

ULTIMATE

REAL ESTATE SUCCESS
COACHING PROGRAM

VIRTUAL BOOTCAMP

18. DESIGNING YOUR LIFE



SESSION EIGHTEEN

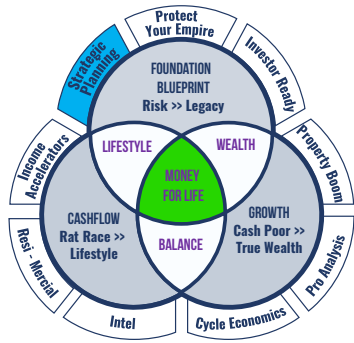
**The Real Estate Investor
Profile And What Is
Your Next Deal?**

SESSION EIGHTEEN
**DESIGNING
YOUR LIFE**



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Accountant, Economist, Author & Founder of I Love Real Estate





**DESIGN
YOUR
LIFE**

Every great achievement begins with a design and a plan. Create the life you dream of and the one you deserve in ways YOU can control!

“Quality questions create a quality life. Successful people ask better questions, and as a result, they get better answers.”
– Tony Robbins

If you can see it, you can be it, plan it and make it happen!

Steps to make change

1. Conquering doubt, fear, negativity and blaming
2. Consciously control your thoughts - Your thoughts and ideas are limitless and are the foundation for anything you want to achieve and how you want your life to be.
3. Consciously change your perceptions, attitudes and beliefs – Ask yourself: Is this the world I want to create?
4. When you have a plan that is rooted in personal responsibility, an “I can” attitude, and an understanding of where you want your life to go, **anything is possible.**

Design your Life

Rules of this Session

1. No Ego
2. No Ego
3. No Ego
4. Go with what feels right



Your Perfect Day

DAILY ACTIVITY SCHEDULE

TIME	ACTIVITIES
6:00 AM	
7:00 AM	
8:00 AM	
9:00 AM	
10:00 AM	
11:00 AM	
12:00 AM	
1:00 PM	
2:00 PM	
3:00 PM	
4:00 PM	
5:00 PM	
6:00 PM	

Document your perfect day







From the time you wake up in the morning to the time you go to bed

You have 3 minutes

Who is in this perfect day with you?

How much money do you **NEED** to have that perfect day – every day – every week ?

Passive Income– What do you **NEED**?

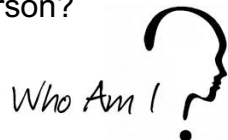
Basic living Expenses \$
 Few Luxury Expenses \$
 2 Holidays / year

Add up all 3 \$ _____
 What is your current Shortfall? \$ _____

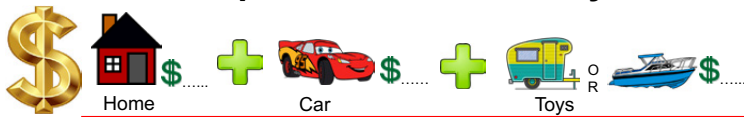
Where do you want to have this perfect life?

Who are you in this perfect life?

- What type of person are you?
- What are your characteristics?
- What aspects of you need to change to be this person?



How much money do you **NEED** to live in that place with that life style



Do you feel you need to own all these assets?
 Do you partly own them?
 Do you rent them?

Add up all 3 \$ _____

What is your current Shortfall? \$ _____

In order to **HAVE** this perfect life – you have to **BE** it first.

Example:
 “I want to be big and muscly”

Then you have to **BE** the person who is big and muscly!
 E.g. You need to be the person who likes going to the gym every day

You need to be the person who likes watching what they eat and counting their macros etc.

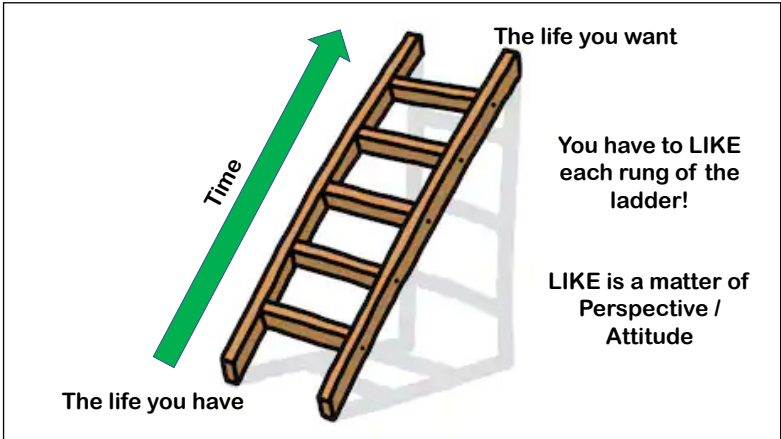


In order to **HAVE** this perfect life – you have to **BE** it first.

Example:
 “I want to be a full time property developer”
 Then you have to **BE** the person who likes all the aspects of **BEING** a developer

- E.g. You need to be the person who likes solving problems
- You need to be the person who likes dealing with council knock backs
 - You need to be the person who likes being time management efficient and effective
 - You need to be the person who likes to work alone





You need to like the boredom of that reality as much as the excitement of that reality

If you don't...

then it's not the reality that you crave.
It's something else missing in who you ARE

Self Love, Passion, Self worth, I am not enough ...



This process is exactly the same whether we are talking about your:

- Health
- Relationships
- Purpose
- What drives you
- Personal accomplishments
- Travel
- EVERYTHING!

**The practical stuff is easy
It's the head stuff that will hold you back**

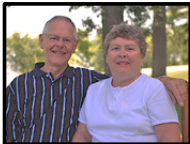


Let's take 4 Ordinary Avatars and step through 5 years of Educated Investing



Meet Mary – Single Mum 3 kids, works part time, earning \$35k plus govt support \$8,6k. Renting.

Goal – own a home + more income



Meet John & Grace – age 61 & 58, own home \$500k no debt, Super of \$450k, Savings \$40k
Grace is part time teacher on \$50k
John not working

Goal – Income for Retirement



Meet Sophy & Jason– late 20's, Both work \$75k and \$90k. Saving of \$40k

Goal – build wealth and have enough passive so Sophy can be a stay at home Mum



Meet Tony & Kym mid 30's, Both work \$120k and \$40k.
PPR \$650k Mtg \$220k, Invest. Apartment \$420k. Mortgage \$420k Super \$220k

Goal – Get out of Neg Gearing Build Passive Income



Regional Townhouse

- Purchased \$80 000
- Renovation- \$10 500
- Cash in deal - \$26 500
- Hours spent – 340hr



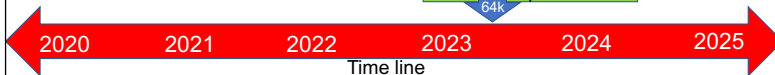
- Revalued - \$160 000
- Rent - \$300pw
- Redraw - \$64 000
- Cash flow - \$5,612pa



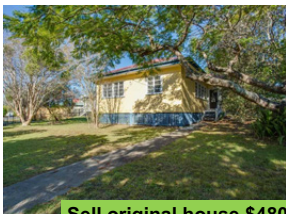
Mary and the Kids

Wealth Meter

Inc.	Eq.
0	2k
	12k
	27k
	62.6k
	72.6k
	101.2k
	161.2k
31k	211.2k
36.6k	275.2k



2 Lot Subdivision – PPR Build



Sell original house \$480,000

New house build \$310,000

Revalue new house \$780,000

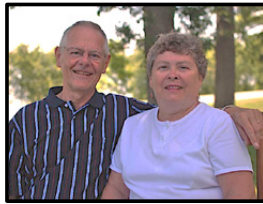
Profit \$150,000

- Purchase price \$608,000 as a PPR
- Slide/raise, infrastructure costs, renovations, services, titling, real estate costs \$192,000



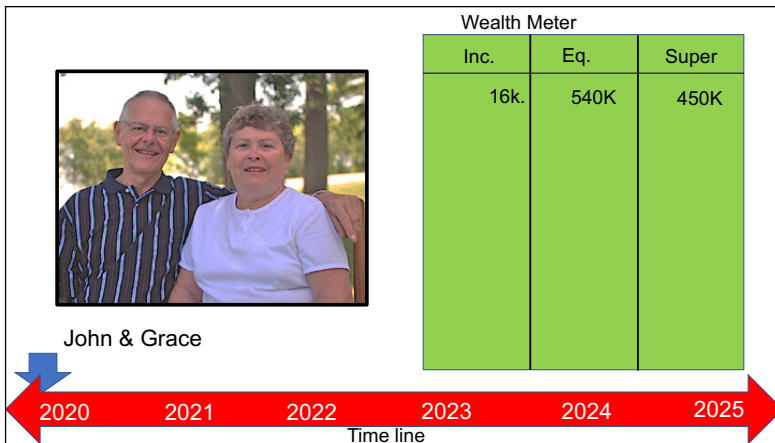
John & Grace Considerations


- Small Income
- Need Passive Income for Retirement
- Risk averse
- Want to caravan around Australia



What should they do?

1. Get Educated – Learn the value of applied Education
2. Start doing Grid Variance Analysis and feasibilities to find Commercial deal in Self Managed Super Fund
3. Network with other I Love students with high incomes to do JV deals
4. Get geared up as possible to do outside Super deals
5. Have fun in retirement doing property deals around Australia





Long term established tenancy

Generous corner site, situated on the fringe of CBD

Convenient on site car parking for 40 vehicles

Medical Centre
\$550,000*

Rent \$71,000 pa

High Yield Investment

Tenant pays all outgoings

Purchase in Self Managed Superannuation Fund

- Deposit 30% + costs
- Balance remaining in SMSF\$195,000
- Passive after P&I Repayment \$32.5k

Decision made to Sell Apartment

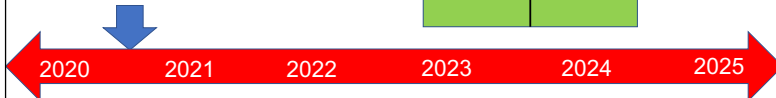




Tony & Kym

Wealth Meter

Inc.	Eq.
	216k



Capital City Reno Flip Deal



Great GVA

Item	\$
Purchase Price	\$473,000
Purchase Costs	\$24,500
Hold Costs (6 Mths)	\$12,000
Strategy Costs Reno	\$45,000
Sale Costs	\$24,000
Total equity Invested	\$105,000
Sale Price	\$780,000
Profit	\$201,500

Develop & sell down for cash flow - 1 into 3

- Purchased \$390,000
- Development & Sales Costs \$821,000
- Sold 2 - Total sales \$1,045,000
- Retained 1 @ \$530k Val, Debt = \$180k
- Uplift = \$350,000
- Rent \$450/wk

• \$10,000 Positive

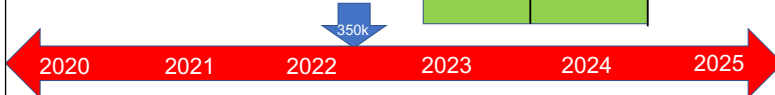




Tony & Kym

Wealth Meter

Inc.	Eq.
	216k
	\$417.5k
\$10k	\$542.5k
	\$892.5k



\$440k Commercial Cash Cow for SMSF



- Asking Price = \$499k
- Asking Yield = 7.5%
- Purchase Price = \$440k
- \$59k saving!!
- Industrial Unit
- Net Cashflow \$22,790 pa
- Resulting Yield of 8.6%
- Pay-off Loan in 7 Years
