



# ULTIMATE

REAL ESTATE SUCCESS  
COACHING PROGRAM

# VIRTUAL BOOTCAMP

DECEMBER 2020 | MY ACTION PLAN



# Personal Financial Statement – Assets

## Cash & Cash Equivalents

Institution Name	Account Type and #	Current Balance
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
5. _____	_____	_____
6. _____	_____	_____
Total Checking & Savings Accounts		\$ _____
<b>Total Cash &amp; Cash Equivalents</b>		<b>\$ _____</b>

## Shares & Managed Funds

No. of Shares/Bonds	Name of Stock/Bond	Current Market Value
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
5. _____	_____	_____
Total Value of Marketable Securities		\$ _____

## Real Estate

Description	Current Market Value	
1. _____	_____	
2. _____	_____	
3. _____	_____	
4. _____	_____	
5. _____	_____	
Total Value of Real Estate		\$ _____

## Other Assets (Include interests in Partnerships and Private-Held Stock, Cars, Jet Skis etc.)

Description	Current Value	
1. _____	_____	
2. _____	_____	
3. _____	_____	
4. _____	_____	
5. _____	_____	
Total Other Assets		\$ _____

**TOTAL ASSETS**      \$ \_\_\_\_\_

# Personal Financial Statement – Liabilities & Net Worth

## Credit Cards

Name of Creditor	Amount Owed
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
<b>Total Credit Cards and Revolving Credit Accounts \$ _____</b>	

## Other Loans (Car, Boat loans etc.)

Bank (or other lender)	Terms	Amount Owed
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
<b>Total Unsecured Loans</b>		<b>\$ _____</b>

## Loans Secured By Real Estate

Bank (or other lender)	Terms	Amount Owed
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
5. _____	_____	_____
<b>Total Real Estate Loans</b>		<b>\$ _____</b>

## Other Liabilities

Name of Creditor	Terms	Amount Owed
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
<b>Total Other Liabilities</b>		<b>\$ _____</b>

**TOTAL LIABILITIES \$ \_\_\_\_\_**

**TOTAL ASSETS \$ \_\_\_\_\_**

**NETT WORTH \$ \_\_\_\_\_**

# Personal Financial Statement – Annual Income

## Gross Salary & Wages

Source	Annual Amount
1. _____	
2. _____	
3. _____	
<b>Total Gross Salary and Wages</b> \$ _____	

## Rental Property Income

Source	Annual Amount
1. _____	
2. _____	
3. _____	
4. _____	
5. _____	
<b>Total Rental Property Income</b> \$ _____	

## Dividends & Interest

Source	Annual Amount
1. _____	
2. _____	
3. _____	
<b>Total Real Estate Loans</b> \$ _____	

## Income from Business or Profession

Description	Annual Amount
1. _____	
2. _____	
<b>Total Income From Business Or Profession</b> \$ _____	

## Other Income

Description	Annual Amount
1. _____	
2. _____	
3. _____	
4. _____	
<b>Total Other Income</b> \$ _____	

**TOTAL ANNUAL INCOME** \$ \_\_\_\_\_



# Personal Collateral Calculator – Based on Ability to Borrow

## Example: \$450,000 Property with a mortgage of \$275,000

1. Property Value X **80%** = Maximum Loan
1. **\$450,000 X (0.80) = \$360,000**
2. Maximum Loan – Mortgage = Available Equity
2. **\$360,000 – \$275,000 = \$ 85,000**

Property Value; **\$450,000**  
Max% Loan: **\$360,000**  
Mortgage: **\$275,000**  
Available Equity: **\$ 85,000**

What is my Taxable Income? \$ \_\_\_\_\_

What is my likely Loan Value Ratio (LVR) \_\_\_\_\_ %

(If you are unsure ask your WiZDOM Strategist)

### Property 1

1. Property Value X \_\_\_\_\_% = Maximum Loan
1. \_\_\_\_\_ X \_\_\_\_\_ = \$ \_\_\_\_\_
2. Maximum Loan – Mortgage = Avail. Equity
2. \_\_\_\_\_ – \_\_\_\_\_ = \$ \_\_\_\_\_

Property Value: \$ \_\_\_\_\_  
Max% Loan: \$ \_\_\_\_\_  
Mortgage: \$ \_\_\_\_\_  
Available Equity: \$ \_\_\_\_\_

### Property 2

1. Property Value X \_\_\_\_\_% = Maximum Loan
1. \_\_\_\_\_ X \_\_\_\_\_ = \$ \_\_\_\_\_
2. Maximum Loan – Mortgage = Avail. Equity
2. \_\_\_\_\_ – \_\_\_\_\_ = \$ \_\_\_\_\_

Property Value: \$ \_\_\_\_\_  
Max% Loan: \$ \_\_\_\_\_  
Mortgage: \$ \_\_\_\_\_  
Available Equity: \$ \_\_\_\_\_

### Property 3

1. Property Value X \_\_\_\_\_% = Maximum Loan
1. \_\_\_\_\_ X \_\_\_\_\_ = \$ \_\_\_\_\_
2. Maximum Loan – Mortgage = Avail. Equity
2. \_\_\_\_\_ – \_\_\_\_\_ = \$ \_\_\_\_\_

Property Value: \$ \_\_\_\_\_  
Max% Loan: \$ \_\_\_\_\_  
Mortgage: \$ \_\_\_\_\_  
Available Equity: \$ \_\_\_\_\_

# Personal Collateral Calculator – Based on Ability to Borrow

## Property 4

1. Property Value X \_\_\_\_% = Maximum Loan  
 1. \_\_\_\_\_ X \_\_\_\_ = \$ \_\_\_\_\_  
 2. Maximum Loan – Mortgage = Avail. Equity  
 2. \_\_\_\_\_ – \_\_\_\_\_ = \$ \_\_\_\_\_

Property Value: \$ \_\_\_\_\_  
 Max% Loan: \$ \_\_\_\_\_  
 Mortgage: \$ \_\_\_\_\_  
 Available Equity: \$ \_\_\_\_\_

## Property 5

1. Property Value X \_\_\_\_% = Maximum Loan  
 1. \_\_\_\_\_ X \_\_\_\_ = \$ \_\_\_\_\_  
 2. Maximum Loan – Mortgage = Avail. Equity  
 2. \_\_\_\_\_ – \_\_\_\_\_ = \$ \_\_\_\_\_

Property Value: \$ \_\_\_\_\_  
 Max% Loan: \$ \_\_\_\_\_  
 Mortgage: \$ \_\_\_\_\_  
 Available Equity: \$ \_\_\_\_\_

## Property 6

1. Property Value X \_\_\_\_% = Maximum Loan  
 1. \_\_\_\_\_ X \_\_\_\_ = \$ \_\_\_\_\_  
 2. Maximum Loan – Mortgage = Avail. Equity  
 2. \_\_\_\_\_ – \_\_\_\_\_ = \$ \_\_\_\_\_

Property Value: \$ \_\_\_\_\_  
 Max% Loan: \$ \_\_\_\_\_  
 Mortgage: \$ \_\_\_\_\_  
 Available Equity: \$ \_\_\_\_\_

**Total Available Equity on all properties**

\$ \_\_\_\_\_

Plus

+

**Total Available “Cash and Cash Equivalents”** (from pg 1)

\$ \_\_\_\_\_

Less

-

**Personal Safety Buffer**

(How much do you need to be comfortable)

\$ \_\_\_\_\_

Equals

=

**Total Available Working Equity (AWE)** (Enter on pg 11)

\$ \_\_\_\_\_

**Now**

**INCOME**

High

**EQUITY**

High

Low

Low



**5 Years**

**INCOME**

High

**EQUITY**

High

Low

Low







# What is the maximum Purchase Price?

What is my intended strategy for my next property?

---

---

---

---

---

---

---

---

---

---

What can you afford?

<b>Strategies:</b>	
Renovation	\$ _____
Strata	\$ _____
Subdivision	\$ _____
Council Applications	\$ _____
Reports (engineering, hydraulic etc.)	\$ _____
Removal House	\$ _____
Development Contributions*	\$ _____
(major construction via construction loan)	\$ _____
<b>Sub Total</b>	\$ _____
<b>10% overrun</b>	\$ _____
<b>Total</b>	\$ _____

\* Major construction would be dealt with via a construction loan however you may still need to contribute some funds depending on equity and end value.

## STEP 1

$$\begin{array}{rclcl} \text{AWE} & - & \text{Strategy Costs} & = & \text{NAWE} \\ \$ \underline{\hspace{2cm}} & - & \$ \underline{\hspace{2cm}} & = & \$ \underline{\hspace{2cm}} \\ \text{(from pg 6)} & & & & \end{array}$$

## STEP 2

$$\begin{array}{rclcl} \text{NAWE} & \div & (0.06^* + \text{reverse LVR}) & = & \text{Purchase Price} \\ \$ \underline{\hspace{2cm}} & \div & \$ \underline{\hspace{2cm}} & = & \$ \underline{\hspace{2cm}} \end{array}$$

### Note:

- AWE = Available Working Equity
- NAWE = Nett Available Working Equity
- Reverse LVR is the difference between the % LVR the Finance Company will give lend you and 100%.

Examples:

LVR	Reverse LVR	As a decimal
90%	10%	0.10
80%	20%	0.20
70%	30%	0.30
60%	40%	0.40

\*0.06 = 6% - This is the percentage of the purchase price that should be allowed for when purchasing a property to cover costs. These costs include stamp duty, legals, building and pest inspections, mortgage application costs etc.

### Example:

#### Step 1

$$\$100,000 - \$30,000 \text{ (reno)} = \$70,000$$

#### Step 2

$$70,000 \div (0.06 + 0.20) = \$269,230$$

# Now to Quantify Income Restrictions

1. What's your taxable income now? \$ \_\_\_\_\_

2. What is expected rental income from new purchase(s)? \$ \_\_\_\_\_  
(N.B. annual rent, not passive)

3. How much is the bank likely to shadow this income? \_\_\_\_\_ %  
(What is percentage of rental income the bank will accept?)

e.g. Adjusted income from new purchase(s) – \$ \_\_\_\_\_

$$\frac{(\$30,000 \times 80\%)}{100} = \$24,000$$

100

4. Total Income for Serviceability \$ \_\_\_\_\_

Plug this number into any one of the major banks borrowing capacity calculators on the internet and determine my serviceability limit based on this income.

How much could I borrow based on this income? \$ \_\_\_\_\_

What is my Equity Capacity Limit? \$ \_\_\_\_\_

What is my Income Capacity Limit? \$ \_\_\_\_\_

Which one is the lesser? \$ \_\_\_\_\_

Notes:

Which one is my weakness?

---

---

---

---

What type of deal do I need to do to strengthen this weakness?

---

---

---

---

---

---



# Year One

**How much passive income is required?** \$ \_\_\_\_\_

**How many properties will be required to achieve this income?** \_\_\_\_\_

**Where are these properties likely to be located?**

---

---

---

---

---

---

---

---

**How much equity do I need to create ?** \$ \_\_\_\_\_

(Remember if you are using \$x to buy a cash cow you need to be at a minimum, replacing this amount through manufactured growth strategies to be able to continue to invest.)

**How many properties does this equate to?** \_\_\_\_\_

**Where are those properties likely to be located?**

---

---

---

---

---

---

---

---

**Make it Happen!!**

# Year Two

**How much passive income is required?** \$ \_\_\_\_\_

**How many properties will be required to achieve this income?** \_\_\_\_\_

**Where are these properties likely to be located?**

---

---

---

---

---

---

---

---

**How much equity do I need to create ?** \$ \_\_\_\_\_

(Remember if you are using \$x to buy a cash cow you need to be at a minimum, replacing this amount through manufactured growth strategies to be able to continue to invest.)

**How many properties does this equate to?** \_\_\_\_\_

**Where are those properties likely to be located?**

---

---

---

---

---

---

---

---

**Make it Happen!!**



## Strategies for No Equity / Cash (cont)

**What types of Vendor Deals suit my personality and personal strengths?**

---

---

---

---

---

---

---

---

**What type of personal exertion strengths do I have that could be converted to % share of the profits?**

---

---

---

---

---

---

---

---

**What is my weekly allocation of time to commit to my property business?**

---

---

---

---

---

---

---

---







# Real Estate Success 'Millionaire Makeover'

**Your Name**

First Name: \_\_\_\_\_ Surname: \_\_\_\_\_

**Occupation:** \_\_\_\_\_

**Partner/Spouses name**

First Name: \_\_\_\_\_ Surname: \_\_\_\_\_

**Occupation:** \_\_\_\_\_

**Income:**

Are you self-employed? Yes / No

**Your Annual Income**

\$ \_\_\_\_\_

**Partner/Spouses Income**

\$ \_\_\_\_\_

**No of dependents:** \_\_\_\_\_

**Age of Dependants:** 1. \_\_\_\_ 2. \_\_\_\_ 3. \_\_\_\_ 4. \_\_\_\_ 5. \_\_\_\_

**Assets/Liabilities:**

Property	Address	PPR/Investment	\$ Current Value	\$ Loan	Ownership (trust, self etc)

**Other Assets:** (I.e. Boat, vehicles, "Boys Toys", Antiques, Art etc)

Type:	\$ Value
_____	_____
_____	_____
_____	_____

**Superannuation:** Self-Managed? Yes/No

\$ \_\_\_\_\_

<b>Insurances:</b>	\$ Life	\$ Trauma	\$ Income
_____	_____	_____	_____

**Your goals**

12 months: \_\_\_\_\_

2 years: \_\_\_\_\_

5 years: \_\_\_\_\_

10 years: \_\_\_\_\_