

PLATINUM

November 2022

Option Contracts

Mastermind
Event

Brisbane

**Tamara Read &
Christine West**

QLD State Coaches



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Event Outline -

- 6:00 – 6:30 Networking
- 6:30 - Start
- 6:30 – 6:45 Introductions
- 6:45 – 8:00 Accountability
- 8:00 – 8:30 Networking Break
- 8:30 – 10:30 Options

Workshop Format

- Use microphone
- Involve everyone in the conversation
- Be supportive
- Order food and drinks downstairs



WELCOME NEW PLATINUMS



- Wang Mon
- Simon Lange
- Teresa & Ian King
- Meghan Reis **

** PE = Platinum Elite (Revisiting Grads)

Housekeeping



2022 Monthly Dates (Tuesday's):

- ❖ 6th Dec

2022 National Conference Dates:

- ❖ 26th & 27th November – Sunshine Coast

KEEP Saturday night free

- ❖ Platinum Elite Leadership Day (Friday) prior to each National Conference Date

@ Dymphna's Farm



- ◉ **Welcome to Platinum Masterclass Event :**
 - ❖ New students ONLY - Compulsory 😊😊
 - ❖ 12th December, Zoom @ 6pm QLD, Hosted by Dymphna!!
 - ❖ Roadmap to maximize your success in Platinum
 - ❖ Intro to fellow students



2022 I Love RE Annual Success Story Competition

- Congrats to all that Submitted!!
- YAY to our proud Finalists



1st Prize: Maldives Luxury Dream

7 nights at Mercure Kooldoo resort in an over water bungalow

Plus Business Class Flights*

Plus Platinum Accelerator Membership!

<https://mercuremaldiveskooldooresort.com>

Prize value approx. \$45,000

- I Love Realestate Super Conference - 2022:
- 11 - 13th November – Melbourne



PLATINUM
ACCELERATOR

MoneyMind Mastery+

With Nicole Beer

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 Knowledge Source



MoneyMind Mastery+

For Platinum
Accelerator Students

Every second **Monday**
evening, 7 for 7.30pm Syd/
Mel time.

Mon Jan 23, 2023 07:30 PM

Mon Feb 6, 2023 07:30 PM

Mon Feb 20, 2023 07:30 PM

Mon Mar 20, 2023 07:30 PM

Mon Apr 3, 2023 07:30 PM

Mon Apr 17, 2023 07:30 PM

Mon May 1, 2023 07:30 PM

Mon May 15, 2023 07:30 PM

Mon May 29, 2023 07:30 PM

Mon Jun 12, 2023 07:30PM



MoneyMindMastery

With Nicole Beer





Money Mind Mastery



ULTIMATE

MEMBERS ONLY

Designed to tackle the top 4 Mindset issues that affect ILRE students.

Creating momentum toward success!

Jan 30, 2023 07:30 PM Syd time

Feb 27, 2023 07:30 PM Syd time

Mar 27, 2023 07:30 PM Syd time

Apr 24, 2023 07:30 PM Syd time

May 22, 2023 07:30 PM Syd time



VIETNAM – JULY 2023



VIETNAM – JULY 2023 National Conf



- ❖ Venue: Pullman Phu Quoc Beach Resort (**pronounce Foo Kwok or Fu Kwok**)
- ❖ Travel: Fly to Phu Quoc Island via Ho Chi Minh – (e.g. Vietnam Airlines \$1200 return from Melb)
- ❖ Costs: Students to pay own flights, transfers, accommodation, & meals outside of conference meals & Gala dinner
- ❖ Accom Booking: Venue will offer discounted rate on accom booked via Knowledge Source (KS)
- ❖ Event Booking: TBA

2023 DATES

- To be Confirmed at National Conference & December Monthly



Platinum Student Meetups

- ❖ PA Website / Platinum Schedule
- ❖ Must have your Facebook account / profile open to access the links



PA Student Meetup Groups

These Meetup Groupings are for all Platinum Accelerator members and are open to all Platinum Accelerator members. They are organized by Platinum Accelerator for Platinum Accelerator members and are open to all Platinum Accelerator members.

NOTE: You MUST have your Facebook Account/Profile open to access these links

Brisbane Student Meetup



Student Organizer - Megan Longmuir

Click on the link below to view the Brisbane Student Meetup. For more information on the event, click on the link below to view the event details.

[Brisbane Student Meetup](#)

Sydney Student Meetup



Student Organizer - Elizabeth

Click on the link below to view the Sydney Student Meetup. For more information on the event, click on the link below to view the event details.

[Sydney Student Meetup](#)

Melbourne Student Meetup



Student Organizer - Nigel Baker

Click on the link below to view the Melbourne Student Meetup. For more information on the event, click on the link below to view the event details.

[Melbourne Student Meetup](#)

Perth Student Meetup



Student Organizer - Lisa Latham & Beth Watson

Click on the link below to view the Perth Student Meetup. For more information on the event, click on the link below to view the event details.

[Perth Student Meetup](#)

Housekeeping

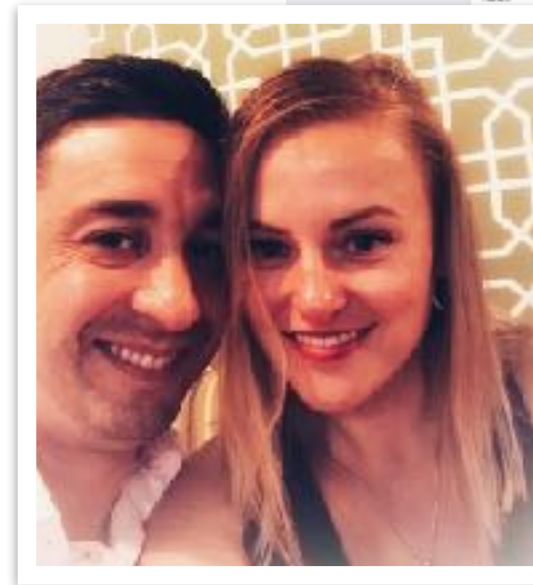
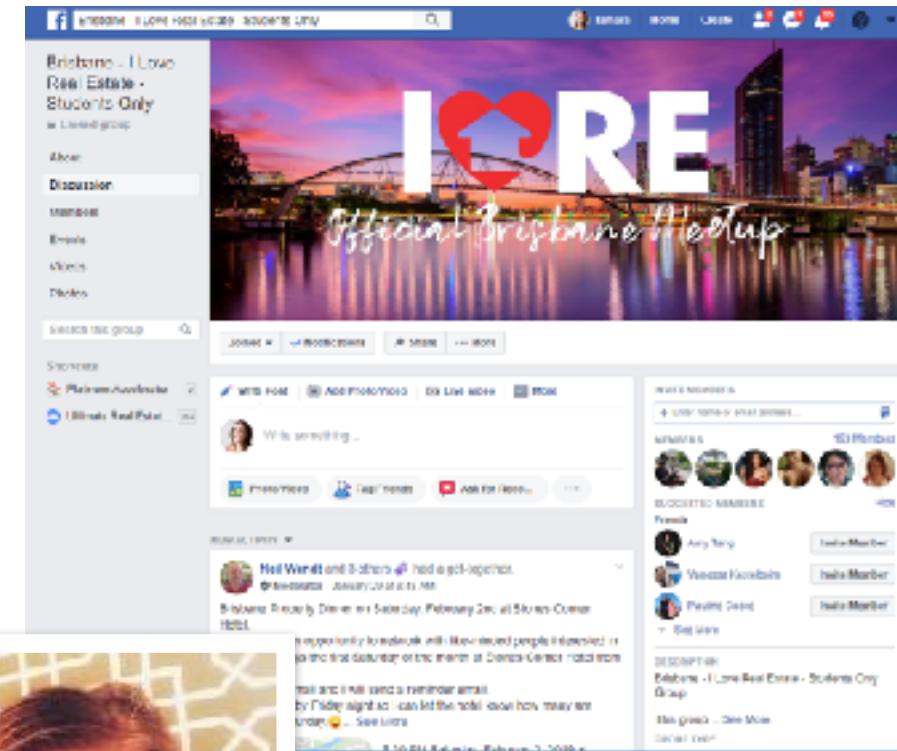
- **PA Meetup Groups – LIVE!!**
 - ❖ Brisbane Platinum Student Meetups
 - ❖ THANK YOU Amanda Chambers
 - ❖ 3rd Saturday of Each Month @ private space – 3 locations on rotation
 - ❖ RSVP Required

** Text Amanda on 0423 173 458 or contact her on Facebook via the Meet-up Group Link



ILRE Brisbane Monthly Meetups

- ❖ Organizers - Neil & Yelena Hensley
- ❖ Info & RSVP: Ultimate Website / ILRE Community / ILRE Brisbane Meetup / Link to FB Page
- ❖ Location – TBC
- ❖ Dates – First Saturday of each month, 6pm
- ❖ Organizer Contact – Neil Hensley Mbl 0404401016



ILRE Gold Coast Monthly Meetups

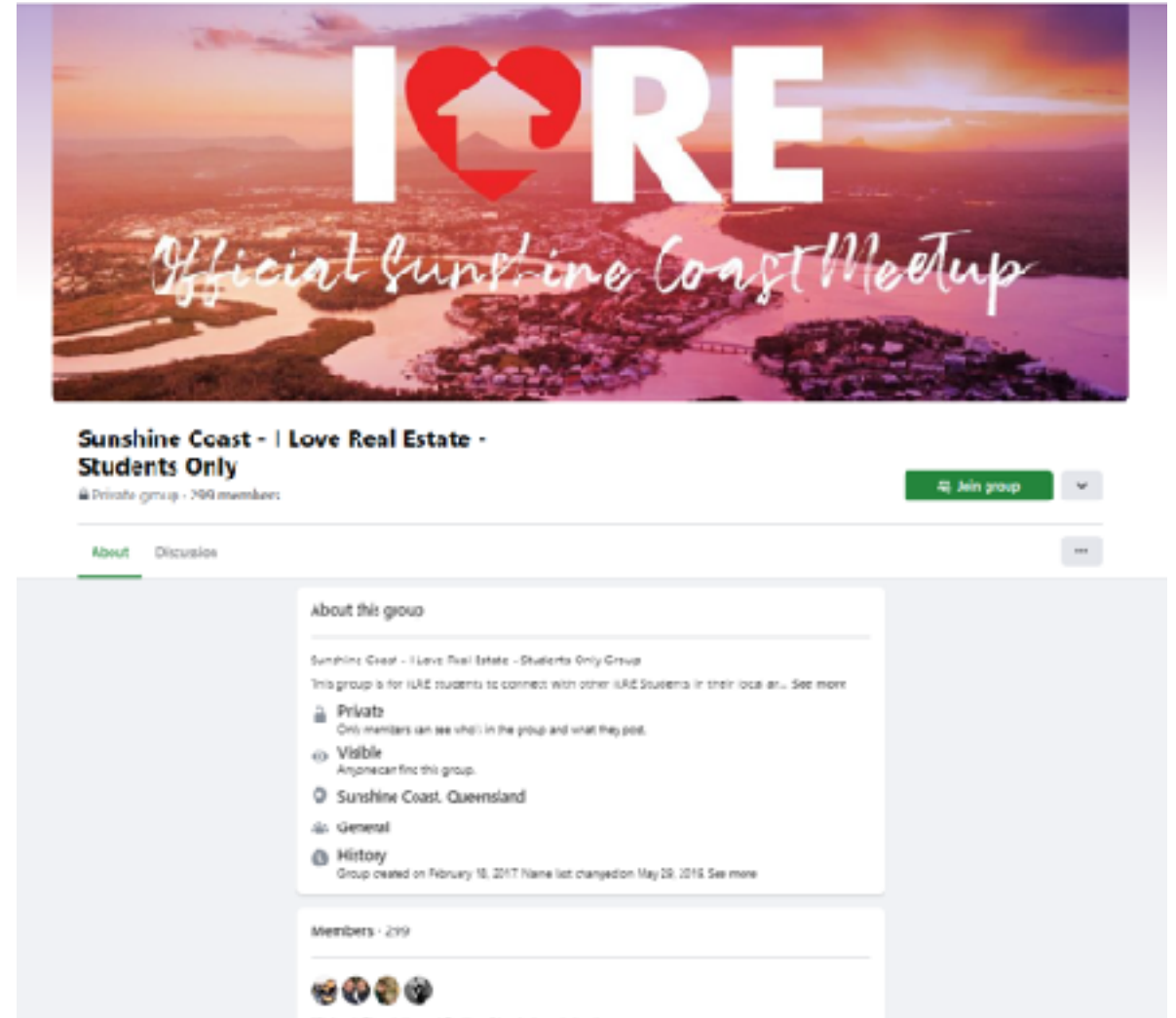
- ❖ Organizers – Tracy Travis
- ❖ Info & RSVP: Ultimate Website
ILRE Community / ILRE Gold Coast Meetup / Link to FB Page
- ❖ <https://www.facebook.com/groups/GoldCoastILoveRealEstateStudentsOnly>
- ❖ Location – Benowa Tavern
- ❖ Dates – Last Saturday of each month, 6pm
- ❖ Organizer Contact –
Tracy Travis Mbl 0407631141



ILRE Sunshine Coast Monthly Meetups

❖ Search Facebook
“Sunshine Coast – I Love
Real Estate Students Only”

❖ Organizer
Contact –
Val Pennazza
Mbl 0447695811



GRADUATING PLATINUMS



- Alexey Kulakov
- Susan Teder



STUDENT OF THE MONTH

- **Bridgette Flint**

PLATINUM

**The Scientific
Argument for
Mastering just
One Thing at a Time**



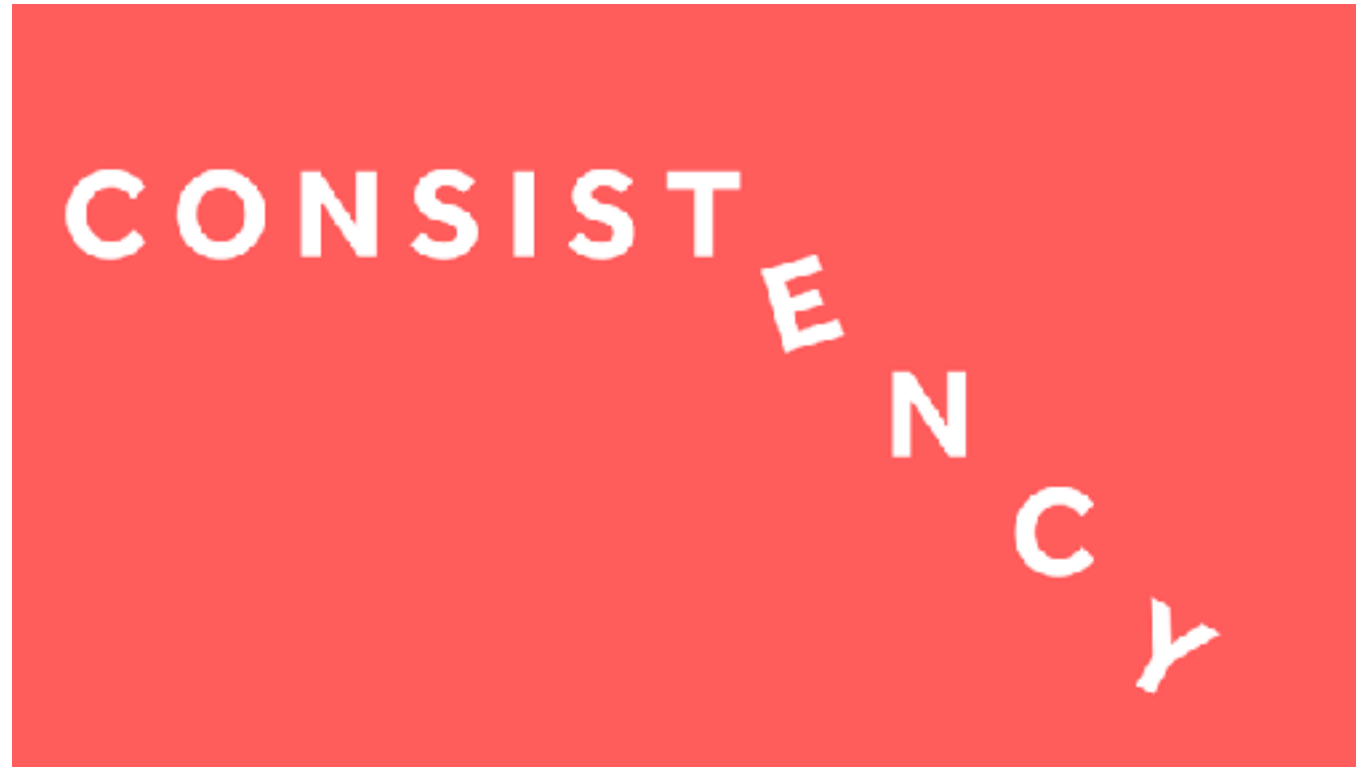
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- Many people, myself included, have multiple areas of life they would like to improve.
- The problem is, even if we are committed to working hard on our goals, our natural tendency is to revert back to our old habits at some point. Making a permanent lifestyle change is really difficult.
- Recent research studies might make these difficult lifestyle changes a little bit easier.

If you want to master multiple habits and stick to them for good, then you need to figure out how to be **Consistent**.

Who has trouble with Consistency?



Research has shown that you are 2x to 3x more likely to stick with your habits if you make a specific plan for when, where, and how you will perform the behaviour.

For example: “During the next week, I will contact a minimum of 4 real estate agents and do at least 30 mins research, I will do this on Monday, Wednesday and Friday afternoons.”

- Researchers found that people who filled out similar sentences were 2x to 3x more likely to actually do the required activity compared to a control group
- Psychologists call these specific plans **“implementation intentions”**

- However follow-up research has discovered **implementation intentions only work when you focus on one thing at a time.**
- In fact, researchers found that people who tried to accomplish multiple goals were less committed and less likely to succeed than those who focused on a single goal.



Multitasking Myths



Write down 5 habits you want to change

Number them in order of Priority

Which ONE are you going to FOCUS ON FIRST?

Discuss with the Group

Scientific Basis

- When you begin practicing a new habit it requires a lot of conscious effort to remember to do it.
- After awhile, however, the pattern of behaviour becomes easier.
- Eventually, your new habit becomes a normal routine and the process is more or less mindless and automatic.
- Researchers have a fancy term for this process called “automaticity.”
- But, Automaticity only occurs as the result of lots of repetition and practice.



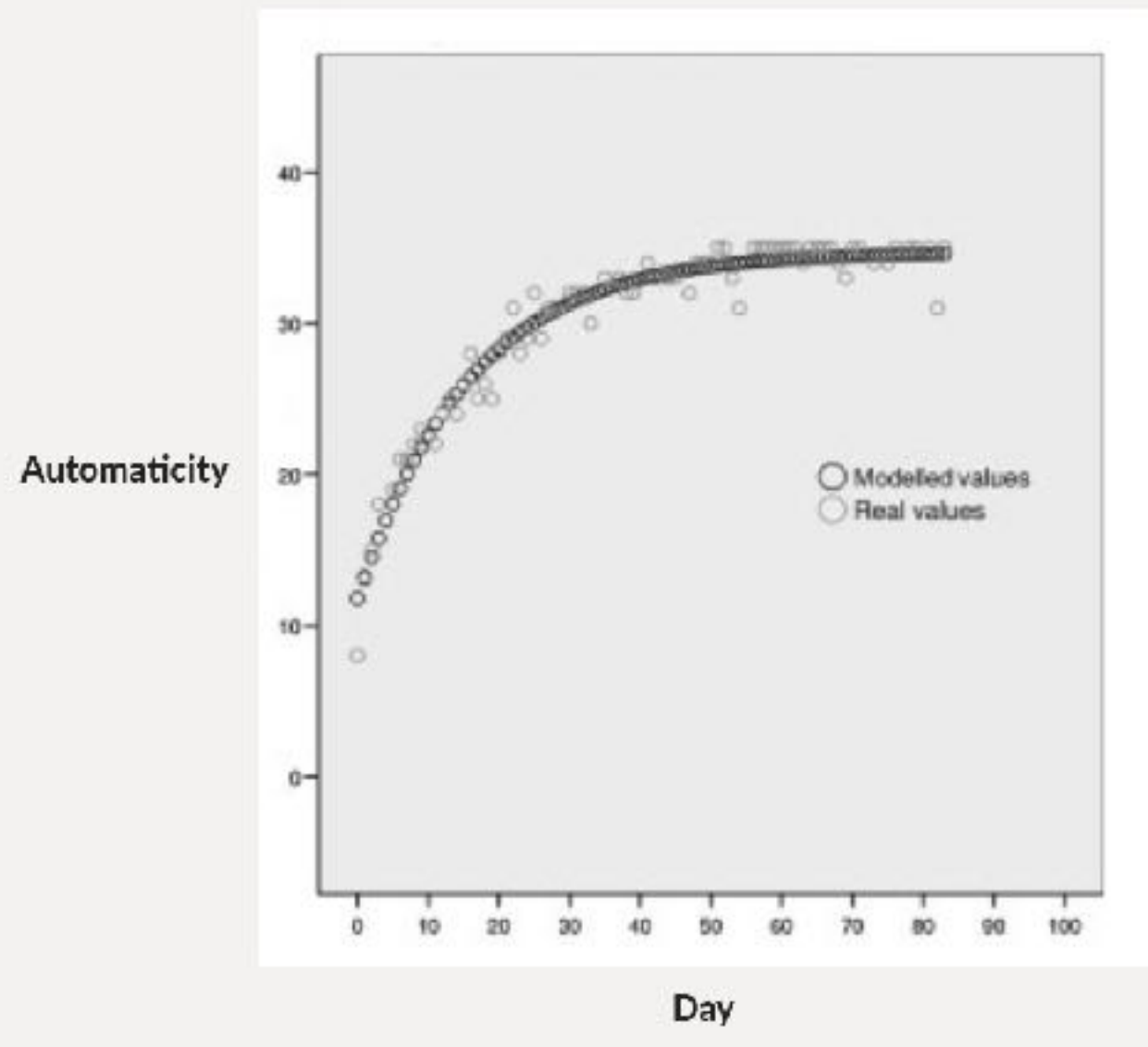
For example, this chart shows how long it takes for people to make a habit out of taking a 10-minute walk after breakfast.

In the beginning, the degree of automaticity is very low.

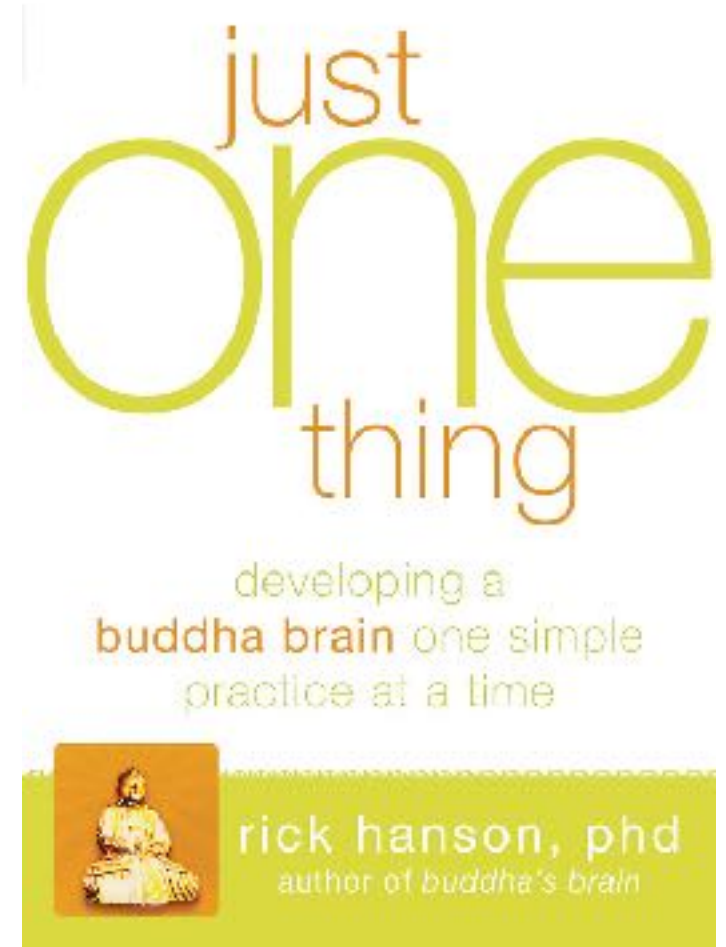
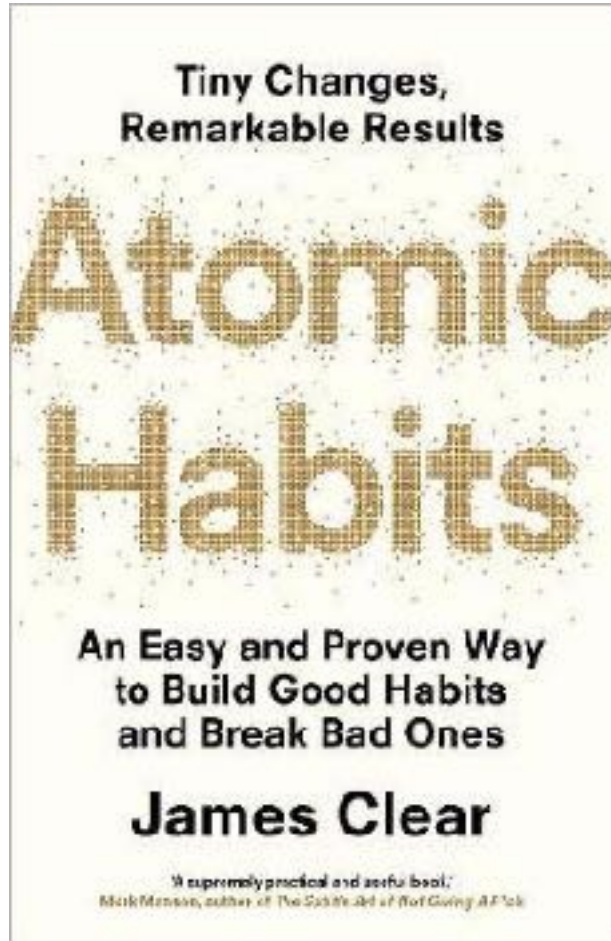
After 30 days, the habit is becoming fairly routine.

After 60 days, the process is about as automatic as it can become.

Walking for 10 minutes after breakfast



Helpful Books



Seriously now who better at Multitasking?
Men or Women?

Who said Women?

Well check out this video!
This is one for the BOYS!



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**Accountability
Monthly Goals**



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Buddy Process Follow-Up



- Partner with someone you don't know
- Active Platinum Partners split up (Non-active partners stay together)
- Exchange Mobile No.
- Schedule to "TALK" weekly
- Finishing students partner together

Last Month In Review

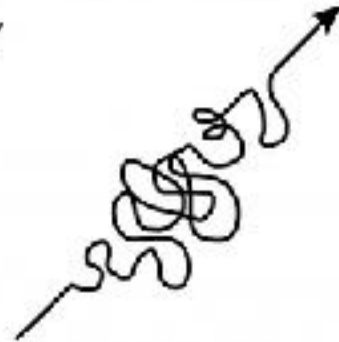
Share Your
Successes and Challenges

SUCCESS

SUCCESS



what people think
it looks like



what it really
looks like

This Months Plan

Share Your
Key Goals For Month

Monthly



goals



Tea / Coffee Break

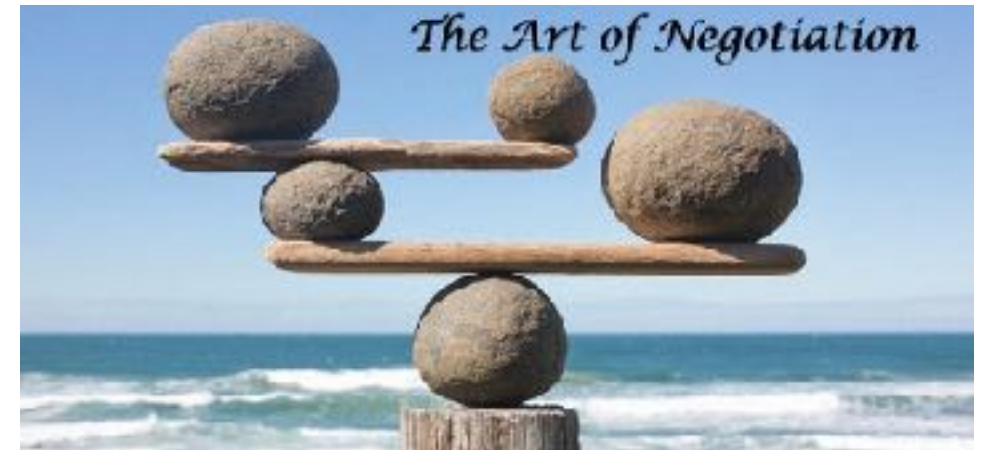
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Options

Art of Negotiating Options



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Steps To Negotiating an Option?



- Step 1: **Ask Questions** of the seller to understand their motivation to sell
- Step 2: **Explain an option** to the owner without using the word “option”
- Step 3: **Brainstorm** what could be negotiated on
- Step 4: Start the **negotiation**
- Step 5: Complete **MOU**

Step 1) Questions to Ask Owner – Understand their Motivation

Discuss ideas on table:

- ❖ **Future plans** – retire & downsize, relocate for work?
- ❖ **Timeframe sensitivity** – now, 6 mths, 12 mths, 2 yrs?
- ❖ **Price sensitivity** – show me the \$, or more flexible?



Step 2) How to Explain An Option to Owner Without Mentioning “Option”

Discuss ideas on table:

- ❖ **Would you be open to** me paying you a premium price for your property in exchange for a longer settlement period?
- ❖ **I’m prepared to pay more** than what the property is worth right now but I need some flexibility e.g. to get approvals in place – would you be open to that?

~~OPTION~~

Step 3) What Can Be Negotiated On?

Discuss ideas on table:

- ❖ Purchase price
- ❖ Duration of option
- ❖ Option fee (% of purchase price, fixed \$, holiday??)
- ❖ Deposit (Amount? Released? Non-refundable?)
- ❖ Due diligence
- ❖ Security (caveat?)
- ❖ Access to property
- ❖ Undertake works on property
- ❖ Lodge applications (DA/BA etc.)



Step 4) Undertake the Negotiation

Discuss ideas on table:

- ❖ Where?
- ❖ Who present?
- ❖ When?
- ❖ How many meetings?
- ❖ Meeting follow-up?



Step 5) Memorandum Of Understanding - MOU

Discuss content ideas on table:

- ❖ When to write up
- ❖ Date
- ❖ Address
- ❖ Parties – buyer / seller
- ❖ Conditions
- ❖ Signatures



Activity – Role Play Option Negotiations

Students **Pair Up** (Partners split up) – 1 Buyer and 1 Seller

Negotiate **2 deals each** - Everyone gets to be a buyer & a seller

3 Deals Available – Everyone must do Deal 1 = Commercial



Deal 1 – Vacant Commercial

On the market – For Lease or Sale

Industrial property

Vacant - Untenanted

1,667m² land

661m² floor area

10 containers

2 Freestanding buildings, 2 street access

Asking Price: \$1.2M

Option Potential?:

❖ **Tenant & income split, Reno, Strata, Increase lettable space**



Deal 2 – House with Subdivision Potential

Off-market – Elderly owner
Rental house desperately
needing renovation

800m² subdividable block

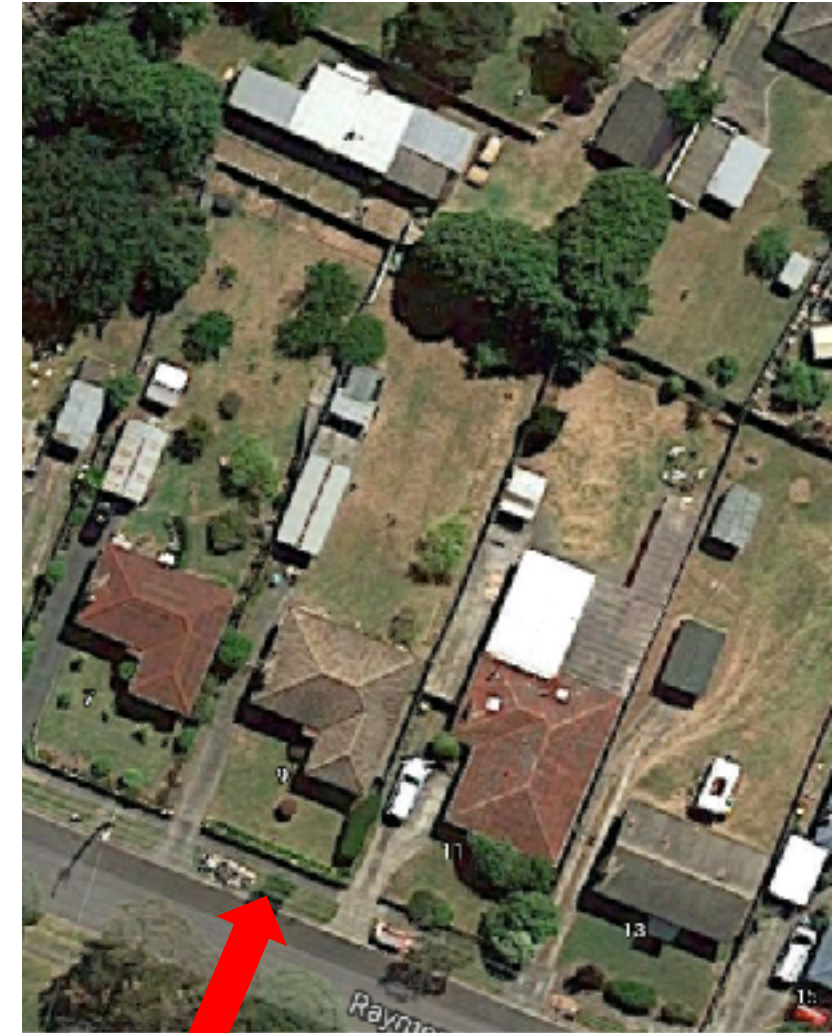
Market rent \$320/wk

Vacant land 350m² selling for
\$350k

Property's current value
\$650k

Option Potential?:

❖ **Lease Option, Reno, DA
Subdivision**



Deal 3 – Multi-Unit Development Site

Off market

Owner living in existing house

1500m² block

Site potential: 4-5 townhouses

Townhouse sales: \$750k - \$800k each

Site value: \$1M - \$1.1M

Development costs: \$1.25M



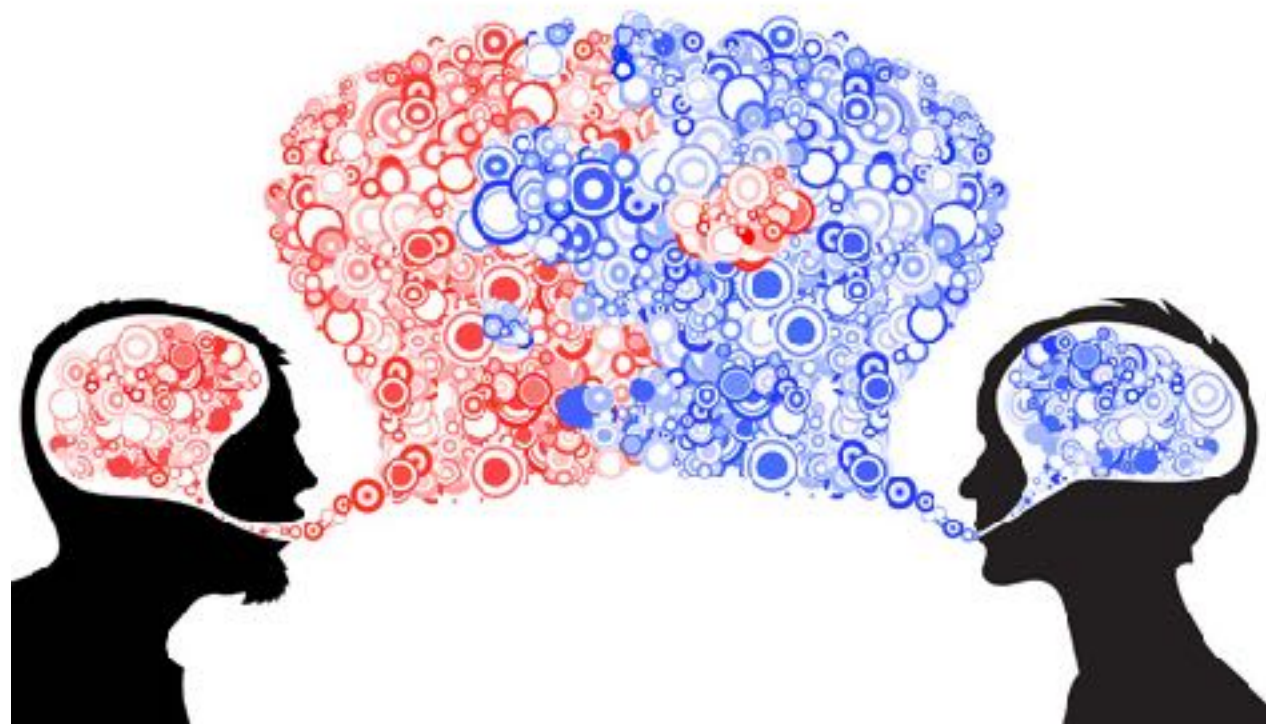
Option Potential?:

❖ **DA & BA for Townhouses**

Activity - Prior to Entering into Negotiation

Buyers of the same deal come together & agree on the buyers negotiables (fill-out negotiation sheet)

Sellers of the same deal come together & agree on the sellers negotiables (fill-out negotiation sheet)



Negotiation 1

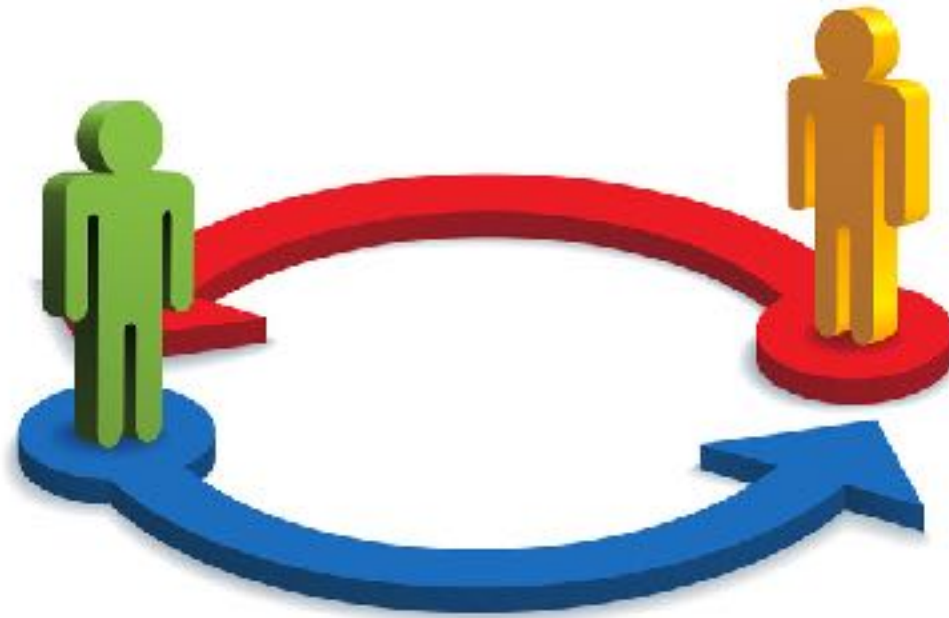
Share Learnings

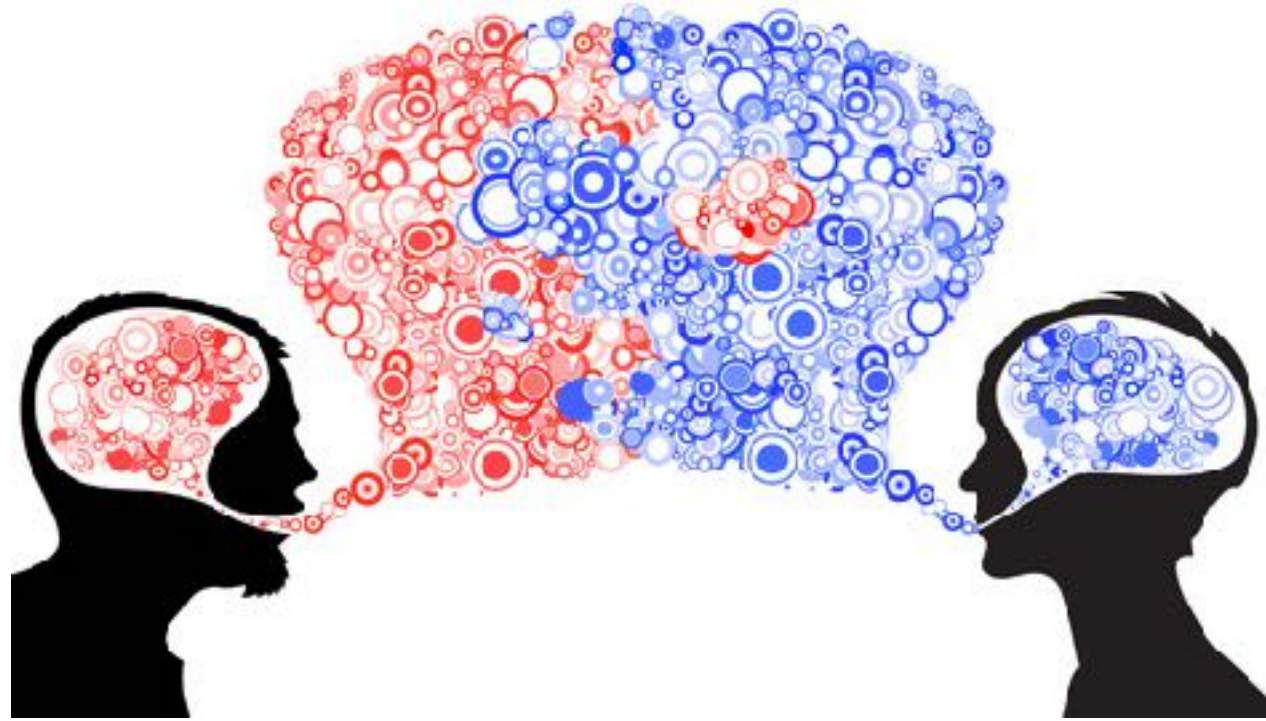
Discuss on table:

- ❖ How did you go asking questions to understand the sellers situation?
- ❖ How did you go explaining what an option is to the seller?
- ❖ How did you go writing the MOU?
- ❖ Hold off on sharing deal specific learnings until after 2nd Negotiation

Swap Deals & Swap Roles

❖ Buyer becomes Seller & Vice Versa





Negotiation 2

Share Learnings

Deal 1 – Vacant Commercial

On market – For Lease or Sale
\$1.2M

Industrial property 1667m²

Vacant – Untenanted 661m²

Option Potential – tenant,
strata, reno, increase lettable
space

- ❖ Purchase price?
- ❖ Option timeframe?
- ❖ Option fee?
- ❖ Deposit \$?
- ❖ Settlement timeframe?

- ❖ Due diligence period?
- ❖ Income split from re-tenanting (%)?
- ❖ Access – frequency & notice given?
- ❖ Capacity to do works – strata / reno?
- ❖ Owner consent re strata docs / BA?
- ❖ Security – caveat?
- ❖ Who pays cost of option?
- ❖ Authority to erect signage – DA notification?

Share Learnings

Deal 2 – House with Subdivision Potential

Off-market, Val \$650k

Rental house on 800m²

Reno & subdivision potential

Option potential – Lease,
reno, DA subdivision

- ❖ Purchase price?
- ❖ Option timeframe?
- ❖ Option fee?
- ❖ Deposit \$?
- ❖ Settlement timeframe?

- ❖ Due diligence period?
- ❖ Option to rent house - \$
- ❖ Consent to do reno works
- ❖ Owner consent re lodge DA & BA
- ❖ Security – caveat?
- ❖ Who pays cost of option?
- ❖ Authority to erect signage – DA notification?

Share Learnings

Deal 3 – Multi-Unit Development Site

Off market – owner in house
1500m² land - 4-5 townhouse
potential

Site value \$1M - \$1.1M

Option potential – DA & BA
townhouses

- ❖ Purchase price?
- ❖ Option timeframe?
- ❖ Option fee?
- ❖ Deposit \$?
- ❖ Settlement timeframe?

- ❖ Due diligence period?
- ❖ Access – frequency & notice given?
- ❖ Owner consent re lodge DA & BA
- ❖ Authority to erect signage – DA notification?
- ❖ Security – caveat?
- ❖ Who pays cost of option?
- ❖ Sales evidence required?

QUESTIONS?