



DAY 3
WORKBOOK

Build Your Momentum Into 2021 & Beyond...



Build Your Momentum Into 2021 & Beyond...



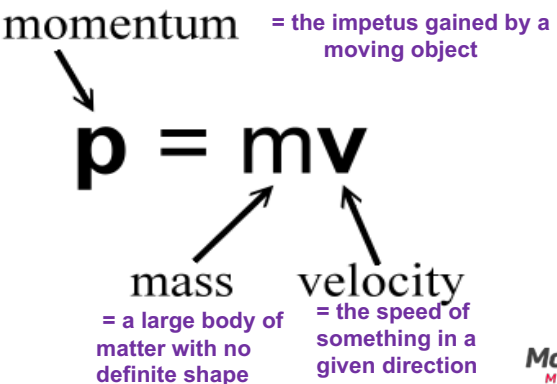





momentum = the impetus gained by a moving object

$p = mv$

mass = a large body of matter with no definite shape



velocity = the speed of something in a given direction

So, What Inhibits Momentum?

“An object with momentum can be stopped if a force is applied against it for a given amount of time. A force acting for a given amount of time will change an object’s momentum. Put another way, an unbalanced force always accelerates an object - either speeding it up or slowing it down.”

Q What opposing forces are you exerting that are sabotaging your effects?

Well I asked my Amazing Platinum Coaches



Tamara – Qld, NT and International



Nicolle – Qld, NSW



Melissa – WA



Narelle – Vic, SA, Tas



Greg – NSW



4 Types of Students

- 1) Brand New & just starting out
- 2) Searching for deals
- 3) In a deal or have deals already in their portfolio
- 4) All done - Living their best life



Momentum Saboteurs

Space and Time

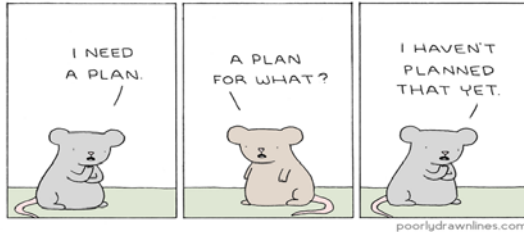
Not creating the space / time in your life to focus on property
Allowing life to get in the way



Momentum Saboteurs

Lack of a Clear Plan

- How do you know what decisions to make if you don't know
 1. What you WANT
 2. Having a PLAN to get there



Breaking tasks down into do-able chew-ables!



Develop your Roughy Plan from Monday into a Gantt Chart

- <https://www.teamgantt.com/free-gantt-chart-excel-template>
- <https://www.projectlibre.com/products>
- <https://www.projectmanager.com/gantt-chart>



Momentum Saboteurs

Lack of confidence to:

- Move beyond the online searching stage of deal finding
- Know if a deal is worth pursuing
- Commit to the plan and implement it
- Let go of existing properties that are holding them back



Momentum Saboteurs

Fear of:

- Failure
- Change and the unknown
- Succeeding and what others might think (What if I don't have friends anymore? Will money change who I am?)



Momentum Saboteurs

Perfectionism

Needing to know everything before they take the first step, wanting to have everything perfect before moving forward.



Momentum Saboteurs

Persistence and Discipline

Not having the ability or determination to get up time and again and make it happen despite the knocks that will come.

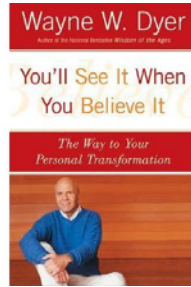


Momentum Saboteurs

Lack of Proven Knowledge, Information and Application

- Show ME
- Prove it to ME
- I'll believe it when I see it

MMMMM, GIRL I'LL BELIEVE



Momentum
MASTERMIND



Persistence



There will be times when it feels as though nothing you try is working

Or worse...

Nothing is even worth trying!



Momentum
MASTERMIND

But...



Persistence

- As coaches, we know the importance of continuing to stay “in the game”
- Every step you take, every deal you review, even if you miss out, is one step closer to securing a deal



Persistence



Cory and Amanda Harding

- Starting position = newly married, some money and some serviceability
- Looking for a JV deal – either partner or seller JV
- Secured a money partner by talking with a friend
- Began searching for deals

Enthusiasm.



Cory and Amanda Harding

- Reality strikes!
- Not very much on the market
- Feeling deflated



Cory and Amanda Harding

- Sending out letters
- Good responses for potential off market deals initially
- YAY!

Enthusiasm.



Cory and Amanda Harding

- Then despair – nothing is working
- BOO!



Cory and Amanda Harding

- Then there were tears!!!
- Support and encouragement
- Reminder of what had been achieved
 - Networking and developing team
 - Contact and good relationships developing with agents
 - Builder willing to work with them
 - Keep going!!!
- YAY!

Enthusiasm.



Cory and Amanda Harding

- Almost secured a subdivision site
- Spent weeks negotiating and agreed on a price and the terms
- But...
- Wife said no!
- BOO!
- Great learning experience!!!



Cory and Amanda Harding

- Coaching calls had shifted
- There were other deals explored and negotiated, but again they missed out
- There was a confidence in their process, approach, discussions and analysis
- Securing a deal was simply a matter of time
- YAY!

Enthusiasm.



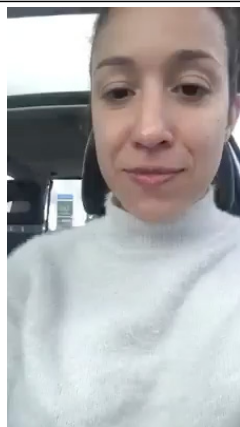
Cory and Amanda Harding

Results

- Builder identified suitable block of land and suggested they look at it
- Agreed to build a 4 bedroom PPR for them at a very good price because of their relationship
- Eligible for 1st home owners/construction grants/stamp duty concessions
- Expecting to create close to \$100k equity when complete



A Word from Amanda



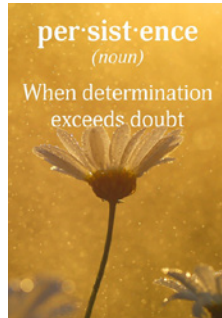
Persistence



Remember...

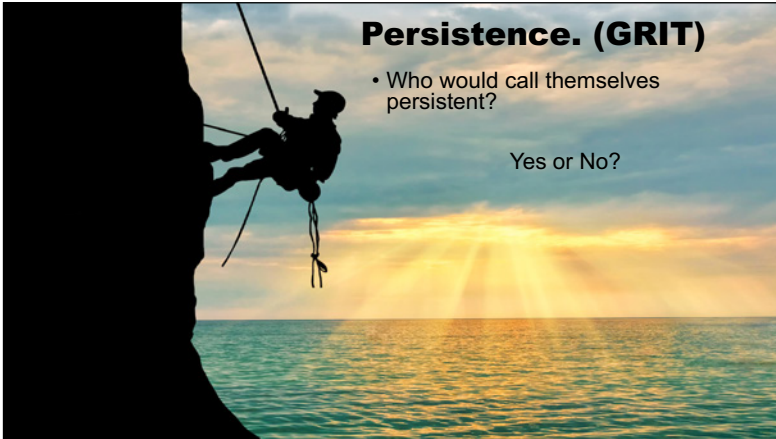
All of your effort is progress, not just the high points!

Recognise all of the journey as learning and Progress!



No matter how hard it seems...





Persistence. (GRIT)

- Who would call themselves persistent?

Yes or No?

1. If I set a goal, I keep working on it, even when it's challenging
 Always Sometimes Rarely

2. When I am struggling with a town planning issue, I ask for help and keep asking questions until I get a solution
 Always Sometimes Rarely

3. When I have an important task to do, I stay away from things that I know can distract me e.g. TV, games, facebook, the washing!
 Always Sometimes Rarely

I LOVE REAL ESTATE **Momentum MASTERMIND**

4. If I lose a game in sport or cards, I figure out how to do better next time
 Always Sometimes Rarely

5. When I join a team or group, I follow through and take care of what I am responsible for, even if others don't
 Always Sometimes Rarely

6. When I have a disagreement with someone on a professional basis, I try to see their point of view and work things through
 Always Sometimes Rarely

I LOVE REAL ESTATE **Momentum MASTERMIND**

7. If I am working in a joint venture and everyone isn't working well together, I try and find points we can agree on

Always Sometimes Rarely

8. I always get my tasks done on time every time

Always Sometimes Rarely

9. When I have a lot of things to do – I make a list and prioritise the most important and work through the list until all tasks are completed

Always Sometimes Rarely



10. If I am searching for my next deal and I have a set strategy – but in my research I find an interesting deal of a different strategy, I immediately discard that strategy and stay focused on the original plan

Always Sometimes Rarely

11. I have future goals that excite me and I know unequivocally that I will accomplish them

Always Sometimes Rarely

Total up your score. _____

3 = Always 2 = Sometimes 1 = Rarely



Your score. _____

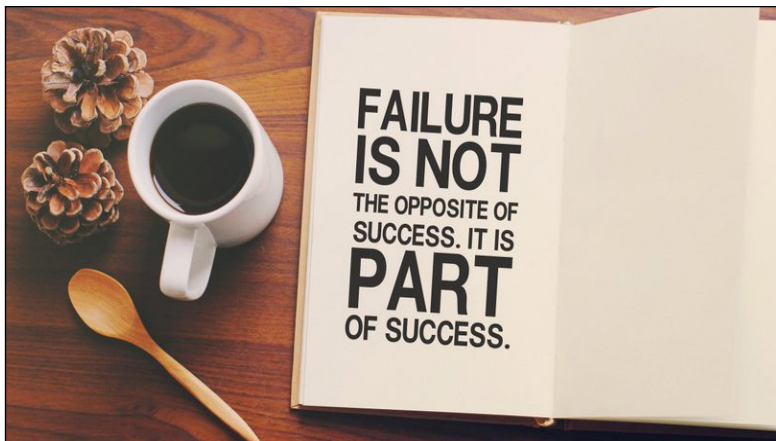
33 – 30 Your Perseverance is in the success zone. You set goals and follow through. You respond well to Accountability and a structured environment.

20 – 29 You are on a good path of grit and stickability, most of the time. Need some improvement, consciously create habits around better persistence until it becomes second nature. An accountability buddy or mentor would serve you well.

11 – 19 Start doing a time and goal tracker immediately. Create routines around your goals that are NON-NEGOTIABLE. Get an Accountability Buddy or mentor that you are answerable to NOW.








6 Famous Failures

1. WALT DISNEY

- He was fired from the **Kansas City Star** because his editor felt he “lacked imagination and had no good ideas?”
- Walt formed his first animation company in Kansas City in 1921 and made a deal with a distribution company in which he would ship them his cartoons in New York and get paid six months later?
- Unsurprisingly, he was forced to dissolve his company because he could not pay his rent and was (reportedly) surviving on dog food.
- Needless to say, he went on to be nominated for **59 Academy Awards** and is the **greatest animator of our time**.



6 Famous Failures

2. STEPHEN KING

- One of his most successful books, *Carrie*, was rejected by 30 publishers, one of whom told him that “negative utopias” do not sell.
- After so many rejections, King reportedly gave up and threw the manuscript in the bin. Luckily, his wife retrieved it and urged him to have another go.
- He eventually published *Carrie*, and the rest is history.
- The Great horror writer of our generation



6 Famous Failures

3. OPRAH WINFREY

- Oprah was born into working-class poverty.
- She was the daughter of a teenaged low-income mother and was pregnant at 14 (her son died shortly after birth).
- Even after she scored a job in journalism, things weren't always easy.
- One of her first jobs in TV ended abruptly after the producer declared she was “unfit for television.”
- Considering how far she has come, they must be eating their words



6 Famous Failures

4. JK ROWLING

- The author of the hugely successful *Harry Potter* series
- By the time she had finished the first of the *Harry Potter* books she was divorced, on welfare and with a child to support.
- 12 major publishers rejected the *Harry Potter* manuscript.
- Finally, a year later Bloomsbury accepted it and extended a very small £1500 advance.
- No doubt, it was one of the best decisions the publishing house has ever made.



6 Famous Failures

5. BILL GATES

- Bill Gates, one of the world's wealthiest men now, struggled to find his niche early on.
- He started Traf-O-Data, a business that created reports for roadway engineers from raw traffic data, with two other businessmen.
- The company did achieve a measure of success by generating some income, but allegedly the machine they had built to process the data tanked when they tried to present it to a Seattle County traffic.
- The lessons he learned from the traffic data company helped him found one of the world's biggest companies.



6 Famous Failures

6. COLONEL SANDERS

- It's never too late
- It wasn't until the age of 62 that Sanders, with a \$105 social security check in hand, pitched his chicken recipe to restaurants.
- According to reports, some 1,009 people rejected him.
- Instead of giving up, he hit the road and began trying to sell his franchise-model chicken restaurant, eventually finding success with a restaurant outside of Utah.
- It became the first Kentucky Fried Chicken, and the restaurant tripled sales in a year, mostly from the colonel's chicken.



How do you see failure?

Generally, failure is seen as the opposite of what you are trying to achieve, hence our fear to face or tackle it



The Fear of Failure Allows You to Give Up on Your Goals and Justify your Position





The Fear of Failure Allows You to Leverage off Your Learnings and Fast Track Your Goals



I'm not scared of "Failure"

Really.....

Fear is a survival mechanism and step up or step out (Fight or Flight) is triggered in us often.



Fight or Flight

We are ok to try when it's a minor challenge, the discomfort is small and is outweighed by the desire to win or achieve!

What about when you feel your livelihood and all your money is relying on you getting it right?

What takes hold?



Failure – Fear of

Failure is not a step backward; it's an excellent stepping stone to success. We never learn to move out of our comfort zone if we don't overcome our fear of **failure**



Kristy

Starting Position joining Platinum:

No Income (at all)

No Assets

Some cash

Needs to generate an income stream



Deals

Kristy looked at multiple commercial and business real estate deals

Numbers or time frames didn't stack up

I am at my limit

A lot of learnings and confidence building



Lot of frustration too



Kristi's Deal

Excitement

Coaching calls:

We go over the deal and basic then detailed numbers ✓

We go over DD needed ✓

We go over the offer price and terms ✓

We go over the finance amount & time frame required ✓



Storage sheds



77 Storage Sheds



3500m2 site

Regional QLD



Includes a cottage on site – rented \$285 pw



Includes 700m2 of vacant land



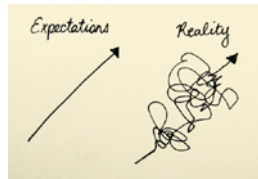
First Big Challenge with Fear of Failure

The lead up to unconditional Contract !

What if.....How can IBut.....

Coaching calls ...Many!

Set REAL Expectations Plan B verses Perfection



Crossed another threshold of pain

Excited, Confident, NO Fear of Failing Today!

Coaching calls:

Understanding the triggers, the excuses, the reasoning to remain comfortable, feeling of lack, ease of giving in.

Trusting in your research and DD, trusting your numbers!
Trusting yourself!



Second Big Challenge with Fear of Failure

The lead up to Settlement!

What if.....How can IBut.....

Coaching calls ...Many!

Immerse into the industry, make friends in the game!



Results

- Passive income of \$42, 000 per year from day 1
- Ability to increase income instantly
- Ability to build more on vacant land
- A solid understanding of how do leverage off the fear of failure

Your why needs to be bigger than your belief of the result of failing



A few words from Kristi after coaching sessions

- *"I feel fantastic! Mainly I think for not giving in to my excuses, but I think this new routine will really help me in the mornings. Thankyou for all your guidance & support xxx"*
- *"I couldn't have done this deal with out you, I would have given in many times, thanks for everything xx"*
- *"I have found another deal, I'm so excited, it is so different now"*
- *"Thanks for all your guidance this year Mel x"*



The Bottom Line





Sacrifice

the act of giving up something for something else considered more important.

a loss or something you give up, usually for the sake of a better cause.



Sacrifice

If you want a different result you have to do something different



Sacrifice

Has a negative connotation



Sacrifice

Surrender
Refusal
Abandonment
Rejection
Abstinence
Giving up
Self-denial



Sacrifice

Requires a mindset shift to see sacrifice as positive & creating opportunity & change





Dylan Pieters

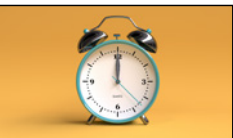
Starting position:

- Several negative geared investment properties
- Desire for a new PPR
- No experience in active investing
- Demanding JOB



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Dylan's Sacrifice



- **Time:** balance work / family / sleep to create time
- **Relationships:** friends change

I LOVE REAL ESTATE **Momentum MASTERMIND**

Dylan's Sacrifice



- **Current comfort** for future comfort - Stay in current PPR to save time, \$ and maintain focus
- **Selling** OK property to be able to move forward (Deal 1)



Dylan's Sacrifice



- **Profit & control** by doing JV with another Platinum (Deal 2)
- **Reducing profit** to meet the market, take the learnings & move on (Deal 2)



Dylan's Sacrifice



- **JV with Platinum money partners** better than no deal (Deal 3)
- **Accept lower profit** to learn strategy (Seller JV / No \$ Down) (Deal 4)



Dylan's Sacrifice

- Job status & promotion – (Deal 5 & 6)



Results in 2 Years of Platinum:

Dylan Pieters

- Deal 1 = Sold
- Deal 2 = \$18k (5mths)
- Deal 3 = \$300k (8mths)
- Deal 4 = \$15k (4wks)
- Deal 5 = \$400k+ (10mths current)
- Deal 6 = \$600k+ (12mths current)
- Full time employee to full time developer



Remember...



Sacrifice is forward momentum and moving you closer to your goal
Even if at first it seems to be taking you further away!!



sac·ri·fice

/ˈsɑkrəˌfɪs/

noun

1. My definition of sacrifice is doing something you have never done to get something you have never had.

Sacrifice is not giving something up, it's doing something more.

SUZANNE EVANS



IF YOU DON'T
SACRIFICE FOR
WHAT YOU WANT,
WHAT YOU WANT
BECOMES THE
SACRIFICE.

— UNKNOWN —



The Iceberg Illusion

Success is an iceberg

SUCCESS!

WHAT PEOPLE SEE

Persistence

Failure

FAIL

Sacrifice

Disappointment

WHAT PEOPLE DON'T SEE

Dedication

Hard work

Good habits

@sylviaaduckworth



Disappointment

The size of your success is measured by the strength of your desire; the size of your dream; and how you handle disappointment along the way.

Robert Kiyosaki



Why is disappointment important for success?

*Never stop building toward your dreams. Should there be any disappointments along the way, use them for a **sturdier** foundation.*

Success is built on disappointment, and disappointment is inherent in all success.

Elite Davis @NOTESTATS.COM



What is disappointment?



- Disappointment is the most immediate emotion people experience after a **perceived failure**.
- Disappointment is a **normal**, though difficult, part of life.
- It is a **natural response** to failure, but some people react to their disappointment in ways that increase the likelihood of more failure and disappointment.
- **IS FEAR OF DISAPPOINTMENT HOLDING YOU BACK?**



The cost of avoiding disappointment

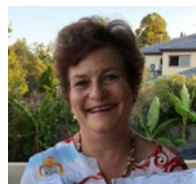




How to deal with disappointment

- Expect disappointment!
- Accept disappointment is part of success
- Tell the truth
- Be kind to yourself
- **Have a mentor standing by**





Jill Warlow - Platinum Graduate



Is your problem
really your problem,
or is it your attitude
towards the problem
that's your problem?

If your problem can be solved with
ACTION – you don't have a problem!



- Tom Corley, an accountant and financial planner, surveyed 233 wealthy individuals, mostly self-made millionaires, on their daily habits. He compared those answers to responses from 128 lower-earning individuals, or those with less than \$35,000 in annual gross income.
- In his best-selling book "[Change Your Habits, Change Your Life](#)," Corley explains that wealthy people set themselves up for success in a few specific ways.
- Here are 9 habits they have in common:





1. They get up early

- Nearly 50 percent of the self-made millionaires in Corley’s research got out of bed at least three hours before their workday actually started. Many of them use the free time to tackle personal projects, plan their day, or make time for exercise.

2. They read, a lot

- A whopping 88 percent of Corley’s wealthy respondents say they devote 30 minutes or more each day to education or self-improvement through reading.
- Most do not read for entertainment; they prefer biographies, history, and self-help books.
- Billionaire [Warren Buffett](#) says that reading has been the most crucial habit he’s developed



3. They spend 15 to 30 minutes each day on focused thinking

- Many of the self-made millionaires Corley interviewed said they make time to process everything that’s going on in their lives.
- “The rich tend to think in isolation, in the mornings,” he writes “and for at least 15 minutes every day.”

4. They make exercise a priority

- Working out regularly clears your head and makes you feel more motivated.
- According to Corley, 76 percent of his survey respondents carve out 30 minutes or more for aerobic exercise like jogging, biking or walking each day.
- Billionaire Richard Branson, for example, says that his morning routine of waking up at 5 am to play tennis or bike, [has doubled his productivity](#).



5. They spend time with people who inspire them

- “You are only as successful as those you frequently associate with,” Corley says.

6. They pursue their own goals

- 80 percent of the wealthy are “obsessed with pursuing goals,” he writes. They review both daily and long-term goals regularly.

7. They get enough sleep

- Albert Einstein reportedly preferred to get at least ten hours of sleep a night.
- An overwhelming 89 percent of self-made millionaire sleep seven or eight hours each night or more.



HARD WORK
PUTS YOU WHERE
GOOD LUCK
CAN FIND YOU

Hard Work

- What does Hard Work mean to you?
- Long Hours?
- Physically demanding?
- Stressful?
- No time with the family?



Meet Dan

- Hated his work environment
- Working 2 jobs – PAYG and Farm
- Embraced personal growth thru Platinum
- Understood the value of Education



Working Towards Passive!

- Farms in Drought
- \$90,000 average loss each year for past 6yrs
- 6 Years breeding a herd to generate \$60k pa
- Heartbreaking drought
- Hard decisions to make
- Labour of love & sentiment



- **Do we have to work harder to pull through?**



Learnings

- Blueprint Identified we were working harder NOT smarter
- We could structure a lease that allowed what we wanted access for any reason (hunting, bushwalking, camping, mining, even eco tourism cabins)
- Structure allows for security
- We retain the equity in the property but turned a negative cashflow with **hard work** into a positive cashflow with **NO** work.
- Working harder may be romantic
- Working smarter is more rewarding



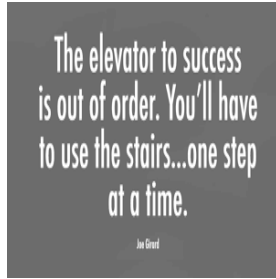
The End is in Sight

- 25 years in a highly demanding role is coming to a close.
- Income is replaced
- Date has been set for **EXIT**
- **Has Options moving forward = Lower Risk**



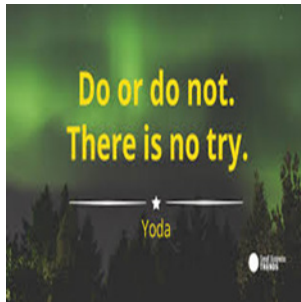
Success Leaves Clues

- Meet Justine
- Prepared to do whatever it took
- Coaching allowed her clarity and confidence in what she was doing
- Started Platinum with the onset of Covid
- All deals done during the height of Covid in Australia
- Nearly \$300k increase in 8 months in Platinum with more to come!!



Success leaves Clues

- Adrian & Lesley
- 3 Townhouse project with Reno of front property
- Prepared to travel EVERY weekend to get the project done on time 7 weeks straight
- Project completed and made a VERY healthy profit

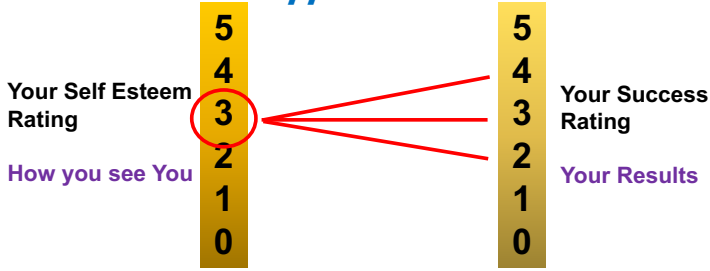


Success Leaves Clues

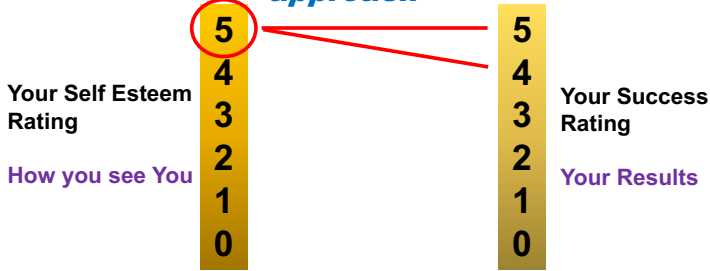
- Marlena Dickinson
- Moved back to NZ during Covid, completed 2 weeks Quarantine (used time to study)
- Had a JV partner, but needed clarity to move forward joined with confidence to enable her to make decisions.



How your current self esteem affects every image or event that you wish to approach



How your current self esteem affects every image or event that you wish to approach



OPPORTUNITY IS NOWHERE





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