



DAY 4
WORKBOOK

Build Your Momentum Into 2021 & Beyond...



Mistakes I see Investors' make

2. Dithering too long

- Waiting for the perfect deal
- Analysis paralysis
- Dithering is actually masking an underlying fear.
- Get to the bottom of the insecurity



Mistakes I see Investors' make

3. Being busy doing very little

- It's a cover up for some level of insecurity
- Procrastination – undesirable tasks
- Fear of failure - procrastination
- Need to feel important – unloved
- Need to be in control - insecure

I'M SO BUSY
DOING
NOTHING
THAT I CAN'T
DO ANYTHING
ELSE...

Solution?



Work to a to do list

1. Write out tasks for the day
2. Prioritize Tasks
3. Schedule times for each Task
- put the important yuki ones first
4. Tick them off as you go
5. Review progress at lunch time
6. End of day write list for tomorrow
7. Repeat the next day



And don't let distractions take you away from your primary tasks

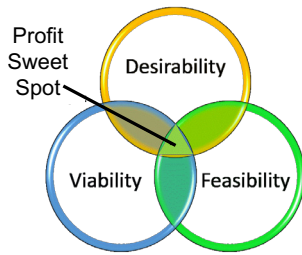




Mistakes I see Investors' make

4. Making the numbers work

- Frustration about not finding a deal can lead to subconsciously fudging the figure to make a deal work – when it actually doesn't work
- This generally mean you just haven't done enough work
- Go back to basics



Mistakes I see Investors' make

5. Time over Runs

- The quicker you can get a deal done the more money you make.
- Holding costs can kill a deal
- Don't under-estimate holding costs in feasibilities



6. Not Calculating GST Liability

- Can be a little confusing
- Check it with Wizdom Accounting



Mistakes I see Investors' make

7. It is easy to be a good buyer but the proof is in the selling

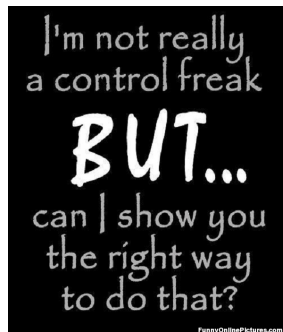
- Easy to brag about what a great deal you got but the proof is in the selling or re-valuation
- Don't get off on the high of buying
- Agents talk you up as a buyer and down as a seller
- Buying has more endorphin effect



Mistakes I see Investors' make

8. Being a control freak

- 'No one can do it as well as you'
- Just because you can - doesn't mean you should!
- Analysis your hourly rate verses paying someone to do the job
- Take the time you take to do the job into account
- True leadership is allowing other to excel



Mistakes I see Investors' make

9. Letting greed kill the deal

- Leave some butter on the bread for the next person
- Don't be silly in negotiation
- If the figures work – don't cut off your nose to spite your face
- Don't be afraid to share profits



Mistakes I see Investors' make

10. Jump for the Black Box – Get Rich Quick

- Too many investors are so desperate to make money they jump at the quick fix
- Keep control – if it's a Black Box Deal – understand you are gambling
- Only risk what you can afford to lose



Mistakes I see Investors' make

11. Letting others talk you down

- Well meaning friend and family can put negativity and fear into your subconscious creating doubt and inaction.
- Guard against the dream stealers
- Keep your psychic space protected



Mistakes I see Investors' make

12. Not Working on yourself Constantly

- No **Financial Growth** comes without **Emotional Growth**
- Read motivational biographies and non-fiction
- Listen to motivational podcasts – audios etc.
- Continue to work on yourself both logically, emotionally and spiritually

Write down at least 3 limiting beliefs, limiting thoughts or limiting emotional attachments you choose to be free from



**Both of these women
are 74 years old... The choice
is yours to make**

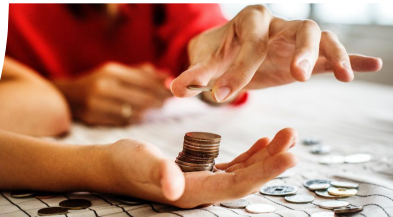
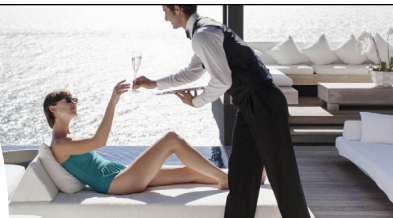


I LOVE
REAL ESTATE

Momentum
MASTERMIND

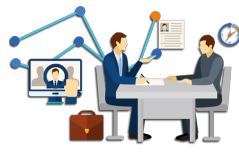
From a Financial Perspective

What you do in the next 3-5 yrs is going to be **crucial** to both your Life and that of your families lives for decades to come!



How do you achieve your goals in a faster time?

- Well like anything – The more you train the better the you get!
- The more get coached the faster you improve
- The more you are held accountable the more responsive your result



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