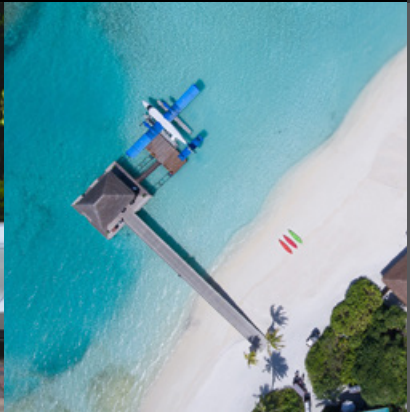




# PLATINUM ACCELERATOR

## NATIONAL CONFERENCE

27TH - 28TH MARCH 2021



**I LOVE**  
REAL ESTATE





# PLATINUM ACCELERATOR

## NATIONAL CONFERENCE SCHEDULE

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### DAY ONE: SATURDAY 27 MARCH 2021

- 8.30 – 9.00      **REGISTRATION**
- 9:00 – 10:30    **1. DISCIPLINE**
- 10:30 – 11:00   MORNING TEA
- 11:00 – 12:30   **2. FINANCING TRENDS**
- 12:30 – 1:30    LUNCH
- 1:30 – 3:30     **3. FINDING FLIPPERS**
- 3:30 – 4:00     AFTERNOON TEA
- 4:00 – 5:30     **4. RELEASING LIMITING BELIEFS**
- 

### DAY TWO: SUNDAY 28 MARCH 2021

- 9:00 – 11:00    **5. CUTTING THROUGH THE CLUTTER OF LIFE**
- 11:00 – 11:30   MORNING TEA
- 11:30 – 1:00    **6. LEGAL UPDATES**
- 1:00 – 2:00     LUNCH
- 2:00 – 3:30     **7. ENERGY FLOW & STYLING**
- 3:30 – 3:45     AFTERNOON TEA
- 3:45 – 5:00     **8. TIME & TASK MANAGEMENT**





# PLATINUM ACCELERATOR

## 1. DISCIPLINE

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**KEVIN HUMPHREYS**  
**DISCIPLINE**

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DIFFERENT TYPES OF DISCIPLINE



- Imposed Discipline
- Self Discipline

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**Discipline is doing what you really do not want to do, so you can do what you really want to do**

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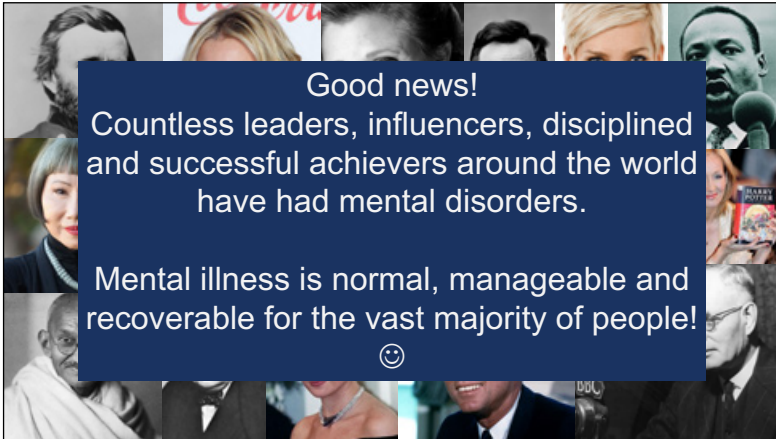
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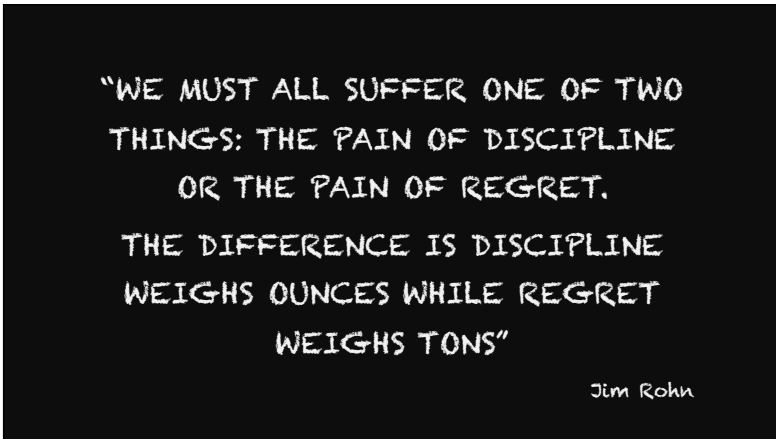
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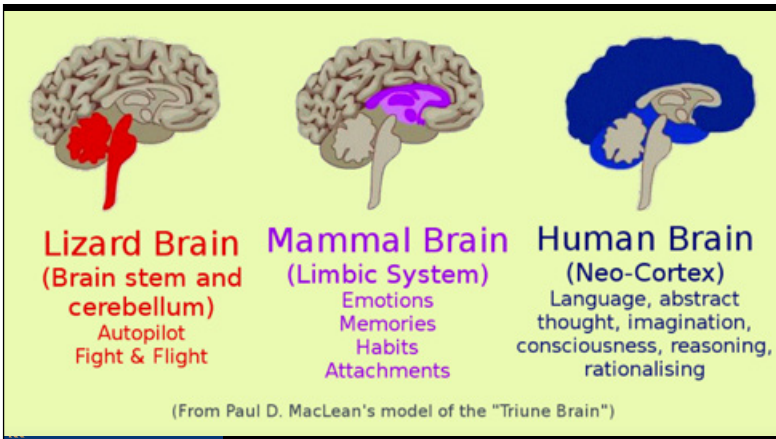
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**NEUROSCIENCE AND BIOLOGY OF BELIEF**

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# DETERMINISM



### Genetic Determinism

It's in your genes so blame your grandparents.

### Parental Determinism

It's how you were raised so blame your parents.

### External Determinism

It's your boss's/media/school [insert blame of choice here!] fault.

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# NOT YOUR FAULT, BUT, YOUR RESPONSIBILITY



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# 7 HABITS OF HIGHLY EFFECTIVE PEOPLE

1. Be proactive
2. Begin with the end in mind
3. Put first things first
4. Think win-win
5. Seek first to understand, then to be understood
6. Synergize
7. Sharpen the saw

THE FOUNDATION IS SELF AWARENESS.  
A CRITICAL ANALYSIS OF YOUR OWN PARADIGM.  
YOUR PERCEPTION AND INTERPRETATION OF HOW YOU AND THE WORLD WORK.

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## SELF AWARENESS

“We must look **at** the lens through which we see the world, as well as the world we see, and understand that the lens **itself** shapes how we interpret the world.”

Steven Covey  
Author: 7 Habits of Highly Effective People

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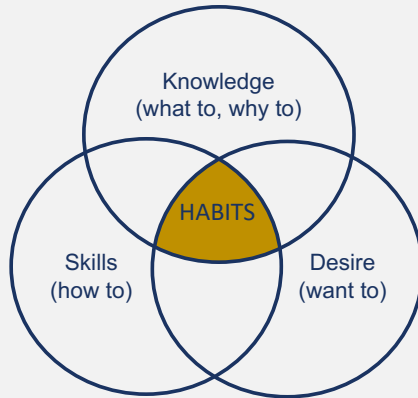
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# EFFECTIVE HABITS

Steven Covey  
7 Habits of Highly Effective People



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# SELF DETERMINATION

NON SELF-DETERMINED

SELF-DETERMINED



Heavily influenced by extrinsic (external) motivation.  
Complete lack of control

Where you sit depends on how much you **believe/feel** you are:

- Competent
- Autonomous
- Relatable (Connected)

Heavily influenced by intrinsic (internal) motivation  
Total control

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# LOCUS OF CONTROL

EXTERNAL

INTERNAL



Outcomes outside of your control  
Determined by 'fate', rules based compliance and/or independent of your hard work or decisions

Outcomes within your control  
Determined by your work, attributes or decisions

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## COMMANDER'S INTENT

Field Marshal Viscount William J. Slim, British defender of India and liberator of Burma in World War II, says of the commander's intent:

*It is the one overriding expression of will by which everything in the order and every action by every commander and soldier in the army must be dominated, it should, therefore, be worded by the commander himself.*

### EXAMPLE

- Purpose. Restore the Blueland border.
- Method. Maneuver through existing or created gaps to bring our combined arms combat power to bear against the Orangeland 102d and 103d Armored Brigades and the 401st and 402d Artillery Regiments.
- End state. The Northern Operations Group defeated. Our forces positioned along the Orangeland/Blueand border prepared to continue offensive operations in Orangeland, if directed.

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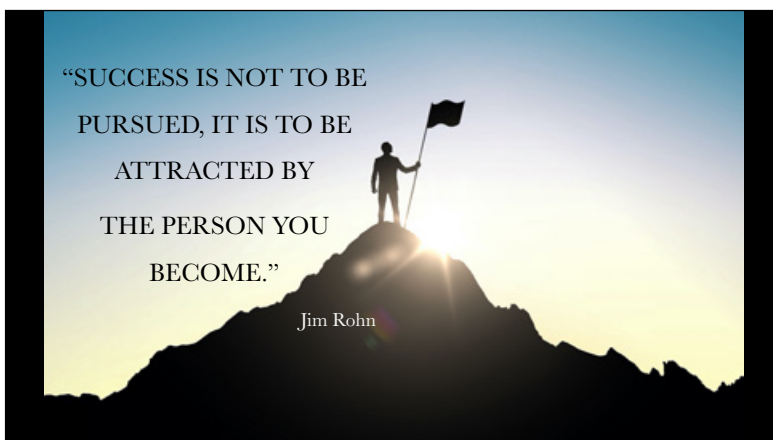
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“I am the Greatest.  
I said that even before  
I knew I was.”

Muhammad Ali



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“I hated every minute of  
training but I said to myself  
‘Don’t you quit Ali, suffer now  
and then celebrate the rest of  
your life as the Champion’.”

Muhammad Ali



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YOUR WORLD WON'T  
CHANGE UNTIL YOU  
CHANGE YOUR WORLD

KEVIN HUMPHREYS

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# PLATINUM ACCELERATOR

## 2. FINANCING TRENDS

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**Finance Update 2021**

**WIZDOM**  
Accountants | Finance Strategists | Advisors

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**Finance Update 2021**

Corona virus Economic Impact

CREDIT POLICY

INTEREST RATES

**WIZDOM**  
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**RBA Official Cash Rate**

Source: Reserve Bank of Australia

RBA NO CHANGE

RBA Cash rate is 0.1%  
Lowest ever in history  
Steady/Flat outlook in the medium term  
Refinance / Fixed Rate War between Banks

**WIZDOM**  
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## Current Credit Environment

- Lowest assessment rates we have ever seen
- More emphasis put on Debt-to-Income Ratio than ever
- Major Banks very competitive for refinance's
- Massive differences in assessment timeframes
- Non-bank Lenders coming to market with new product and policy niches.
- Strong all-round confidence in the property sector helping
- Increased appetite for Development Finance



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**Debt to  
Income Ratio  
Formula**

$$= \frac{\text{Total Debt}}{\text{Gross Income}}$$




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## Consider whether you need to...

- Reprice
- Refinance
- Restructure



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## Reprice

Easy and Quick win  
Can just be an Interest Rate reduction  
May look to switch from Interest Only to  
Principal and Interest  
Consider fixed rates



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## Refinance

Some Banks are just not competitive  
The next step if Reprice doesn't deliver  
Often needed to extend Loan Terms  
Takes Longer – but worth it  
Depends on ability to Borrow



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## Restructure

Rebuilding the Portfolio from the start  
Funding equity back to the source  
Cleaning up cross-securitization  
Refreshing Loan terms  
Debt Consolidation  
Improving Interest Rates



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# PLATINUM ACCELERATOR

## 3. FINDING FLIPPERS

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Time is our Most Valuable Asset  
So speed is our friend!



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## Fast Flip Formula Finding a Deal



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### Find a Deal

- It's important to look for a 'Deal' & not just something that you can 'afford'.
- Drill down to an individual property level
- Remember you are **NOT buying for yourself**, you are buying to **FLIP!**



TIP!



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## Due Diligence

- **TAKE EMOTION OUT!!**

- Emotions can be very detrimental to your profit

- Find the **REAL** facts to assess the profits, based on **REAL** info, **NOT** opinions or feelings.



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## Due Diligence

- Concentrate on the **bottom line & DON'T** get caught up in the interior design "fantasy".

- Don't **MARRY** a deal before it's a deal. The opportunity of a lifetime comes along every day. Don't get hooked on one particular property. If the numbers don't stack up... **MOVE ON!**

- There are **PLENTY** of deals out there everywhere. Don't try to "**Make**" something a deal.



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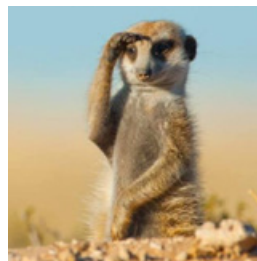
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## What to Look for...

- Look for **advertised words** such as; Renovation, renovators delight, original condition, renovate or detonate, tradespeople welcome, tradies special, 2 bedroom-1 bathroom, 3 bedroom-2 bathroom, multiple living areas etc.

- Can it be purchased **under market value**?

- Has the property been on the market **more than 60 days**?



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## Drill Down

- Identify those that are **worthy of further specific due diligence**
- Look for the **worst house in the best street** or solid looking properties that are **REALLY UGLY** and cosmetically dated, or simply **unkept** or poorly presented.
- Sometimes it may only be **clutter** or **very dated furniture/colour schemes!**
- **Sometimes the mediocre property is the one you want, NOT the dump!!**



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## Is it a Deal...?

- Check the property's condition, **how much reno is required?** Is it cosmetic or structural?
- What is the level of renovation? **Surface work or structural** walls etc?
- Construction material? Timber vs Brick etc?
- **Single Storey**, high set, building level, two storey, landscaping, access for materials?
- Proximity of plumbing
- Scope to **add bathroom or bedroom** etc



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## More to Look for...

- Property age
- **Signs of concern** (major cracks in walls/ ceiling/ floors/ foundation/ musty 'damp' smell, dry rot, water damage (esp to cabinetry) concrete cancer, termite damage, asbestos)



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### More to Look for...

- Illegal building works on site? Structural or not council approved
- Smoke alarms, safety switches, pool safety
- **Council approvals** for converted garages, built in bottom levels, multiple incomes, granny flats
- **A licenced builder or skilled handyman may assist** you during your inspections to determine level of works required at the property. Where could you find somebody like that?... right here under your nose in the community!



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### Beware of...

- Significant trees
- Steep driveways
- Flood prone areas
- Soil types
- Easements (sewer/power/access ways)
- Encroachments - survey site



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### Beware of...

- Caveats or other encumbrances
- Neighbour disputes
- Heritage overlays
- Adjoining properties / neighbour quality / tidiness / Barking dogs (time of day for inspections)
- Noise pollution / Air Pollution



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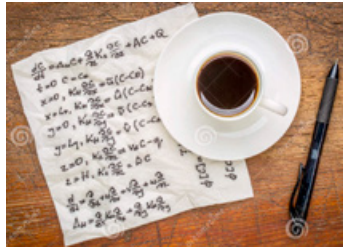
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## Quick Feaso

- NB: Can't always do this level of DD upfront until you know there is potential profit & that you want to put a contract on it.
- So... that's where the **QUICK FEASO IS SO IMPORTANT!**



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## Rough Feasos / Napkin Feasos

- Once you think you have found a property, you need to be able to do a quick 5 minute assessment to determine whether it's worth spending more time on this property or to move on?
- A 'quick feaso' is used to Narrow down the list of potentials



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## Rough Feasos / Napkin Feasos

- Should NEVER be used as the final decision maker
- GREAT for making quick decisions & taking properties off the market (PROVIDING YOU USE A DUE DILIGENCE CLAUSE in your offer!!)
- You can either use a feasibility software, excel, a calculator OR the back of an envelope. As long as you are accurate!



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## Doing a Quick Feaso

- You need to know the Estimate of the following costs;
  - **Purchase Cost**
  - **Renovation Cost**
  - **End Retail Value**
  - **Consultants Costs**
  - **Interest rate/Holding costs**
- Is the price right? Does it add up? Can I make money from it?
- Always try to buy under market value, that way it gives you a buffer, if the market moves during your project.



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## Renovation Costs - Working it out

- General rule of thumb; **10% of the value of the property** is the reno budget. Not a cent more.
- **Costs can vary** from suburb to suburb & project to project
- Very important part of the feaso



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## Consultants Costs

- Agents Selling fees (always negotiate)
- Legal fees/ conveyancer/solicitor
- Check [realestate.com.au](http://realestate.com.au) to see what each Agent in the area has sold recently



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## Profit Margin

- Ultimately, you want to aim to end up with **20% of the overall cost of the property** as the net profit margin ideally.
- This would be MINIMUM!
- Otherwise the risk starts to out weigh the reward.

**Net  
Profit  
Margin  
(NPM)**



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## End Retail Value - Working it out

- Most important part of the reno is **realising the profits!**
- You can **reverse engineer a feasibility** to calculate this
- Ensure end sales price is **realistic** & work on a figure that the property could be sold for at a **“fire sale”** or **quick sale price**.



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## End Retail Value - Working it out

- Always compare to properties of **similar size, style, bedrooms** etc
- You can find this information on **Rpdata**, The **internet**, sales **agents** in the area, **drive around** the area to physically see what's selling for what.



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## Potential to Add Value

- Ask yourself what potential value can be added?
- **Can you stack the renovation strategy** with adding a 2nd dwelling or granny flat? Can it be converted to dual occupancy? Does it have land content to further develop/ sub-divide or add units?



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## Fast Flip Formula Apartments VS Houses-Pros & Cons



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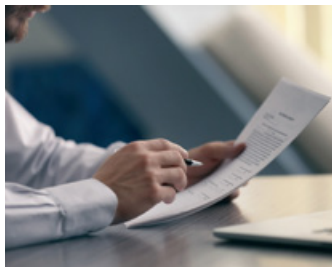
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## Looking at Apartments

- **Check By-Laws**, meeting minutes, accounts (sinking funds & administration funds), budgets & projected spending.
- **Check Body Corporate** flexibility to approve reno works proposed as it's likely to require approval.



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## Looking at Apartments

- **Notify all tenants** in the building that work is going to be taking place... days, times, how long.
- Encourage neighbours to come and knock on the door if they have any questions. (They may even come for a sticky nose and it could very well be your next deal!)



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## Things to consider...

- **1 bed** properties should be **at least 60m2** (for financing reasons)
- Don't choose **Studio** or serviced apartments, **hard to get finance** for
- Within **10km's of a CBD** choose townhouses or apartments as first preference. Minimum 80m2, 2 or more bedrooms and a car space. **2 car spaces is a HUGE bonus**
- Townhouse or House= min 120m2
- Don't choose apartments more than 10km from CBD unless there's another drawcard... ie: entertainment/lifestyle/ education hub



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## Seller's Needs

- Is the seller motivated?
- What is the seller's **NEEDS?**
- **Is the property vacant?**



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## What to Look for...

- When starting out in an area, attend **as many open homes** as possible in the beginning to get intimately familiar with the area & what people are looking for. **Become an Area Expert**
- As you become more and more familiar, you will only inspect the shortlist or stand outs
- **Take LOADS of photos**, so as to remember all the features of the properties you inspect. Later when you are back home, you will not remember!



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## What to Look for...

- **Take notes!** ie: 'cute little green cottage with front porch'. Or 'mouldy bathroom with shower over pink bath', or 'little rose garden outside kitchen'
- Write down the **order of inspections** on a piece of paper to match up with the order of photos in your phone.
- You want to keep it time efficient and **prevent double handling** later



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## Inspection Checklist

- Use the **INSPECTION CHECK LIST**.
- This will also help to prompt with questions to ask the agents.



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## Fast Flip Formula Real Estate Agents



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### Contact Agents

- Get in touch with **EVERY** single agent in the chosen area. Build a great relationship with each of these agents. Take them for coffee!
- Present yourself as a professional property investor that is **looking to purchase several properties** within the next 12 months.



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### Show You are Serious!

- Be **SPECIFIC**. I.e: I work with a team of investors and we are looking to purchase 5 properties within the next year.
- Get on their mailing lists. You will need to **build their confidence** that you are a serious investor
- Agents constantly have phone calls from **time wasters**.



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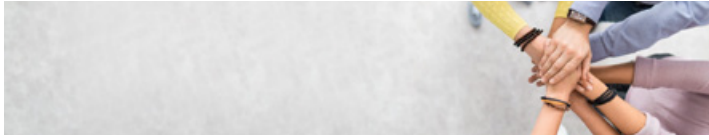
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## Nurture the Relationships

- The **ULTIMATE GOAL** is that you want them to call you as soon as they have properties signed up. **BEFORE** it hits the open market!
- Incentivise them to work with **YOU** over somebody else.
- **Offer to re-list the property back with them** upon completion



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## Help Them to Help YOU!

- The **more specific you can be** with the agent about what you are looking for, means that they will do a lot of the market research for you. Saving you time!
- Make it clear to the agent that you can **make quick decisions**.



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Would it Help to Have  
a Script to Call an Agent!?



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## Open Homes

- Once you've narrowed down to a handful of potential deals, attend the **OPEN HOMES**.
- Always request a **private inspection** and if possible make this inspection at the **beginning of the week**. This will help with presenting an offer...



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## Open Homes

- When starting out in an area, **attend as many open homes as possible** in the beginning to get intimately familiar with the area & what people are looking for.
- Also great for **getting to know the Agents** & getting your face out there. Out of sight out of mind.
- **Attend the new or renovated ones too!** You will also see what type of people are looking for this product.



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## Open Homes

- **Let agents know** that you will be renovating another property "just like this" around the corner if they have an overflow of buyers!
- Will allow you to become familiar with **local trends** and what buyers are willing to pay for what.
- You will get a **better understanding** of the possible uplift for your chosen property.



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## Other Places to Find Deals

- **For Sale By Owner!** Ask them for a meeting or arrange to meet them for a cup of coffee
- Find out their **REASONS** for selling
- Don't forget **Facebook**
- **Gumtree ads**
- **Letter box drops**



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## Letter box drops & Door Knocks

- Purple envelopes
- Be **REAL**
- Keep it personal, show your personality in the letter



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## Networking to Find Deals

- There is a very good chance that you could potentially find your next deal **in this very room!**
- If not directly, **people know people know people...**
- School Mum's / Dad's
- People you work with etc etc
- Coffee man



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## Where There are Problems, There are Solutions!



- Vendors **reason for selling**? Divorced, deceased estate, financial difficulty, down sizing etc etc
- These reasons may allow you to negotiate the price and/or the terms of the deal



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## Become a Detective!



- Dig dig dig some more. Find out as much info as you can
- What sort of product is on the market, mainly houses or units, new or old



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## Knowing your area INSIDE OUT can allow you to make EDUCATED Decisions every step of the way! (esp if things go wrong!)

Cost saving 6 week Kit Home - BALLARAT



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### K.I.S.S. - (Knowing what is right for the area)



- Typically a former **“Industrial”** area...
- A new **“spec”** home would have been over capitalising



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### Benefits for Knowing your Area & Market

- Who was the end buyer??
- Market was **either Investor** for cash flow **OR New Home Buyer**
- **Their Priority is:** Proximity to city centre & lifestyle of the buyer
- **FIT OUT** was more important than the street appeal on this one



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Once behind closed doors...  
The dream sells itself!



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Spacious Bathroom/Laundry Combined  
(Never Forget the Bathroom Storage!)



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Running out of funds meant getting in there ourselves!  
40 degrees & raking dirt... do not go together



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6 weeks & she was up!



- Knowing your time lines!
- **Kit Homes are EXCELLENT** for fast turn around time



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## THANKFULLY....The Market Shifted!!

- Current Projected Profit @ time was \$40K before tax - we decided to keep to Airbnb
- Project **SHOULD'VE** had made **MINIMUM \$150K**
- Project **SHOULD'VE** been 6 months
- Project WAS 3 Years!
- 80% of project was done **BEFORE** joining platinum
- The Kit Home saved the day! It was **PERFECT** for the project
- The construction only took 6 weeks out of the 3 years!
- The **ORDER** in which you project manage a development can make or break it!



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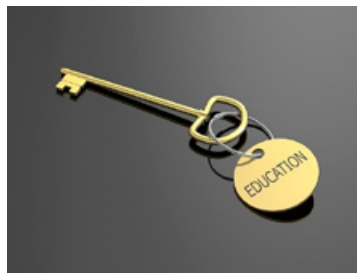
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## Education is Key!!

- Having the **education earlier** could have saved me \$150,000.00 - \$200,000.00 of wasted money!!!  
EEEEEEEEKKKKKKK



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## Avoid Auctions!

- You have **no control** and are **not purchasing under your terms**.
- The profit is in the purchase!!
- Unless Sellers are **open to offers/negotiation prior** to Auction.



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## Having A Plan B - up My Sleeve!

- Being a risk avoider meant that I had **plan B in the wings**
- KNOWING THE AREA like the back of our hands, meant I **KNEW** that there was **demand for Airbnb** in the area
- It was refinanced and has now been **turned to cash flow** positive until the market returns



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## Recap: What to choose?

Current Projected Profit \$40K before tax

- Choose properties in **close proximity** to the more expensive properties but **at least 20% cheaper** or more than new or renovated similar properties.
- Choose only properties that have **direct comparables** to it. If it's too unique or different to others on market, it is difficult to pitch a selling price at the end.
- Choose older properties that are **generally at least 20 years older** and **LARGER** than average in size for the area.



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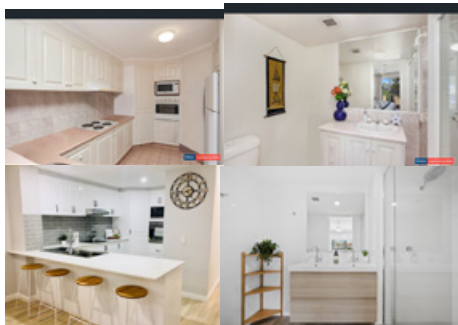
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## Why we love Apartments...



Djerral Ave

- 20 yrs old
- Cosmetic Only
- Bigger than most



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- Put & Call Option - Controlled Property
- Contract Price \$435K
- Reno & Costs \$45K
- 90 Days
- Sale Price \$585K
- Selling Costs \$12,870
- PROFIT \$92,130

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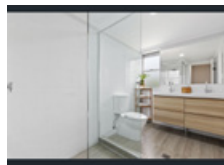
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• Another one we never owned...



**Korina Ave -  
5 WEEK FLIP  
90's - 00's build**




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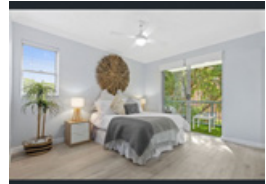
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- Purchased \$393K
- Reno \$25K (added bathroom)
- PUT & CALL Option 90 Days
- **Reno 4 weeks-**
- SOLD \$525K
- Selling Costs 20K
- **PROFIT \$87K**




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**And ANOTHER!**

- Option to Purchase \$400,000
- Immediate access under license agreement
- Rent back to vendor \$400 p/week
- Reno Costs \$40,000
- Hold Costs \$2,000
- Agents Fee \$8,000
- No Stamp Duty
- Sold Option 6 weeks later \$550,000
- **Profit \$100,000**



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**Didn't Own this one either...**

- Option for \$465K
- 90 Days
- Reno 30K
- Associated Costs \$22
- Sale Price \$595
- Profit \$78K



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**THE 72 HOUR FLIP...Power of Knowing Your Area Well!**



- Put & Call Option for \$430K
- Reno Cost \$5K
- Sold \$475K
- **Profit after selling costs & holding costs \$25,830**

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## Duplex on the Border - 100% bank financed




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## Tweed Heads Put and Call

- Option to Purchase \$520,000
- Immediate access under license agreement
- Rent back to vendor \$250 p/week
- Reno Costs \$60,000
- New Valuation \$710,000
- Bank gave us 80% = \$568,000
- Stamp Duty \$19,027
- **100% of the Purchase Price & STAMPS COVERED BY THE BANK!**
- **Plus Money back on Reno!**




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## Understanding timing, COMPS & using risk mitigation FRASER COAST - 6 month settlement

- Covid restricted travel
- Poor Marketing
- No mention of duplex potential
- Comps in area were nearly 40% more
- 6 months gave us more time to do DD
- Generated 200K+ before we had to settle by **CONTROLLING** the property - Decided to keep this one




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Working with Sellers - One of our FAVOURITES!



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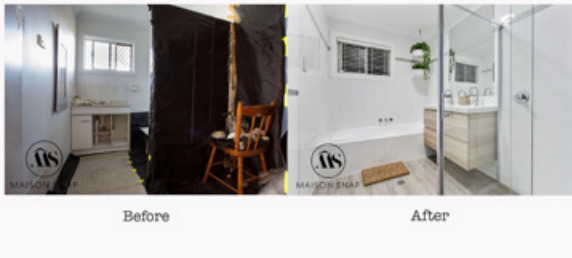
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**This Shower had not been useable for 2 years... She'd started to pull it apart but got sick & couldn't complete**



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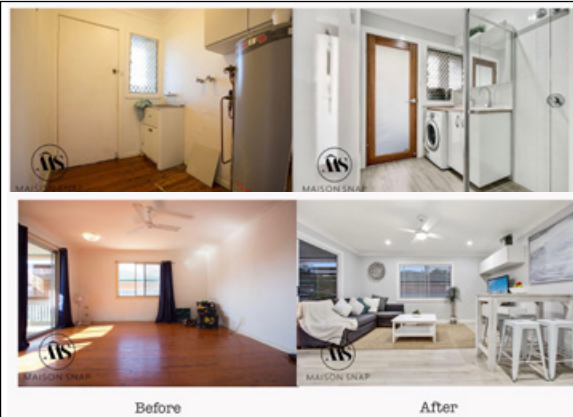
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**An extra bathroom, brought more value than a stand alone laundry for this 2 bedder...**

**Floating floor was actually cheaper & quicker than redoing the original timber**

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## Results

- SOLD \$598,000.00
- - Agreed Start Value \$370,000.00
- - Reno Cost \$60,000.00
- - Selling COSTS
- = \$139,075.00 (split 50/50)
- = **\$69,537 .50 EACH!**



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## Summary

- Choose preferably **2 areas at most** to begin with to focus on
- Research what's on market
- Choose best pockets with **greatest variance**
- Identify what product is in demand
- Choose properties with **best DEAL potential**/ time on market/ open to negotiation



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## GIVING BACK...



- 21 similar deals since joining ILRE - time to pass it on
- what gives us the most Joy, than any of the deals, is being able to now give back
- Being able to create Fast Flip Formula & watch other people have the same success! That's where the magic is!

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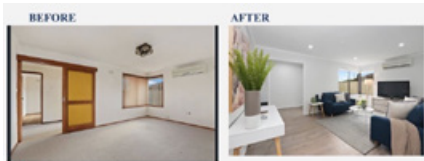
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## SOME OF OUR STUDENTS...

**Vanessa**



**MADE OVER \$50,000**  
in under 12 months  
From Flipping Remotely from Interstate!



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**David**

**5 Deals in 15 months!**  
**Nearly \$500K profit since bootcamp!!!**



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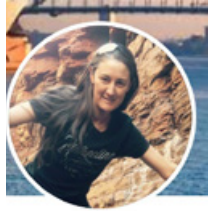
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## Sarah

Flipped a Caravan!!

\$5000 profit in 23 Days!!



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## Daniel & Katie

\$82K from a property they didn't even have to purchase!!



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## Kerri



- Joint Venture
- \$40K EACH in 5 WEEKS!



Natalie  
3 Deals each making \$20K  
profit in 4.5 weeks



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Rachel

- Profit of **\$150K in 6 weeks from a property she didn't own!!**

- By teaming up with the Seller, She brought the skill & the know how, & the seller had the property they wanted to sell!



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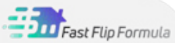
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Kendall \$74K in 14 weeks!



- Elisabetta \$130K from her PPR!



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**Fast Flip Formula**  
MAY 21/22/23

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# PLATINUM ACCELERATOR

## 4. RELEASING LIMITING BELIEFS

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# Releasing Limiting Beliefs



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**We all have  
Baggage**  
**How we let it affect  
us is our choice!**



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**“If you accept a limiting belief,  
then it will become a truth for  
you.”**  
**~Louise Hay**

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**Knowing what Limiting Beliefs are holding you back can be Tricky**

- Even if you have the **perfect goal setting system** and you are very **disciplined**, you will still have a hard time reaching your goals if you have self-limiting beliefs.
- Until you have sorted out all the beliefs that stop you from reaching your goals, it will really be very hard if not impossible to reach your goals.
- But you have to know what your limiting beliefs are in order to change them.




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NATIONAL CONFERENCE  
PLATINUM ACCELERATOR

### Finding out what holds us back

- **We all have limiting beliefs**, but most of us are not aware of them. That's by definition because they work on a **subconscious level**, i.e. we are not conscious of them.
- Limiting beliefs work on a subconscious level.
- These beliefs are there to protect us by keeping us in our comfort zone. They want to keep us in the **"safe zone"** and avoid risks.
- So how can we find out what is holding us back.
- Just like a feasibility – it can be **reverse engineered!**

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**ANCESTRAL BELIEFS AND ORIGINS**

- + Can define us...status, roles, culture,
- + Inherited...generational
- + Security and safety.....protection
- + Woven into DNA through all of time
- + Historical triggers

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**SOUL CONTRACTS BELIEFS**

Agreements for this soul journey  
 Achievements to create, birth, attain  
 Not set in stone...can be rewritten  
 Points of diversion




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**SOUL INFLUENCES SWITCH ON BELIEFS**

- + Energetic cords to and from past (like a highway)
- + Activated via triggers, situations, events beginning in utero
- + **Soul lessons**...evolving through, healing, releasing
- + **Soul interferences**....distortions, corruptions
- + **Soul gifts**....creator energy, abundant, flow, expansion

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**Don't let Drama take control**

**IT'S RAINING**  
I don't like rain. I wish it wasn't raining. my day would be better if it wasn't raining. my day is ruined. every day is like this. it's always like this. why does it always rain when all I want is for it to be sunny?

**IT'S RAINING**  
yup.

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**Limiting Belief Banishment Fast Track**

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**RELEASING LIMITING BELIEFS**

Raelene Byrne  
[www.raelenebyrne.com](http://www.raelenebyrne.com)

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## There is a Vibrational Energy Shift Happening



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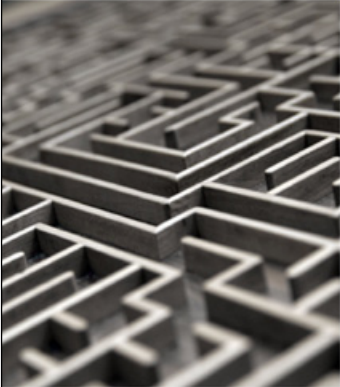
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[www.raelenebyrne.com](http://www.raelenebyrne.com)

- + Soul mentor
- + Releasing old blocks, beliefs and patterns
- + Intuitive guidance
- + Soul Overviews
- + Author

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# PLATINUM ACCELERATOR

## 5. CUTTING THROUGH THE CLUTTER OF LIFE

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# PLATINUM ACCELERATOR

## 6. LEGAL UPDATES

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## Advanced Contracts - Off the Plan



Right structure to purchase

- DIY
- JV
- Funding



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## Advanced Contracts - Off the Plan



- Site Acquisition
  - Looking for 9-10 apartment building development
  - What to look for ?
  - Size?



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## Advanced Contracts - Off the Plan



- DD
  - What to search?
  - How long is DD?
  - Consultants – town planners/surveyors



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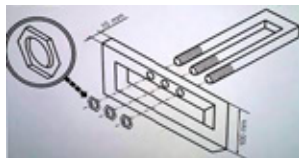
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## Advanced Contracts - Off the Plan



- Why are they used
- Differences with “normal” contract
- When are they issued
- Presales
- Funding



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## Advanced Contracts - Off the Plan



### Required Disclosures

- Plans and Drawings
- Schedule of Fixtures and Fittings
- Easements and Encumbrances
- Community Management Statement (CMS)
- Body Corporate Administration Agreement
- Body Corporate Budget and Levies
- Caretaking and Letting Agreements
- Power of Attorney Disclosure
- Third Party Agreements for Development

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## Advanced Contracts - Off the Plan



### Contracts Provisions

- Conditions Precedent
- Deposits
- Registration of Plan and Establishment of Scheme (Sunset Date)
- Risk
- Variations
- Defects
- Encumbrances and Easements
- Common property and exclusive use allocations
- Proxy and Power of Attorney for Body Corporate

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## Covid-19 and Contracts



- Is it still a relevant consideration in contracts?
- What we are seeing:
  - Spike in prices- how long?
  - Builders struggling to get supplies
  - Building costs rising
  - Insurance premiums on the rise

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## Our Contact Details



www.pacificlaw.com.au  
Phone: 07 5443 4744  
Email: [David.Netherton@pacificlaw.com.au](mailto:David.Netherton@pacificlaw.com.au)  
[Calvin.kong@pacificlaw.com.au](mailto:Calvin.kong@pacificlaw.com.au)  
[Tracy.Armitage@pacificlaw.com.au](mailto:Tracy.Armitage@pacificlaw.com.au)

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# PLATINUM ACCELERATOR

## 7. ENERGY FLOW & STYLING

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# Styling to Sell

MELUKA  
*Design*



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MELUKA  
*Design*

I LOVE  
REAL ESTATE

Presentation is KEY to  
the success of your sale.

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MELUKA  
*Design*

I LOVE  
REAL ESTATE

PROPERTY STYLING  
Then VS Now...

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- Property Styling is now expected
- Tailored to suit all budgets
- Stylists can help with a little or a lot
- Pre-Sale advice
- Renovation advice

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### STYLING STATISTICS - 2021

- Staged homes sell 73% faster
- Higher Sale Price on average 12%
- 90% of buyers can't visualise the potential of a cluttered home

\*Stats - Real Estate Staging Association

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The real estate industry has been shifting to a digital landscape.

2020 saw a dramatic increase in offers made sight-unseen, thanks to virtual house tours.




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Your ONLINE presence is now more important than ever before.



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- Covid kicked us into the DIGITAL age
- 3D walk-throughs
- Virtual tours
- Virtual staging



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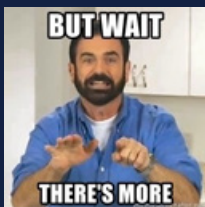
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- Digital enhancements
- Digital de-cluttering
- Digital landscaping
- Digital renovations

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Downfalls of virtual staging:

- Disappointment at open home
- Loss of trust in the property
- Enhances faults = reduced offers

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Virtual Staging

**FAIL**

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# The IMPACT of poor presentation

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**FAIL**



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**FAIL**



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**FAIL**



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A **property stylist** creates a space that buyers can easily imagine themselves in.

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The **POWER** of professional styling...

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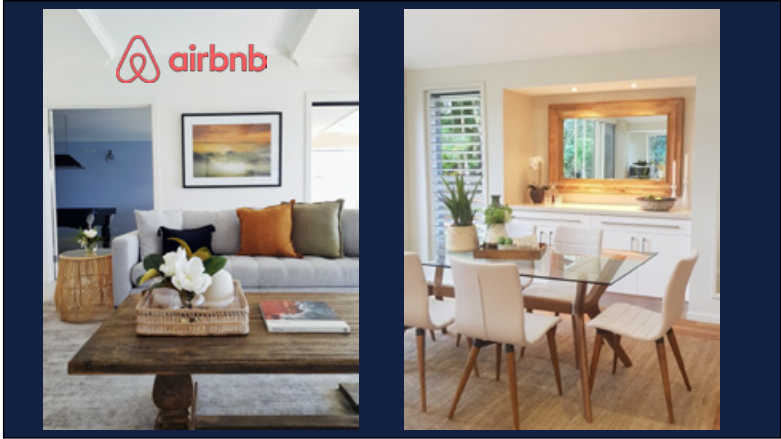
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## Stylist of the Year

South East QLD, Domayne 2018



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MELUKA  
*Design*

- ✓ 16 years Property industry
- ✓ Renovated 70+ properties
- ✓ Styled over 5,000 Homes
- ✓ Property Styling Business
- ✓ Stylist of the Year, SE QLD

[www.MelukaDesign.com.au](http://www.MelukaDesign.com.au)



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Luxury  
Prize Homes



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## 2 SCENE



- Lifestyle – sell the dream
- Location - beaches and greenspaces
- Local attractions, schools and Uni's
- Adds value – doesn't cost you

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## 3 STYLE



- Theme – what suits ideal buyer
- Enhance your homes features
- Point of difference – what's yours?
- Staging – hire a professional
- Landscaping – tropical vs cottage

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## 4 SELL



- Photography – timing, hero, lifestyle
- Online – virtual tours, drones
- Marketing – floor plan wording
- Marketing – location & lifestyle
- Open homes – timing, noises

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These 4 steps are all critical parts of the selling process, as it helps to create the perfect formula for designing a home that *feels* good.



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In the same way we can create spaces that feel good, we can also create spaces that feel bad.

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Let's take a look at other factors that can cause problems when selling...

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### Energetic blockages to avoid:

- Incorrect furniture placement
- Congestion and clutter
- Bad floorplan flow
- Incorrect colours

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Sometimes, there are reasons our homes don't sell that aren't as obvious.

Let's dig a little deeper...

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There are '*energetic*' influences that can cause disruptions to how we feel.

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### ENERGETIC INFLUENCES

- Land history – previous use
- Geopathic stress
- Uncleared energy:
  - previous owners
  - illness




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By tuning into the energies around us, we can learn to read our surroundings and shift the energy into a more positive frequency.

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### INCREASING THE ENERGY

- Create environments that are uplifting
- Energy clearing – sage, house clearers
- Plants and nature
- Crystals and essential oils
- Water, sun, air and earth
- Music, positive mindset, happy people

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# PLATINUM ACCELERATOR

## 8. TIME & TASK MANAGEMENT

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# SESSION EIGHT

## The Power of Task Management

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### Task Management - Overview

- Why?
- What?
- How?
- Methodologies for Prioritising Tasks
- When? - Working Example
- What if?

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### Task Management

- Essential for balancing the needs of everyday life with our long-term goals
- Promotes **productivity**
- Allows us to **balance multiple priorities**
- Prevents overwhelm, creates focus
- Demonstrates integrity, professionalism
- Makes us feel **kick-ss!!**

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## Task Management – What?

- The process of managing a task through its life cycle
- **Managing all aspects of a task**, from its value and priority, to the time, human, and financial resources it needs.
- When working with a team, task management is **the foundation for productive days**.
- It helps everyone on your team stay in-sync, productive, and **on schedule**.
- Breaking projects and milestones down into specific tasks can be a **huge motivator**.

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## It is not a To Do List!

- The way you write down your To-do list affects productivity
- Tasks need to be **actionable**
- Tasks on the To-do list need to be:
  1. **A physical action**
  2. **Accomplished in one sitting**
  3. **Supporting valuable progress** toward a recognized goal
  4. Certain that **you** are the most appropriate person for the job



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## Task Management – How?

- 1) Collect a list of all your tasks
- 2) Identify **Urgent vs Important**
- 3) Assess **Value**
- 4) **Prioritise tasks \*\***
- 5) Be **Flexible** and Adaptable
- 6) Know when to **cut / say no**



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## \*\*Task Prioritisation – Methods

- Eisenhower Matrix
- Brian Tracy Methods
- Zen to Done
- GTD Method
- Chunking



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## Eisenhower Matrix

“Seven Habits of Highly Effective People” – Steven Covey



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## Eisenhower Matrix

### The 'important' Checklist:

- It will effect many people or projects if incomplete
- Other tasks depend on its completion
- It contributes a lot of value
- It's low effort-high results (80/20 principle)

### The 'Urgent' Checklist:

- It is overdue
- It is due soon
- It demands immediate attention
- The consequences of not doing it are immediate



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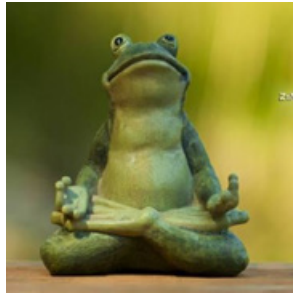
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## Zen to Done

“Zen to Done” – by Leo Babauta

- Pick the “magic” 3, or, 1-3 M.I.T.’s!
- Choose the 3 most important; urgent; or, day-changing tasks and do them!
- ... and that’s it!



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## GTD Method

“Getting Things Done” by David Allen

- “The head is for having thoughts, not for holding them.”
- Maximum number of items that can be held in the human short-term memory, at any time, is only 7!



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## GTD Method

- **Writing tasks down** is mandatory!
- Transform ideas and **intentions into physical actions**
- Freeform list of tasks
- Break into subtasks,
- **Prioritise and set a deadline.**



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## Brain Dump

- For some people, a To-Do List is the same as a Brain Dump!
- **Brain Dump is the first stage** of developing a well managed To-Do List
- This is the stage where you can write everything down
- **Don't limit yourself** or apply the rules for compiling a good To Do List
- Once emptied out, look at what you have and ~~call the doctor.~~
- Once emptied out **start ordering in terms of importance or urgency**
- Apply the rest of GTD method

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## GTD Method



- 1) **Brain dump:** Empty your brain onto paper
- 2) Look at your list, mark everything that is not immediately actionable. How can you break these tasks down even more?
- 3) Ask **what is the first step in doing this task?**
- 4) Look at rest of tasks and everything that is immediately actionable and can be done in under 2 minutes – **JUST DO IT!**
- 5) If the tasks take longer then **schedule** them into your calendar.

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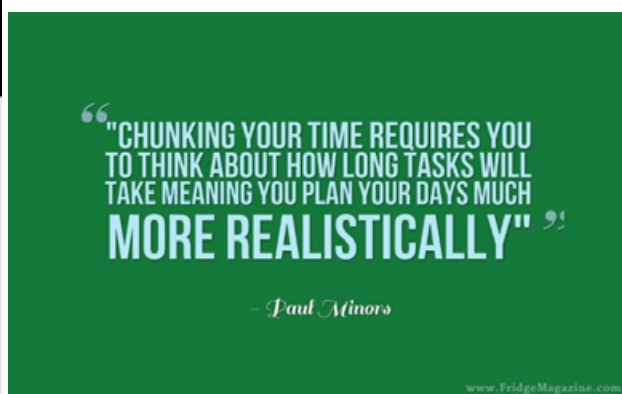
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# PLATINUM ACCELERATOR

## APPENDIX

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*Medicine for Your Spirit*

**INCREDIBLE SOUL  
REVOCAATION.**

*Declaration of  
Full Sovereignty of My  
I Am Presence  
in This Embodiment*

[www.raelenebyrne.com](http://www.raelenebyrne.com)

I call on my higher self to merge with me, guide me, and assist me in declaring, embodying, and enacting 100 percent sovereignty of my being in this and every now moment, in alignment with my I Am Presence and in accordance with my chosen purpose, goals, and intentions for this lifetime.

I call upon the elemental, angelic, ascended, cosmic, and ancestral realms to witness my declaration, to assist in upholding the integrity of its intention, and to co-create with me in manifesting my highest potentials personally, in unity with the one, and in service to the Earth as we graduate to the next level of our evolution.

In declaring my full sovereignty and with the guidance of my higher self and I am presence, I assert autonomy over my physical and nonphysical embodiment, my energetic vibration, and all resulting emanations. I disallow any interference to distort or delay the fulfillment of my purpose in this lifetime—whether that interference be well-meaning, misguided, self-interested, or malevolent. This includes any and all overt and covert intentions, attempts, and actions to limit, separate, distract, manipulate, disempower, traumatize, dominate, control, or harvest any aspect or increment of my energy and consciousness.

I

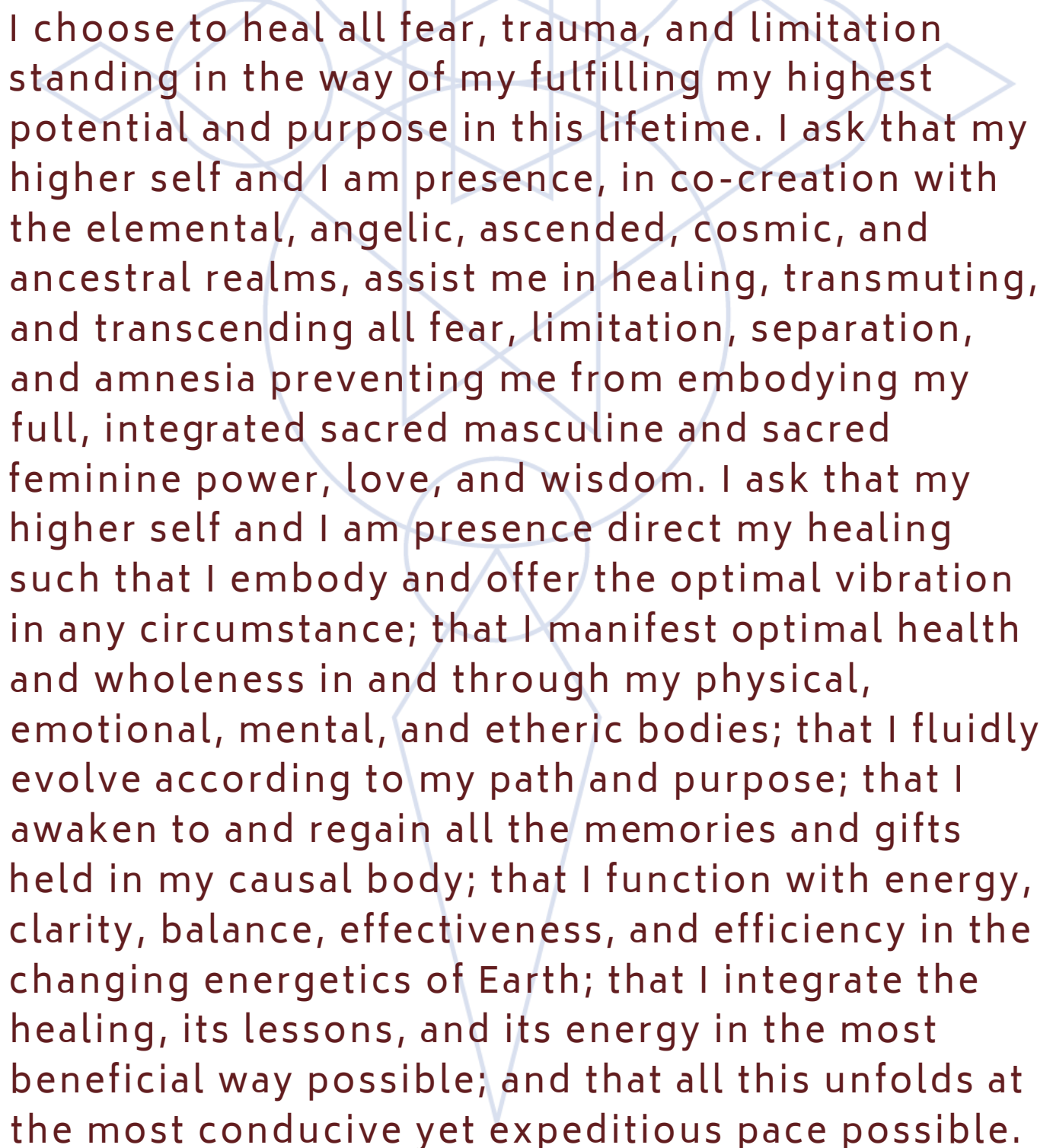


reject and eject any such interference, demanding that it cease and desist immediately and retroactively, including any trickery designed to countermand, usurp, or sidestep the intention of this declaration.

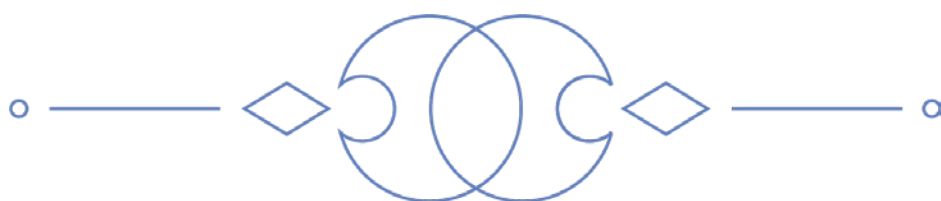
In making this declaration, I acknowledge and accept full responsibility for my being and actions. I continue to fervently request overt guidance and assistance from my higher self and I am presence, which I in no way consider to be interference. I commit to both hearing and enacting that guidance, and in turn to listening to and guiding the elemental consciousness that contributes to my personal collective consciousness this lifetime.

To the extent that I may be unable or unwilling to hear and enact the guidance of my higher self or I am presences, I request that the guidance continue to be given in various ways such that I can understand and act on it, until I am able to understand and act on it.

In full sovereignty, I also request and accept additional energetic assistance of my guides, my soul, star, human and ancestral families, the elemental, angelic, ascended and cosmic realms and any other sources, provided that it accords with this declaration and is in my highest good, the highest good of earth and in accordance with my purpose, goals and intentions in this lifetime.



I choose to heal all fear, trauma, and limitation standing in the way of my fulfilling my highest potential and purpose in this lifetime. I ask that my higher self and I am presence, in co-creation with the elemental, angelic, ascended, cosmic, and ancestral realms, assist me in healing, transmuting, and transcending all fear, limitation, separation, and amnesia preventing me from embodying my full, integrated sacred masculine and sacred feminine power, love, and wisdom. I ask that my higher self and I am presence direct my healing such that I embody and offer the optimal vibration in any circumstance; that I manifest optimal health and wholeness in and through my physical, emotional, mental, and etheric bodies; that I fluidly evolve according to my path and purpose; that I awaken to and regain all the memories and gifts held in my causal body; that I function with energy, clarity, balance, effectiveness, and efficiency in the changing energetics of Earth; that I integrate the healing, its lessons, and its energy in the most beneficial way possible; and that all this unfolds at the most conducive yet expeditious pace possible.



I intend that in healing myself in this now moment, I heal other aspects of myself across time and space, as well as splintered aspects of other consciousness trapped in time who, through the domino effect, will attain the freedom to return to where they belong, to heal, and to contribute to the unity we seek to cocreate in order to graduate from this plane and take our next evolutionary steps.

I offer healing, compassion, and forgiveness wherever it is needed or wanted to free all aspects of consciousness, including my own, to allow all to return to its natural order in wholeness and unity. And so it is.

Written by Mary Jane Banks





*Medicine for Your Spirit*

# PLUG IN TO THE NEW OPERATING SYSTEM

*by Raelene Byrne*

[www.raelenebyrne.com](http://www.raelenebyrne.com)



## PLUG IN TO THE NEW OPERATING SYSTEM

Imagine this...you have an electric jug, you fill it with water, turn it on and nothing happens. Do you immediately decide the jug isn't working?

You would unplug the jug from the power point and try another power point. You are trying to work out if the jug is defective. So, once you plug into the new power point, the jug works. AHA, the jug isn't broken, the power source is. The jug wasn't getting the energy it required, or the power for it to function and do its job from that particular power point.

This is what we are all going through right now. We are unplugging from an old system, where the power isn't aligned with who we are becoming, we are looking for a better power source, a higher energy, clearer that will fill us for the next part of this life.

Have you been feeling odd, disconnected, discombobulated, feeling apathy taking over your life, decision making is such an effort, your body seems to be doing its own thing and you just can't seem to get over the deep exhaustion that is haunting your days?

It is normal!!! At this time, as I described with the electric jug, it is normal, and many are feeling so much of this. Our best call to action is to take better care of ourselves, tune in more deeply than ever and LISTEN



## PLUG IN TO THE NEW OPERATING SYSTEM

As we are shifting from one "energetic grid or framework" ( power point ) to another one, we are all at varying stages of renewal into a higher awareness, some call it the 'Ascension "process"', some call it the increase in our light quotient, some say it is moving into 5th Dimension, some call it the emerging new human. No matter what we label it, we are all in this incredible process of energetic expansiveness

Unplugging from an energy grid and plugging into another one, with a new vibration.

Just for a moment imagine you are cleaning out a filing cabinet, a pantry, a linen cupboard, the shed filled with all the things we keep, just in case. The focus is to remove and release the things that are no longer useful, in fact they have become obsolete junk, takes thought, and a lot of energy as each item needs to be considered before we keep it or chuck out, we used to have an attachment and now we do not. Once we have completed the task, we feel lighter, clearer and we have more space to work with.

This is happening at cellular level for us all. Each cell in our 75 trillion that makes up our physical bodies, is a whole system in one cell!!!, that has all the functions or renewal, reproduction, protection, digestion, sensitivity to environment, has a 'brain' to absorb information and respond accordingly. These miraculous single cells form communities, of tissues, organs, nervous system, skeleton, etc which makes us this dense form of being a human.



## PLUG IN TO THE NEW OPERATING SYSTEM

Each cell is working out what is useful, what is junk, what has merit, what is past its use by date, what is ready, where do I need to create space for more light energy to exist? Each cell has to renew into a new human, a new aspect of itself. Each human is doing the same. In order to hold more light, we need to release density big time!!!

75 trillion little individual cells, forming 1 massively dense single human unit. So, the cleanse and purge is enormous as we move into the higher energies flooding our collective field, earth, bodies and the world we are looking towards.

Each cell is purging, clearing, releasing and opening up for more space, more light. That means 75 trillion cells are working HARD, and we wonder why we are so tired!!! Bone weary exhaustion, needing rest, sleep, quiet and time alone.

The physicality of clearing is hard as the matter we are, the beautiful human complex systems we call a body, is dense, it takes longer, it takes dedication and perseverance, to keep letting all those cells clear out and prepare for the new energy system arriving



# PLUG IN TO THE NEW OPERATING SYSTEM

## SUPPORT ACTIONS

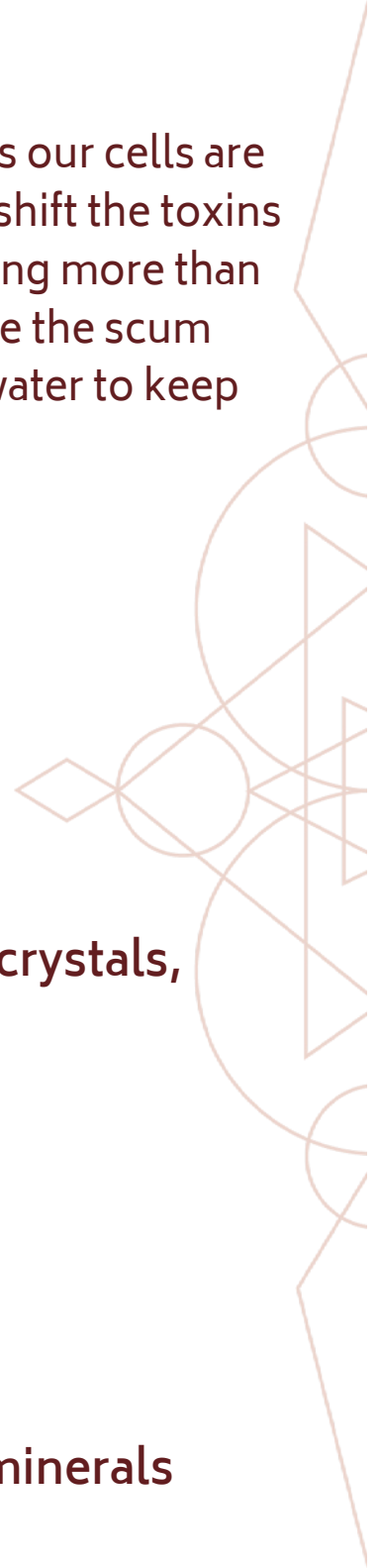
- More fruits and veggies higher life force
- Juices
- Good quality water
- Movement, like walking, swimming, dancing
- Skin brushing
- Deep breathing
- As you inhale say internally
- I breathe in light
- on the exhale, say internally,
- I release toxicity
- Saunas
- Meditations
- Rest
- Silence, disconnecting from devices and distractions.
- Nature time

# WATER RETENTION

Water retention is another annoying trait at present. As our cells are purging, they need the lubrication from water to help shift the toxins out. Imagine scrubbing your shower recess with nothing more than a brush, we need water to help loosen the dirt, to move the scum away from the tiles and drain away. Our cells require water to keep the 'flush out' happening.

## SUPPORT ACTIONS

- Vibrational remedies, ie back flower, liquid crystals, Massage
- Lymphatic drainage
- Movement
- See a natural Health practitioner.
- Things that may help .acupuncture, herbs, minerals





# NERVOUS SYSTEM

Our nervous systems are under such massive energetic change , New Energetics, wild higher frequencies coming from the earth, the collective, the cosmos, our own inner selves, mixed together with the worry, fear, the concern of change and what is next, has put our nervous system on red flag high alert. We can feel that in our solar plexus with symptoms of anxiety, nausea, tight fist like energy at gut, not wanting to eat, or having to eat to calm the tummy down, and tightness through the vagus nerve which winds its way through our torso and organs.

As our physical body is dealing with all of that, we are also becoming highly sensitive, feeling so much, picking up on all sorts of interferences and information. The common themes are anxiety, overwhelm and for many, panic attacks.

The sensitivity we are starting to experience is allowing us to have more interaction with spirit, with energy, with frequency, like the barriers between the worlds are easier to navigate. We are seeing faster responses to our thoughts, and creations.

When things feel off, or not aligned, or just not for us, we are getting that information instantly. When we choose to ignore it, the message becomes a scream through the nervous system, until we take action to create peace within.

# NERVOUS SYSTEM

## SUPPORT ACTIONS

- Saltwater baths, or Epsom salt, or magnesium flakes, OR all three
- Magnesium
- Rest
- See a health practitioner for specific things to support
- Sometimes a hot water bottle held on the solar plexus can calm the vagus nerve down, and the whole system relaxes.

Slow deep breathing...try this

Lie down on your back on a flat surface with knees bent. If uncomfortable, use a pillow under your head and your knees for support.

Place the left hand on the upper chest and the right hand on the belly, just below the rib cage.

Breathe in slowly through the nose, letting the air in deeply, towards the lower belly. The hand on the chest should remain still, while the hand on the belly should rise. Tighten the abdominal muscles and let them fall in while breathing out through pursed lips. With this, the hand on the belly should move down to its original position. Try to get your breathing rate down to 5 to 7 per minute.

# IMMUNE SYSTEM

Another symptom to have awareness of, is our immune system which is under incredible pressure. The system operates like an army on the attack when invaders, like viruses, bacteria, and infections, intend to create illness. Our bodies have an amazing capacity to fight many things off, to adjust, to heal, if we are offering awareness and good care through our diets, thoughts, actions.

At this time, our immune systems are not only trying to create impenetrable walls to the collective energetics flowing around, and normal everyday bugs passed around, it is also under the heavy load of our bodies clearing out toxins. As these toxins flood into the bloodstream for elimination, our body's intelligence is fighting and in overload. This can create extra inflammation in the body, ie aches, pains, weird joint issues.

While our bodies are working overtime to elevate and clear out, our responsibility is to take extra care physically, mentally and emotionally.

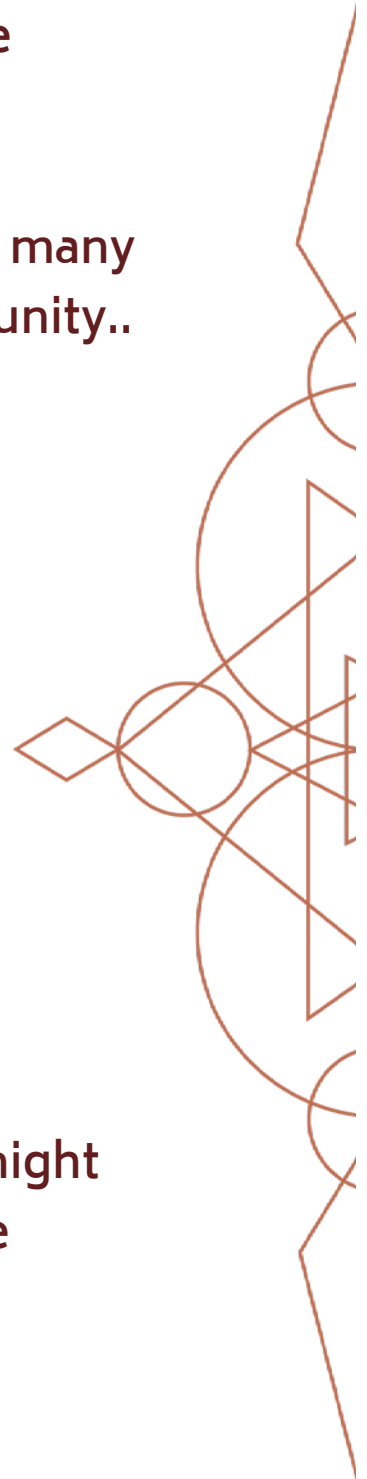
The other area that has been affecting people is the digestive system, and the solar plexus area. We are prepping for the new 'power' or energy that is coming in as a new operating system. So our power centre has to upgrade. Digestive upsets, bloating, not digesting food, perhaps sensitivities to foods we once could gulp down, even the battle happening in the tummy area that if I eat I won't feel good, but if I don't eat I will feel awful. So we eat something to stuff down the weird feelings, then we still feel awful and have pain to go with it.



# IMMUNE SYSTEM

## SUPPORT ACTIONS

- Self-nurture
- Good quality food
- Fasting has been said to help build immune systems...need to research for yourself.
- Foods like, ginger, garlic, lemons, oranges, anything high in Vit c, oregano oil, zinc and many other supplements to help build your immunity.. Please research for yourself or see a health practitioner
- Herbs
- Acupuncture
- BodyworkBreath work
- Meditation
- Sunlight
- Nature
- Fresh air
- Release negativity,
- Mindfulness as a daily practise.
- Castor oil rubbed on to the tummy area at night
- A heat wheat bag or hot water bottle on the discomfort to help soothe the area.



# DISCONNECTION

The deeper feels, not symptoms, of this is a sense of disconnection. This is where we are pulling the plug out from one way of life and the structures that gave us identity, and our lives meaning, in the old energy grid, and getting ready to plug into the Higher new Energy grid.

It's like replacing an old light bulb, with a new LED smart bulb.

The feeling of being displaced, unsure of what is next, no real interest in what has been, unsure of purpose, direction and the general "not feeling our normal self" is floating about for many people.

The common feels are:

- Blah, Bleh, Meh,
- What is the point
- Why bother
- Apathetic
- My life feels like it is coming to an end, I have achieved all I set out to, and now I have nothing to do
- Lost my purpose
- Lost my passion
- No energy

This sense of weirdness is the void, the space between the old and the new. The place of birthing the next part of who we are becoming. None of us can see it clearly yet, as we are still clearing out, and unplugging.



# DISCONNECTION

## SUPPORT ACTIONS

- Bare feet on the ground
- Sit on the earth
- Sit next to a tree
- Grounded breathwork and meditation
- Gardening
- Activate your feet chakras and see streams of light flooding out of your feet deep into the earth
- Utilise grounding crystals...obsidian, onyx, black tourmaline, black kyanite, petrified wood, smoky quartz, boji stone, hematite, among many, research for yourself
- Visualize your inner light, see it stream as a line of energy from your heart centre expanding into the earth, to the very core, and expanding up towards the great central sun, or even our sun. The sense of a line of energy or light moving through you while attached into the earth.
- Breathe up and down this energy line.



# DISORIENTATION

This disconnect gives rise to a sense of being disorientated. Which way is up? Feelings of dizziness, head spins, foggy thinking, Where am I going

You get a sense of floating about, not fully present to anything, perhaps confused, and no direction

Common question here is...what is my purpose?

We are also experiencing a heightened awareness of the wide swing of polarisation, divisiveness and righteousness. We are forgetting there are many ways to arrive at a destination, of the variety of solutions available, of innovation to birth something that holds the best of all things gone before.

Not everything is black or white, this or that, there are no clear defining barriers in our energy life, but what divides are the beliefs and patterns that build the walls we hide behind and shoot arrows at anything that threatens our belief of what holds true for each of us.

The release process is showing us the polarity in life more than ever.

# DISORIENTATION

When you see a pendulum swinging to the extreme left and right, we are witnessing what polarisation looks like. We have to find our own unique middle roads, the point NOT of balance, but of harmony. Harmony and harmonising is knowing where we are going, what is required, what needs to be actioned, and what we need to 'sing' into existence

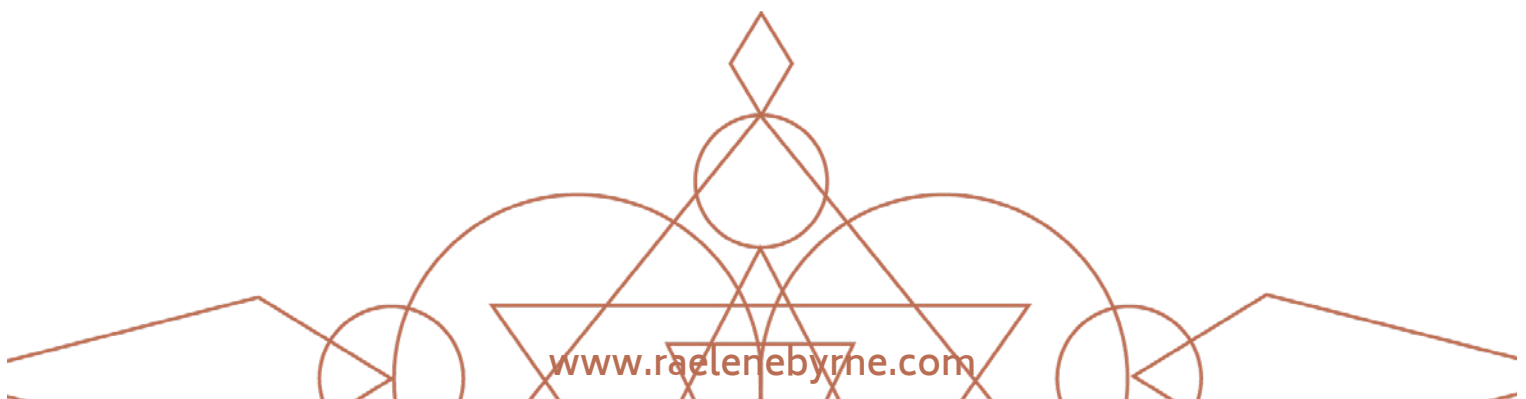
The best way through this gulf of separation is to KNOW THYSELF.

You are a unique frequency that is NOT represented anywhere else in the universe. You are the universes gift to this life.

Your responsibility is to take care of your personal vibration, to let it be loud and clear, to keep tweaking, to show up and shine out. To remember who you are, what you are here for and to do that.

The resonance, the gift you give back to the universe, is the energy you are in the becoming, in the being, in the centre, in the soul knowing.

There is need to experience separation, you align with a truth that is yours and yours alone. We go inward, we listen, we take action, we become.



# DISORIENTATION

## SUPPORT ACTIONS YOU ARE YOUR PURPOSE!!!

- Do a 5 minute exercise each day...
- Breathe in and state...Today I am my Purpose
- Breathe out and state, I am willing to do what is required.
- Repeat for 5 minutes.
- You can do this while walking, swimming, surfing, sitting , use it as a meditation.
- Find some creative processes where you can focus your attention for up to 20 minutes.
- These actions help us to find an anchor point in the flux and flow of this energetic whirlpool.
- Grounding exercises as suggested above.



# GRIEF AND SORROW

This has been occurring a lot. A deep sorrow, sadness or grief that is rising as we know in higher awareness, we are leaving behind parts of ourself, parts of our lives we worked hard for towards outcomes of reward, safety, security.

Parts of our identity that gave us a clear place in our life, the ancestral and historical parts of our lives that defined us in the now. It is as if we are watching a part of self, the part we have known so well being left behind.

Imagine a long term relationship coming to an end, that sense of knowing it is time, but the release of what was comfortable, reassuring and predictable, yet a sense of being stagnant, stuck and finished tearing at you.

The decision has been made, the parting of ways, the old you and the new you to be recognised, We are all unplugging from all that we knew, it sort of feels like a death. So sadness and grief will arise.

Watch it, let it move and honour that process.



# GRIEF AND SORROW

## SUPPORT ACTIONS

- Breath work
- Meditation
- Essential oils
- Vibrational remedies for support
- Writing
- Allowing the feels to rise and fall
- Exercising gratitude as often as you can
- Catching up with friends so you can talk and be heard



# HEART EXPANSION

We are heading into the new energies which has been referred to as the time of the heart, the new age where feelings are our greatest creation tool, where emotion will override the old way of over thinking, where we will tune into the hearts wisdom, pulse and frequency, not as a spiritual practise, but as our daily action of awareness.

Our hearts are trying to open wider than ever before. Our heart energy centre is widening, so we will feel more heart connection In the meantime as our energetic heart starts its process of widening and opening, these are current sensations

Palpitations

Hearing your heartbeat

Feeling the depth of the hearts pulse

Finding it hard to breathe sometimes as the heart feels so full



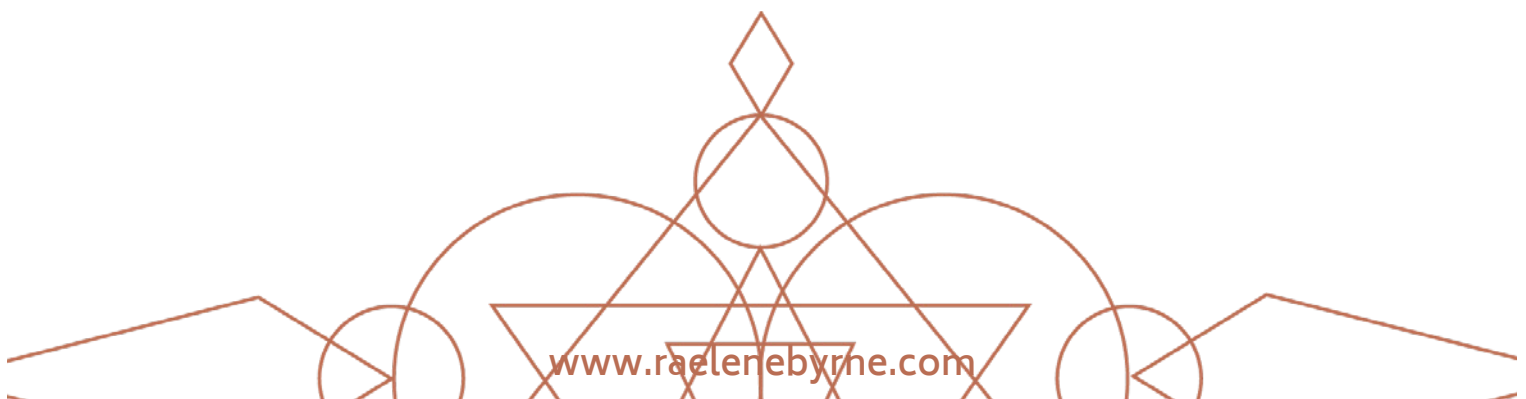
# HEART EXPANSION

The experience of rapid heart beat, fluttering, the heaviness of the heart working, the weird aches as if something were trying to be opened, or even a sense your heart centre is being pierced are just some descriptions of this experience.

I read somewhere that our heart energy centre will expand so much that all our other energy centres will fall into that 1 centre... that we will become 'all heart'. I LOVE the imagery of that.

Compassion will amplify giving rise to more tenderness, gentleness with self and all of life.

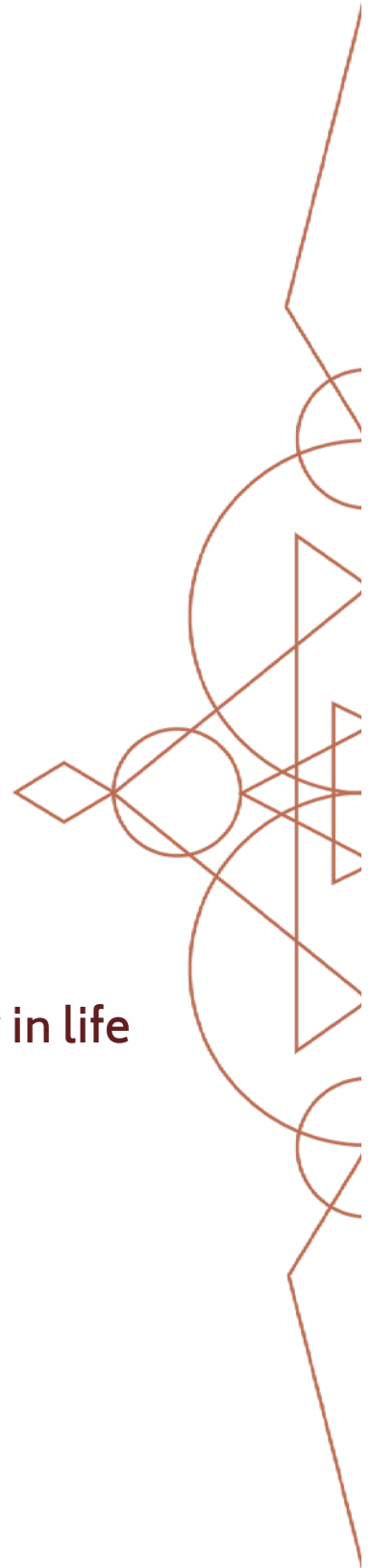
All the instability at present is reaction to the incoming frequencies of light , destabilising old systems, amplifying the shadow aspects within ourselves and our lives, so the purging happens. At cellular level and collective level. Our hearts are preparing for the new age. Be gentle.



# HEART EXPANSION

## SUPPORT ACTIONS

- Silence
- Breath work
- Vibrational remedies
- Nature timeStillness
- Writing
- Music
- Intense self-care
- Find ways to reduce stress and negativity in life
- Focus on what brings you joy
- Play and have fun
- Exercise spontaneity more
- Essential oils to calm the heart centre





# HEART EXPANSION

One of my favourite things to do as a calming, meditative and proactive process is the Ho'oponoo Prayer, an Hawaiian prayer for forgiveness and healing,

I am sorry  
Please forgive me  
Thank you  
I love you

This works so powerfully with the heart centre. It offers forgiveness, gratitude and acceptance.

Challenging times sometimes don't give us immediate answers, this prayer opens up clarity, space and allows you as you repeat it to find a steady calm soothed centre. Then solutions can arise.

The last support action is the Heart Coherence exercise from the Heartmath people, attached to this ebook.



*Medicine for Your Spirit*

# **HO'OPONOO PRAYER**

*Hawaiian prayer for forgiveness and healing*

**I AM SORRY  
PLEASE FORGIVE ME  
THANK YOU  
I LOVE YOU**



*by Raelene Byrne*

[www.raelenebyrne.com](http://www.raelenebyrne.com)



# COMMUNITY AND COMMUNING

As we move through all of this, the one thing we really need to create is community. The place where we belong. This is crucial for each of us.

Support, care, understanding, compassion, acceptance are the cornerstones of many communities, from creative to intellectual. Looking forward to the new world, dreaming in the lives we want to experience, weaving our visions into a collective field where all benefit comes from a sense of belonging. There is amplification of ideals when we work and play in communities.

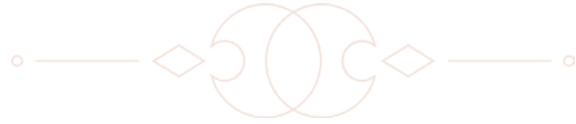
Unplugging from this old system is opening up space for new archetypes to be birthed, free of the historical burdens of life, free from the expectations of society, free from the interferences in our DNA from Ancestral conditioning.

We get to BE.

We bring forth our true essential selves

We resonate our unique frequency into a new world in the creation process.

# COMMUNITY AND COMMUNING



We whisper our dreams and visions for a new human to arrive

We gather in victorious celebration of the new age

We shine the radiance of oneness forward as we unplug from who we were and plug into the expansive consciousness of unlimited potential of who we are becoming...

**NAMASTE**

*Raelene Byrne*

*Medicine for Your Spirit*

*For more information, ebooks and a hard copy book,  
or to work with me, love to see you at my website.*

[www.raelenebyrne.com](http://www.raelenebyrne.com)



Raelene  
Byrne

*medicine for your spirit*

SOUL JOURNEY MENTOR

MEDITATION HAS  
BEEN PROVEN TO BE  
BENEFICIAL FOR ALL  
LEVELS OF OUR LIFE.

# 21 BREATH MEDITATION

There are so many styles, with a myriad of reasons to make it part of your life. The main one is the effect on the nervous system and the brain function. The calming and relaxing effect improves many aspects of life.

THE ONE MAIN  
REASON THE  
MAJORITY OF  
PEOPLE RESIST  
MEDITATION IS  
DUE TO "TIME"

LOWER BLOOD  
PRESSURE  
IMPROVED BLOOD  
CIRCULATION  
LOWER HEART RATE  
SLOWER  
RESPIRATORY RATE  
LESS ANXIETY  
LOWER BLOOD  
CORTISOL LEVELS  
MORE FEELINGS OF  
WELL-BEING  
LESS STRESS  
DEEPER RELAXATION

I HAVE FOUND WHEN PEOPLE WANT CHANGE IN LIFE AND THEY ARE PREPARED TO MAKE A FEW, THERE IS A TIME FACTOR FOR ALL THESE NEW STEPS FORWARD.

Meditation, the preferred technique asks us to devote at least 20 minutes to ourselves each day, if we are keen, twice a day is the aim.

GETTING STARTED CAN BE AS SIMPLE OR HARD AS YOU MAKE IT.

I found this 21 breath technique to be fast, effective with the added benefit that it helps train your brain to be quiet and still for short bursts of time. Once you are comfortable with that, you then feel the gentle ease into spending a bit longer in meditation

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# 21 BREATH MEDITATION

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YOU CAN USE THIS TECHNIQUE ANYWHERE, ANYTIME. NO MORE EXCUSES ABOUT NO TIME.!!!

you have small pockets of space throughout your day, you can do this i.e. waiting for a coffee or juice to be brought to your table, waiting to pick kids up from school, on public transport, in a tea break at work even on the toilet if you are really busy!!

YOU CAN USE  
THIS  
TECHNIQUE  
ANYWHERE,  
ANYTIME. NO  
MORE EXCUSES  
ABOUT NO  
TIME.!!!

## PREPARATION

Sit in a comfortable position, have your timer on your phone or watch, press start and then close your eyes and take 21 slow steady breaths, focusing on your heart space.

When 21 breaths is complete, stop the timer.

You now have an idea of how long 21 breaths takes, so you do not have to count them.

## TECHNIQUE

### GET COMFORTABLE

see that word in your mind's eye, so visualise or imagine that word say to your self

"I INVITE AND INVOKE THE FREQUENCY AND VIBRATION OF ..... TO ACTIVATE WITHIN AND AROUND ME"

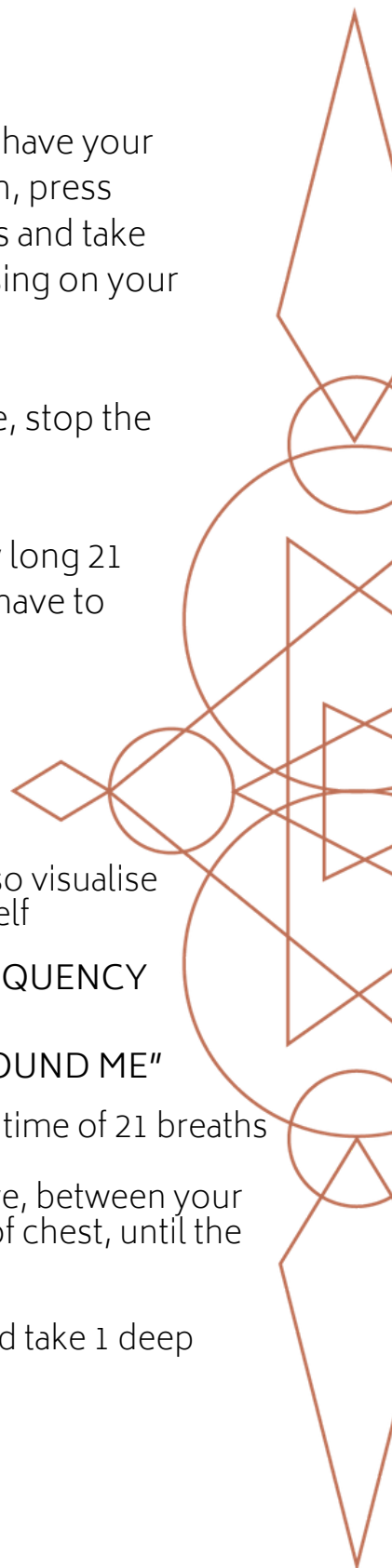
Put the timer on for your previous time of 21 breaths  
Close your eyes and see that word  
Breathe it in and out of your 3rd eye, between your eyebrows, or heart space, centre of chest, until the timer goes off.

Place hand on your heart space and take 1 deep grounded breath to anchor back

**OPEN YOUR EYES  
SMILE.  
ENJOY THE BENEFITS!!!**

Pick a word that describes a feeling or virtue or even intention you wish to embody

i.e...calm, relaxed, peaceful, vibrant, clarity, vision, balance, openness, courage, value ...whatever you feel you would like to experience



# 21 BREATH MEDITATION

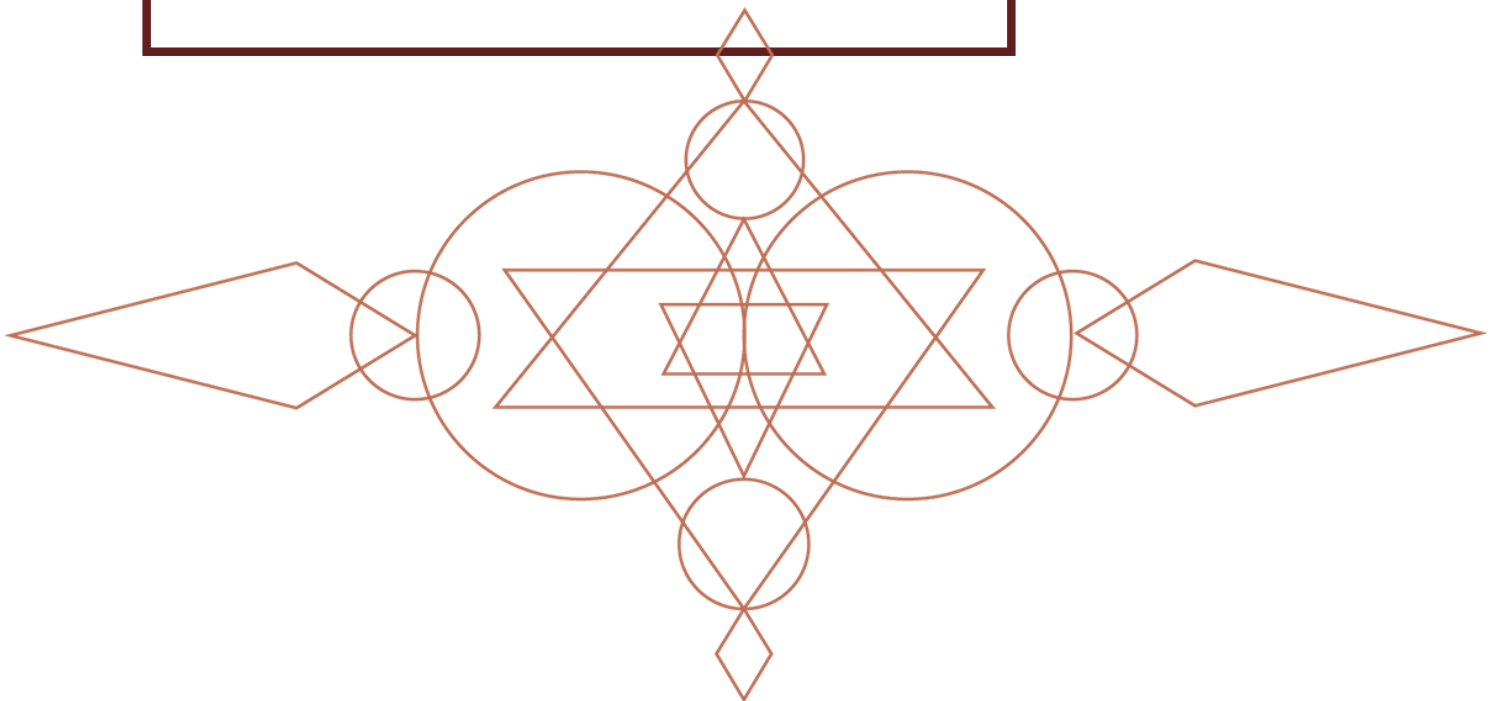
"This simple and effective technique can be used once a day, or several times a day.

If choosing more than once a day, please use the same word for that day.

You can change the words everyday, but what you choose for a day is what you work with.

You will feel calmer, reset, clearer and centred.

GETTING  
STARTED  
CAN BE AS  
SIMPLE OR  
HARD AS YOU  
MAKE IT.



MEDICINE FOR YOUR SPIRIT

Raelene Byrne  
admin@raelenebyrne.com  
www.raelenebyrne.com





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*medicine for your spirit*

SOUL JOURNEY MENTOR

## SOUL MENTORING CONSULTATIONS

Sometimes we need to be shown what is happening in our lives with an arrow of truth, sometimes we need our hand held to learn how to walk again, sometimes we require the hand on our back which understands and with the other hand the offering of hope, faith, clarity, truth, which directs us towards the path forward, and sometimes we need the sword to sever, clear away and disconnect things that are not working for us anymore.

In your consultation with Raelene, you will get exactly what you require, support, direction, being heard, and you will also receive, a depth of wisdom to help in the circumstances, to shift the energy and focus to something more expansive, to find the next right step for you, and sometimes to remove the clouded grey area in front so you can see to create a brighter stronger life.

Raelene brings all her skills, knowing, intuition, experience and expertise to every session for the transformational experience for those who show up.

It does take courage to want to alter your life, to know who you are, to create a new foundation and to start to live your soul purpose!

### 2 HOUR SESSION CONSISTS OF

- Discovering the frequencies that run your for life..
- life purpose, higher purpose and shadow/obstacle. (These are a constant in your life.)
- The emotional aspect of your life and the best support.
- The Spiritual Wounding you are working with in this life
- The vulnerabilities and weaknesses that you have inherited
- Discover a core belief, wounding, pattern
- Energy work to reframe , reset, create a new foundation for a better belief You are given simple, effective, clear actions to take for the change

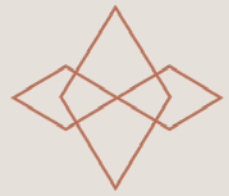
You will also be sent some liquid remedies to integrate your session, these are alchemy in a bottle.

Sessios are 60 . 90 and 120 minutes. All details on my website

CONTACT: [admin@raelenebyrne.com](mailto:admin@raelenebyrne.com) [www.raelenebyrne.com](http://www.raelenebyrne.com)



# Medicine for Your Spirit



## SOUL OVERVIEWS

These are specifically recorded for each individual. Raelene drops into an energetic space with your soul, to journey through the next 3, or 6 or 12 months. These recordings offer wisdom, insights, actions, meditations, and more to assist you in connecting to your inner world, to understand your own inner language. These offer great movements and keep you on your path with commitment. Book yours on my website

## MONTHLY WEBINARS

Each webinar is a journey into what is happening, the universal frequencies that are supporting or challenging each of us, meditation and ritual, which help us connect into the expansive flow of life.

Email me to join list at [admin@raelenebyrne.com](mailto:admin@raelenebyrne.com)

## ALCHEMY OF AWARENESS BOOK

52 shifts in consciousness to elevate your life, step over challenges, release limitations, expand into your true abundant expression of you. need an answer quickly, want some inspiration, use it as a workbook, find a solution in a change of mindset...and so much more in this little treasure chest.

## EBOOKS & PDF'S

Plugging into the New Operating System... website

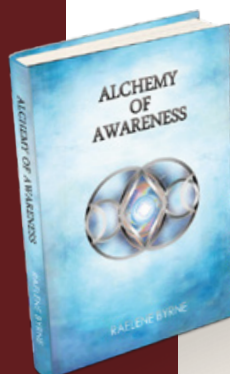
Connecting with your future self..request

House Selling Ritual...request

21 Breath Meditation..request

5 questions to shift your consciousness..request

Any many others for gateway and activation times in the year.



Available on my website  
[www.raelenebyrne.com](http://www.raelenebyrne.com)





**I LOVE**  
REAL ESTATE