All the good stuff starts to flow from us choosing to buy Australian manufacturing.

Our labeling needs to change too. Because it's manufactured here, it doesn't mean that all the ingredients aren't from overseas. Watch those labels.

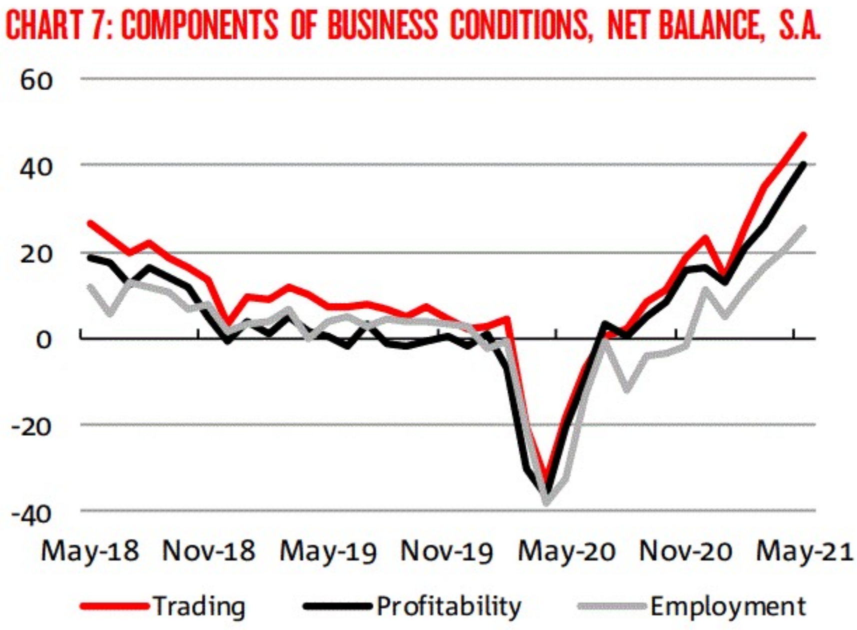


This chart is about business confidence.

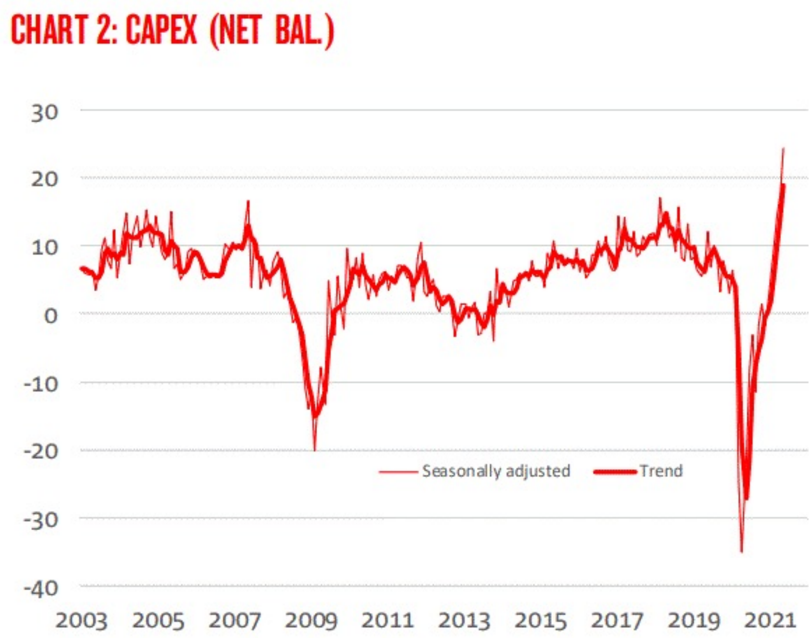
You can see here that business confidence is up, and business conditions are up too. There's actually more room for higher business confidence because the business conditions are even higher.

The glitches are probably due to the lockdowns and things going on and off in Victoria.

But overall we have that increase and it means that there's more good times to come basically.



This chart shows you the breakdown. Trading's up, profitability's up, and employment is up. It's all up, up, up, which is good for Australia.



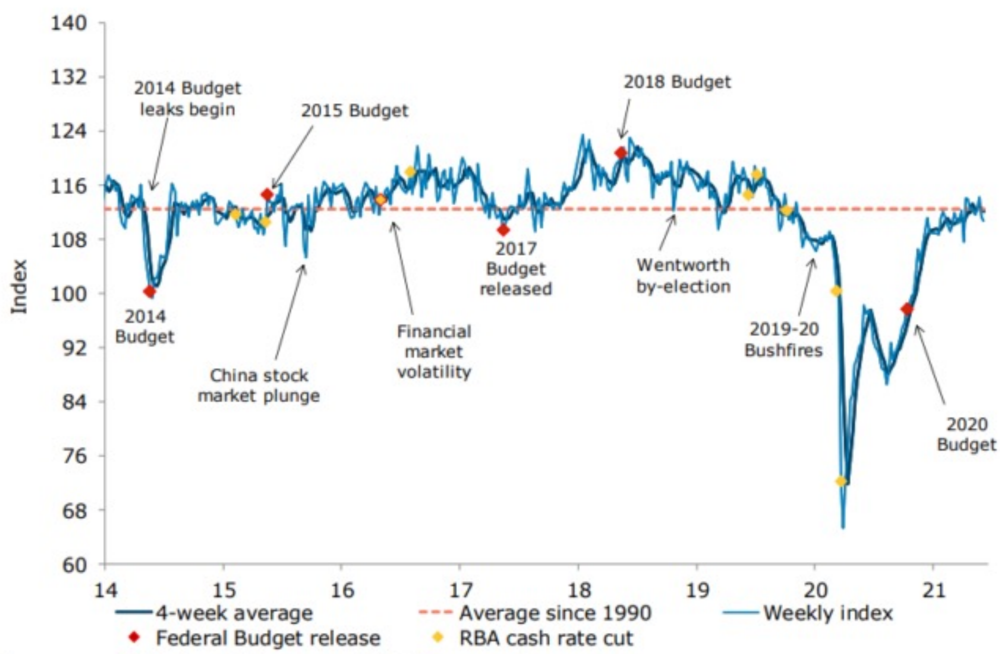
The next thing I've got here is the CapEx. This is Capital Expenditure. Again, you can see here that the seasonally adjusted figure is high and there's more opportunity for more growth in this space. Remember, when we talk about capital expenditure, we can be as good as any other country in the world.

We can be as economical as any other country in the world when it comes to capital manufacturing.

When we've got a machine that does whatever and it spits it out the other end, we can be just as cost effective, just as affordable, and we don't have the freight costs that are going through the roof at the moment, particularly out of China.

Freight has gone up something like four or five times. But when we've got a machine here that's chugging along and making whatever, it means we have more capacity, and it's going to be more affordable than perhaps bringing that same widget in from overseas, because it's the labour content that beats us when we're manufacturing, not the cost of a machine.

Figure 1. Confidence down 0.6%



Source: ANZ-Roy Morgan, ANZ Research

This chart shows you how business conference has bounced back up to where it would be in a normal year at any other time. We are sitting pretty with that.

— Opinion

Australia's AAA credit rating is a big tick for pandemic management

S&P's backing is an endorsement of the country's leading government institutions including Treasury, the Reserve Bank of Australia and health authorities.

John Kehoe *Economics editor*

Jun 7, 2021 – 6.09pm

Save Share

The speed at which S&P Global Ratings has restored Australia's AAA "stable" credit rating is testament to the rapid pace of the nation's economic rebound.

That is good news because history shows that AAA ratings can be quickly lost and slow to regain.

Australia is now one of only nine economies to have a pristine AAA balance sheet recognised from all three of the world's largest credit rating agencies.

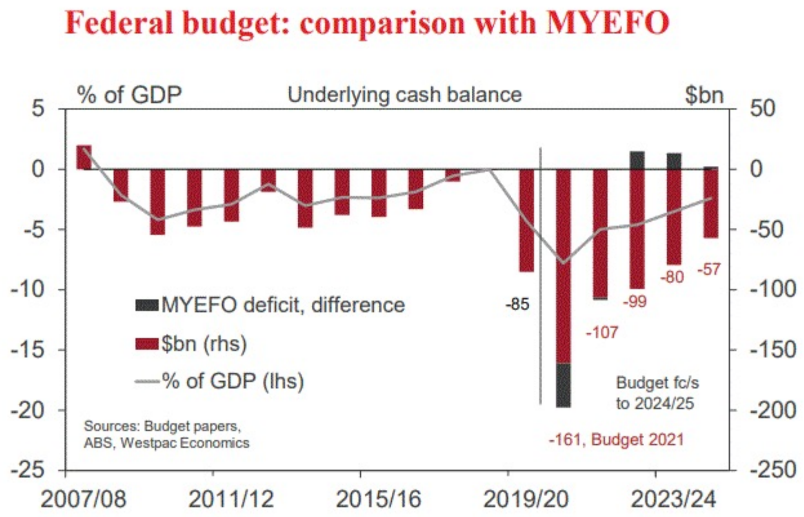
When S&P put the Commonwealth's AAA rating on "negative" outlook at the height of panic peak in April last year, Australia faced a one-in-three chance of a downgrade within two years.

But 14 months later, S&P did a sharp U-turn. It was an about-face that occurred faster than almost anyone could have imagined.

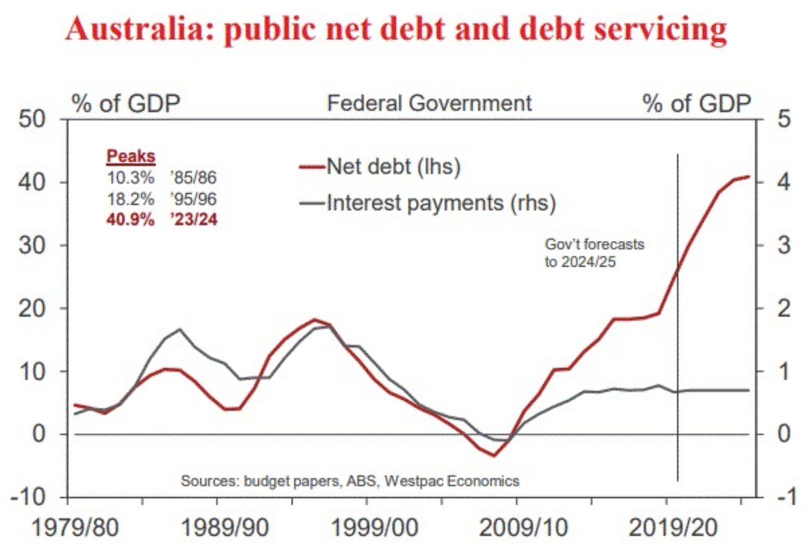
Treasurer Josh Frydenberg was desperate to retain the AAA rating. **Alex Ellinghausen**

The next thing I've got here is an article that was put out about Frydenberg saying that we've maintained our AAA rating which is kind of surprising considering our debt level.

In normal times, the debt levels we've got now (that we're going to be paying it off for decades) they would normally downgrade our credit rating, but there's been a major shift when it comes to credit and our view on credit.



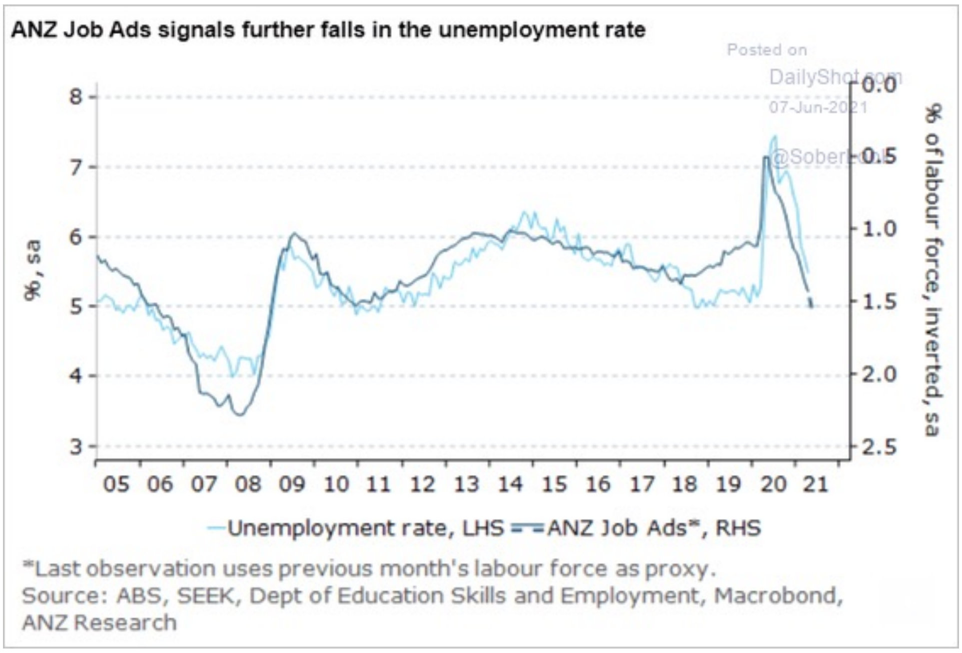
Consequently, the powers that be say, "Well, everybody's in debt. The whole world has had a new norm, so compared to the rest of the world, Australia is doing really well."



Part of it is also because yes, we've got major public debt, or government debt, but our interest rates are so low.

Money is so cheap that this debt really is not that concerning and it did save the economy.

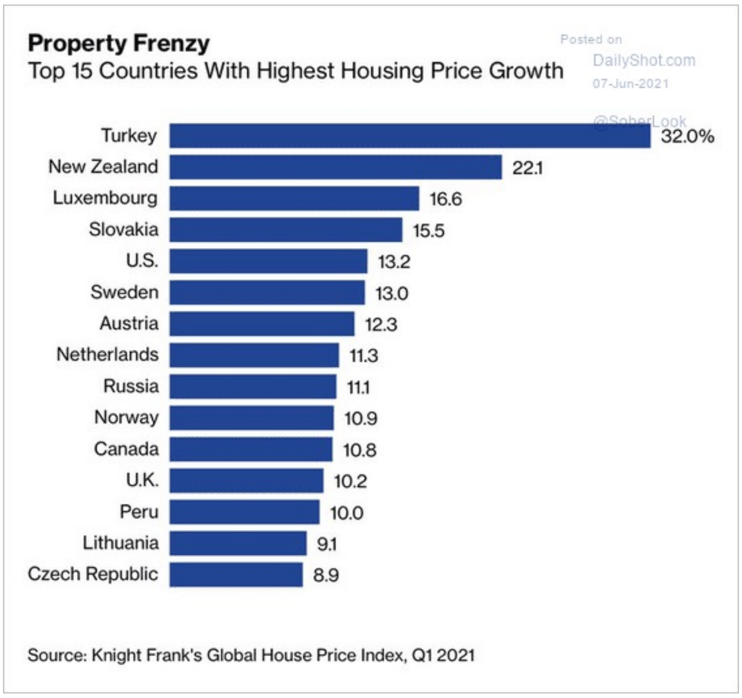
This chart came out from ANZ Bank showing how job ads are up and that's translating into unemployment rates coming down.



The expectation is that we will be down to about 4.9%. our target for employment is 4.4% and we're well and truly on the road to that.

The Australian Property Market

Now, what's happening in the Australian property market?

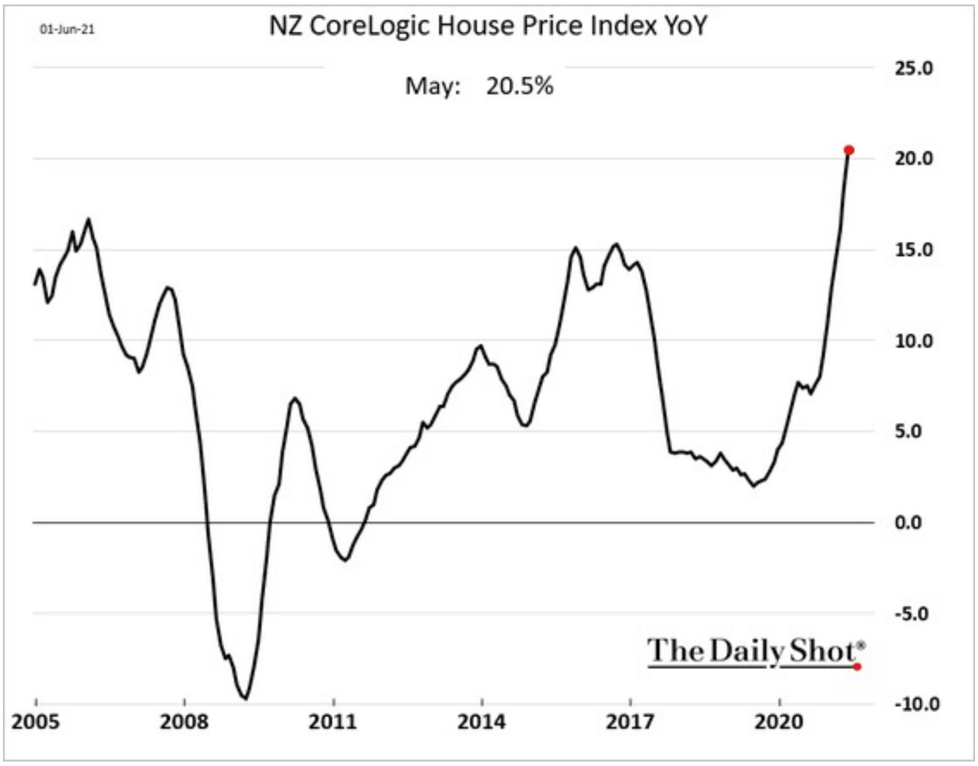


Look, right across the world, the property market has gone crazy. This is the quarter ending in March. Turkey, oh my God, there's a bit of a problem in Turkey, because there's a fear of some of the central banks going down.

What are people doing? They're pulling out their money and they're putting it into property. This is very high, but it's because of what's going on over there. It's a bit of a problem.

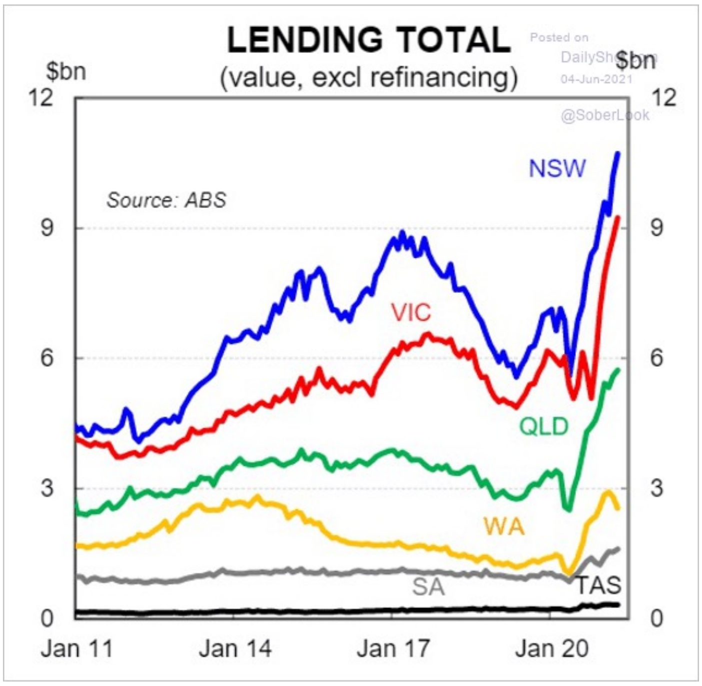
New Zealand is 22%. Now, we don't rank in the top 15 countries for the highest price growth, but for this quarter we might, because this quarter where we're running around about 10%. We're down near Canada.

We're nowhere near New Zealand but the reality is that we tend to follow New Zealand, or at least Sydney follows Auckland. The likelihood that we'll start to go up this scale is pretty jolly high.



This is the New Zealand House Price Index from CoreLogic. You can see there's been a gigantic rise in house prices in New Zealand.

As I say, that's expected to flow on into Australia as well.



Lending is up too. Right around the country in all the states we've got more and more lending happening.

It was up 3.7% for the month of April.

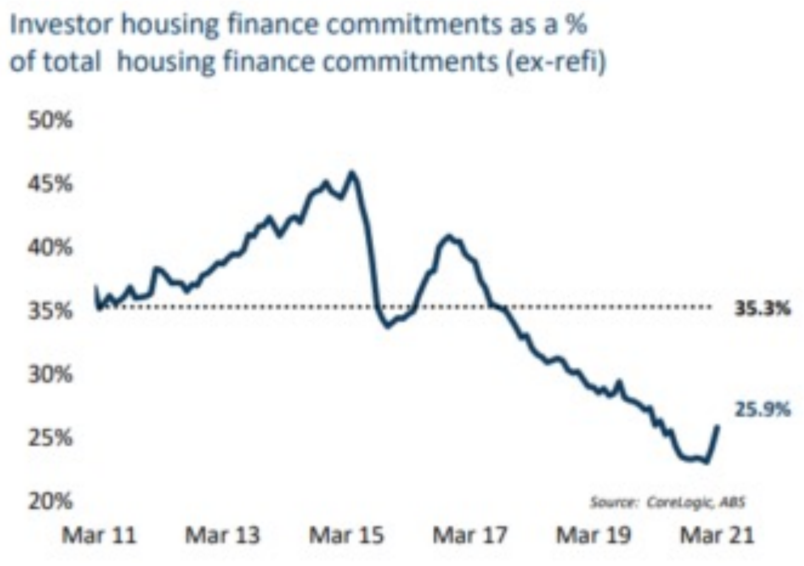
That's a 68% increase year-on-year, but you've got to temper that a little bit because it was so low a year ago because of COVID. No one was doing anything so you can't really buy too much into that.

What we can look at though is where we were back in say, 2017, before ACRA stuck their nose in and started to reduce lending.

We're actually up above that now. We're getting up above where we were back in 2017.

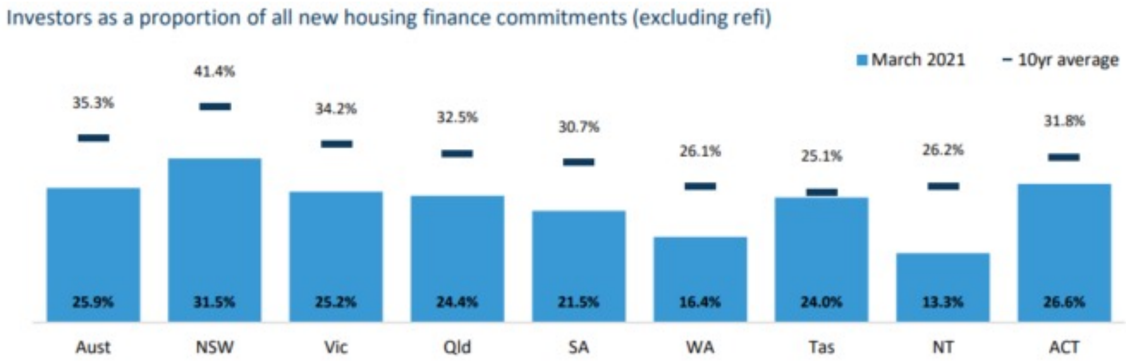
That's actually more of a real indication than where we were a year ago, because we were in the middle of COVID chaos then.

Lending is up for both owner-occupiers and investors, but don't get too concerned about the investor market because what the chart below shows is a lot of the investors haven't tipped their toe back into the property market as much as we have in the past.



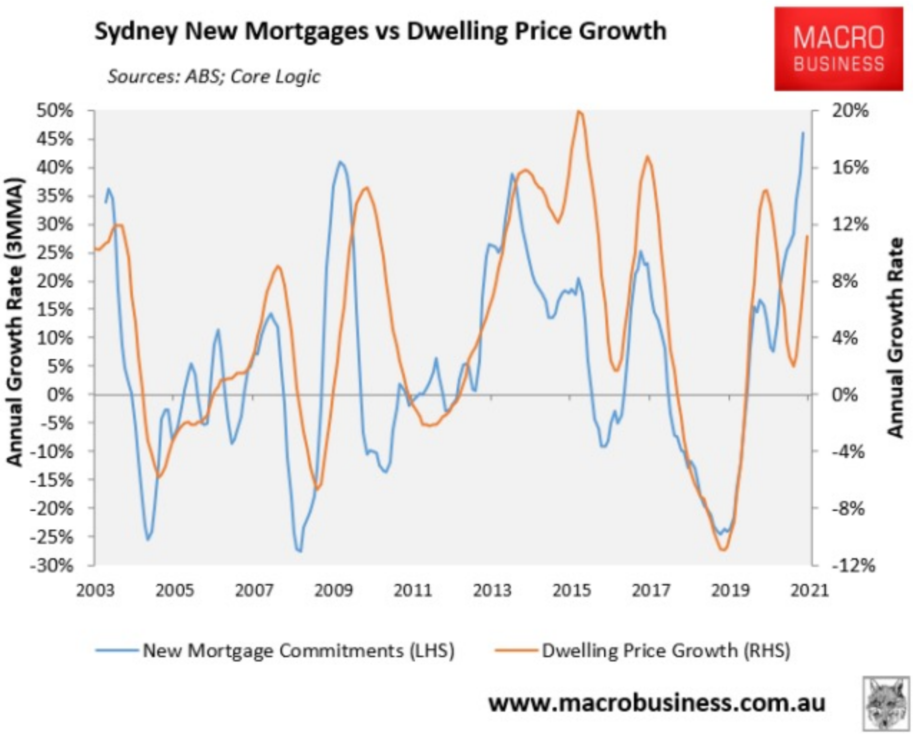
We've still got some major upside, as you can see here, from 25.9% to get back to the normal trend line of 35.3%. Even above that to where it was back in the post-GFC times of 2013-15, when prices were really starting to accelerate.

When more investors start taking a full position in the market, we're going to see an upward pressure on house prices.



This is the proportion of investors in new housing finance commitments. You can see right across the states, there's an increase, but those lines above the columns show you where the 10 year median. You can see only Tassie is sitting at their norm, all the other states are actually below, so there's still plenty of room for investors to pop back into the market.

Now, when those investors start to come on board, we're going to see a significant turnaround in that and that will have upward pressure on pricing.



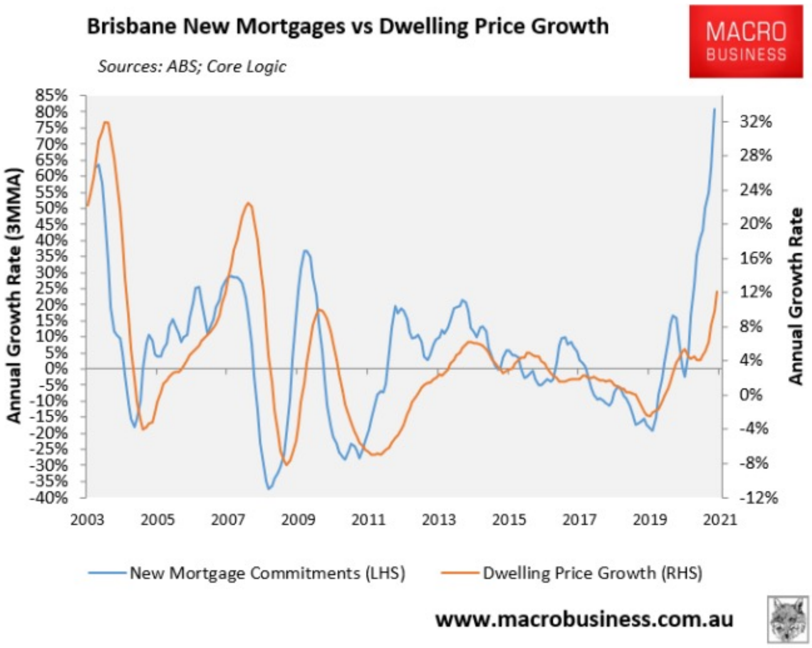
Just to add proof to that, here's Sydney's mortgages compared to dwelling price growth. They've still got plenty of room to grow here. That means, again, upward pressure on pricing.

Melbourne, same thing. Only a much bigger gap.

Obviously Melbourne has been hampered by the lockdowns. I feel so sorry for Victoria, but it's actually the state that I'm probably the most bullish on because of when immigration re-starts and also the fact that they've been hammered so hard they are behind the other states.

There is a lot of upward pressure, but not in apartments. They are massively oversupplied in apartments. But the big gap there means upward pressure for Melbourne.

I'm just trying to give you a little bit of a insight into what all these charts mean so you can understand how the property market works.



This chart is Brisbane, again, there's a good gap there, so more upward pressure there.

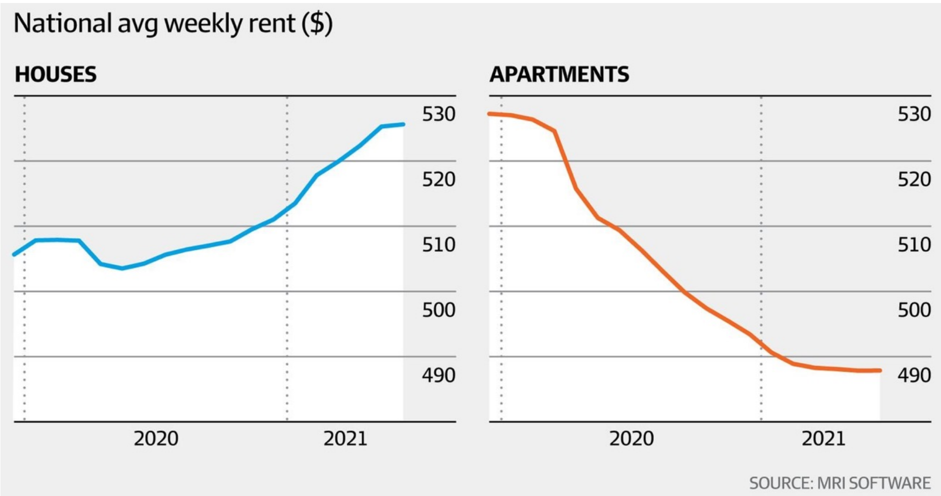
Perth shows a massive upward pressure. The reason for that is because it's been low for so long. You can check that back and you can see that when you have those kind of gaps, you're going to have a significant upward pressure, and history shows that that's exactly what happens.

Capital City Rental Vacancy Rates

	May-21	Apr-21	May-20	Monthly Change	Annual Change
National	1.7%	1.8%	2.2%	↓	↓
Sydney	2.7%	2.9%	3.6%	↓	↓
Melbourne	3.8%	4.2%	2.9%	↓	↑
Brisbane	1.3%	1.4%	2.4%	↓	↓
Perth	0.8%	0.8%	1.8%	–	↓
Adelaide	0.6%	0.6%	1.1%	–	↓
Hobart	0.4%	0.5%	1.2%	↓	↓
Canberra	0.8%	0.8%	1.3%	–	↓
Darwin	0.5%	0.6%	2.6%	↓	↓

Source: Domain
The vacancy rate represents the portion of available, empty rental properties relative to the total stock of rental property. The rental vacancy rate is based on adjusted Domain rental listings and will be subject to slight revisions over time.

Vacancies are down right across the country. Adelaide is pretty much on par. Perth's on par. Canberra's on par. All the rest, their vacancies rates have gone down.



Now, I really want to stress the difference between units and houses, because this chart shows you, dramatically, how the rental return per week for the average house has gone up, but the rental return for apartments has gone down.

Why? A number of things. One is oversupply, particularly in the big cities of Sydney and Melbourne, but Melbourne particularly.

Then the other reason is the lack of immigration, when migrants come in, they take up the apartment market.

We haven't had the immigration to take up some of this excess supply in the apartment market. Lockdown has certainly had a bit of an effect too.

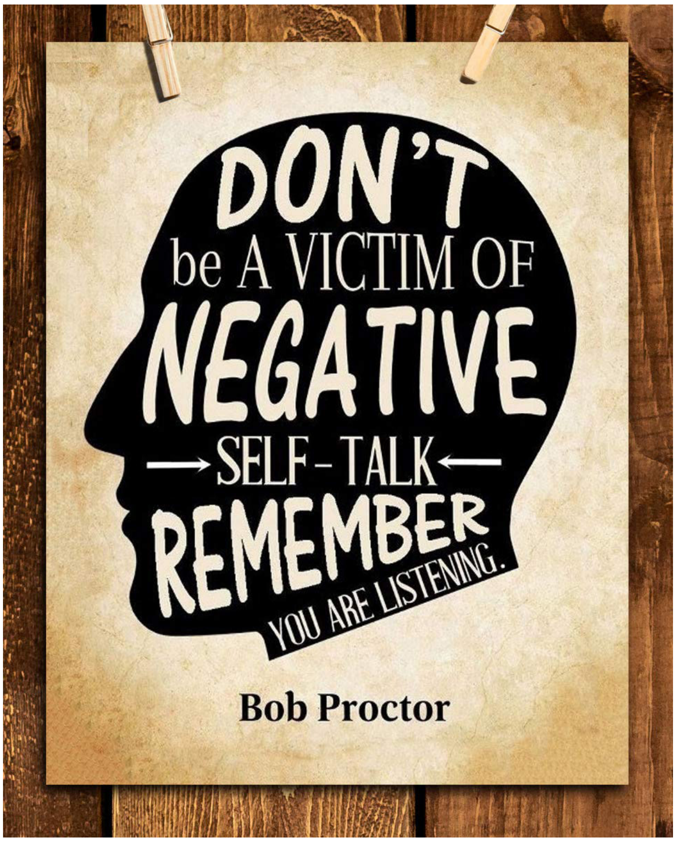
You can see there that clearance rates have started to come down a little across the capital cities, and a lot of that is because of Melbourne. They couldn't go to the auctions, so that is having an effect on the weekly clearance rates.

Long-term it's not going to have an impact, but certainly short term it does. You can see below the clearance rate and number of auctions for each city.

Capital City Auction Statistics (Preliminary)

City	Clearance rate	Total auctions	CoreLogic auction results	Cleared auctions	Uncleared auctions	Clearance rate (last year)	Total auctions (last year)
Sydney	79.6%	1,171	956	761	195	56.8%	398
Melbourne	67.3%	1,098	935	629	306	60.1%	195
Brisbane	69.0%	152	116	80	36	33.3%	50
Adelaide	73.3%	149	120	88	32	47.4%	22
Perth	61.5%	16	13	8	5	n.a.	14
Tasmania	n.a.	4	4	3	1	n.a.	0
Canberra	78.5%	101	79	62	17	66.7%	32
Weighted Average	**73.5%**	**2,691**	**2,223**	**1,631**	**592**	**56.2%**	**711**

Please note: A minimum sample size of 10 results is required to report a clearance rate



Truth Bomb

Now, a truth bomb for the week.

Where does our self-talk actually come from? We are very, very good at being very negative on ourselves.

Self-talk is something we need to be very conscious of. As you can see the picture, "**Don't be a victim of negative self-talk. Remember you are listening.**" Particularly, your subconscious is listening.

I just did a massive two-day event over the weekend. It was called *Millionaire Within*. It was all about mindset and getting your head in the right space and recognising how damaging this kind of stuff is, and what you can do to fix it.

Out of that, a few things have come to the fore. Such as, where do we think this self-talk actually comes from?

Well, the common thought is it's from our peers and parental influence. We start to get negative feedback from people so we start to think that we're no good at whatever.

There's another study that's come out and I actually think this holds a lot of weight.

We've all had different childhoods and other things, but there's often stuff to overcome, to peel the onion and get rid of all the baggage that we carry around with us forever.

This recent study said that a lot of it is actually coming from laziness.

Why is that the case?

Well, you've got to do that feasibility study, but you're not that confident, so you make up a story to yourself that says, "I'm no good at numbers. I can't do it."

In reality, you're too goddam lazy to get out there and ask someone to show you how to do it, or work it out for yourself.

It's nothing to do with you're not good at numbers, or you're too stupid, or any of the other excuses that you come up with. A lot of it comes back to laziness, complacency. In Australia we're a bunch of lazy so-and-sos. We're a bunch of complacent so-and-sos, and we need to stop this as a nation.

It starts with stopping the negative self-talk because when you have negative self-talk, it's kind of like a self-fulfilling prophecy. Because what it does is your subconscious goes, "Okay. That's what we're focusing on. We're not good at this. We're no good at that and whatever else. We don't have the confidence."

We're going to go about making decisions that keep us safe from doing those things. It holds you back. It's self-sabotage. It's self-sabotage under another name.

Just stop it, is my truth bomb for the week.

Now, remember, I have a few free spots available for you to jump on and have a free **Real Estate Breakthrough Session** with one of my advisors.

These are very valuable because they'll talk to you about where you're at and what your goals are, and how we can actually help you achieve those goals.

This crucial period of time might go down as one of the greatest money-making opportunities of the century. You need to be doing everything you possibly can to maximise your position and we can help you with that.

So take up one of those sessions. They're free. Jump onto **iloverealestate.tv/questions/** and lock one in for yourself because they are limited. Put your appointment in your diary and make sure you turn up on time because my advisors will allocate a time slot just for you.

I also encourage you to go across to my website **www.iloverealestate.tv** and subscribe to my weekly updates. That way you're going to get these coming to you every single week and you'll always be on top of the latest information.

Jump on board. Be part of the Intelligent Property Investor Masterclass Series. Better information gives you better decisions, which gives you better results.

Yours in success,

Dymphna.

Dymphna Boholt

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