

## **1 Know your Entry finances**

Establish your EQUITY and MAX LOAN SERVICEABILITY figures by arranging a Finance and Strategy Review ( **FSR**) from Investor Loans Network. If your starting position does not allow for property purchase, you will need to consider 'No/Low Money Down Deals" to grow your Equity. Webinar # 99 describes the various options available to all levels of finance.

## **2 Finances – Which is Weaker?**

Establish which of these is the weakest – EQUITY or INCOME. Investor Loans Network will assist you to assess this.

## **3 Choose your deal type ( EQUITY or INCOME)**

Based on which is weaker choose a strategy which strengthen that weakness ie. If EQUITY is the weakest choose a Chunk Deal which suits your profile, timescales and locality. If INCOME is the weakest then choose a Cash Cow , however always consider how the equity used to buy into this deal can be replaced.

## **4 Get an approximate idea of where and what to look for. ( Big Picture)**

Write the specifications of a property which will fit your criteria. The state, price range, property type, investment purpose(Equity or Income) Please view session 2 day 3 video from the 2016 3 day Bootcamp.

## **5 Write in any potential works associated with this property.( Detail to be completed later)**

Details of any projects to be undertaken and the timescale planned ie.

Cosmetic Reno

Structural Reno

Subdivision

Development

## **6 Work the numbers for this deal.(Detail to be completed later)**

### **PLAN BOTH EXITS – Sell and Hold**

Work out the potential equity and /or income gains for BOTH exits. This is most important as it will highlight any potential concerns about income cash flows.

## **7 Know your Exit finances ( Detail to be completed later)**

Add the above equity/ income gains to the entry equity/income finance figures to arrive at the exit finances figure. Carry forward these figures and use them as entry finances for the next planned deal.

Note that if the exit finances do not allow any further investments using the remaining funds, consideration will have to be given to Low/No money down investments in order to continue investing. If this does not suit the investors profile then this would strongly suggest that the deal may not work