



PLATINUM
ACCELERATOR

INTERNATIONAL CONFERENCE PHILIPPINES

MÖVENPICK BORACAY RESORT AND SPA
TUESDAY 22ND TO FRIDAY 25TH JULY 2025

I LOVE
REAL ESTATE

 Knowledge
Source





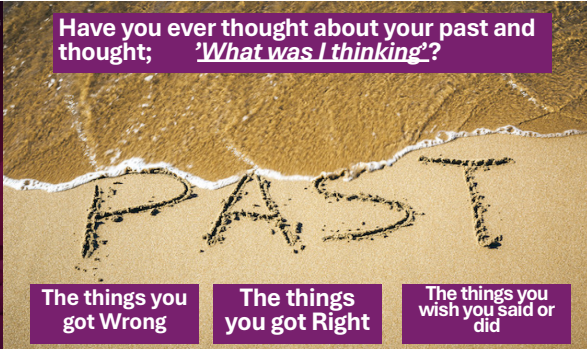




Thinking Usually Falls into 3 Categories



Have you ever thought about your past and thought; *'What was I thinking?'*



The things you got Wrong

The things you got Right

The things you wish you said or did

Don't let your past define you.





Past Reflection Time

- What is something that on reflection you wish you had done differently?
- How would circumstances have turned out if you had done that differently?
- Was there a lesson to be learnt?
- If you hadn't learnt that lesson then – would you have made bigger mistakes later?





Your past
is done, so forget it. **Your future**
is yet to come, so dream it,
but **your present is now**, so live it
with no regrets.



Here and Now
The Present



Make a Pact with Yourself

- What is your biggest time waster?
- How does this service you?
- What areas of wasted time are you prepared to reallocate?
- Quantify it!







Before
contemplating
the Future

I feel it's
important that
you are moving
forward in a
PURE State









Gratitude Exercise

- Lets explore the positive feeling of gratitude by remembering people who have profoundly influenced you in your life.
- These are the people who had a great positive influence on you: grandparents or parents, teachers, bosses, a spouse, a child, or some iconic person you have never even met.
- Write down the names of three of these people
- Then write down what aspects of them you admire, respect etc and are grateful for.
- How have these people positively contributed to your life





- Positive emotions like **Happiness, Joy** and **Fun** are not only pleasant, **BUT** they also been found to broaden one's **Awareness** and **Encourage New, Varied, and Exploratory Thoughts and Actions.**
- Eg. Great Ideas you have when on holidays
- When we experience **Positive Emotions**, we look at the world in a different way; a way that is characterized by more openness to new experiences, a broader scope of visual attention, more creativity etc.
- We **"open up"** when we experience positive emotions.

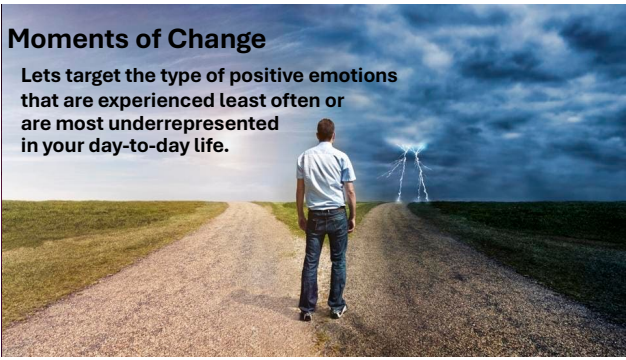


- Positive emotions can undo lingering negative emotions
- They put the negative emotions in a broader perspective
- People who are able to quickly bounce back from stressful events in life have been found to experience more positive emotions even in the face of stress
- Having these positive emotions is what helps us to build up resources to cope with negative emotional experiences in the long run.





- | | | |
|---|---|---|
| <p>When was the last time you belly laughed?</p> | <p>What gives you the most fun in your life?</p> | <p>SELF PACT
What are you going to bring more of into your life?</p> |
|---|---|---|



Moments of Change
 Lets target the type of positive emotions that are experienced least often or are most underrepresented in your day-to-day life.





Awareness

- Identify a goal or ambition that you want to achieve.
- Rate where you currently are in achieving your goal or objective by circling a number from 0 to 10 below. 0 indicates not started and 10 indicates completed.

0	1	2	3	4	5	6	7	8	9	10
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



Awareness

- By only celebrating the achievement of “big” goals, we tend to forget the many small steps that occur every day or week that lead up to the big goals.
- List a few steps (no matter how small) that you have already reached and that have contributed to your current progress towards your goal:

- 1
- 2
- 3
- 4
- 5





Awareness

- Now, reconsidering your current progress towards the main goal (the rating on the scale). How do you feel when you consider the progress you have made so far?
- Which of your personal strengths have helped you to get this far?
- Which strategies have helped you to get this far?
- How can you leverage these strengths and strategies in the future steps that you will be taking to get closer to your goal?



Awareness

- With each step you take towards your goals, it is important for you to pause and celebrate your success.
- What can you do to celebrate the (small) successes in the upcoming weeks?



- Note that celebrating can be a small gesture, like treating yourself to a cup of coffee, taking some time off, or even just smiling in self-appreciation.
- It is the awareness of progress that is most important here, not the exact way in which awareness is created.



Quite Often you can already have what you want but you talk yourself out of it



Who is guilty of this?








You Are Your Own Medicine: Frequency, Congruence & Soul-Led Living

A powerful journey of
remembrance, resonance, and
reconnection in a world calling
for inner revolution.

Raelene Byrne, *Medicine for your
Spirit.*



You Are Your Own Medicine: Frequency, Congruence & Soul-Led Living

A powerful journey of remembrance, resonance, and reconnection in a world calling for inner revolution.

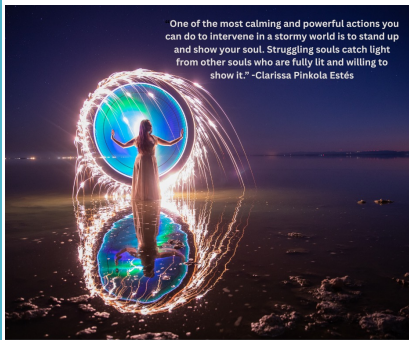
Raeleene Byrne, Medicine for your Spirit.

These times are not asking us to fix or force. They are inviting us to remember.

To return to what's real.
To rewire what was never ours to carry.
To reclaim the essence of who we are

You are your own medicine. And when you remember this.....everything changes.

Lets drop the 'woo-woo' and replace it with soul led living' ...more expansive and inclusive.



Current energetic influences are Frequency **BREAKTHROUGHS**

- Personal Shifts (Internal Upgrades)**
- Identity Shedding:**
Letting go of outdated roles, labels, and masks
- Energetic Discernment:**
More sensitive to what drains vs. nourishes
- Repatterning of Safety:**
Moving from external validation towards inner alignment/congruence
- Soul Aligned Decision Making:**
Intuition over intellect
Feeling the "frequency" of yes vs. no
- Embodiment over Escapism:**
Choosing presence over projection
Reconnecting to body wisdom, emotions, and sacred slowness



Earth wobbles, cracking open
Astrological alignments
Chaos
Collapse
Dizzy, floaty heads, ungrounded, inner body happenings,
Heart weirdness, disoriented, time playing up



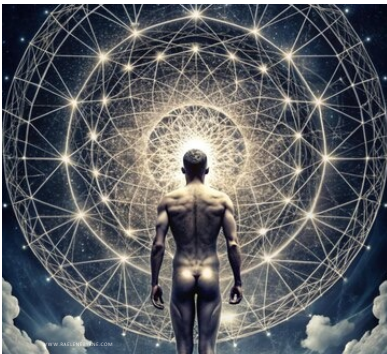
You Are Your Own Medicine
The remembrance of your innate wisdom, healing, and guidance.

These Times Are a Mirror
Why the chaos, the shifts, the pressure—is a collective initiation.

The Soul-Led Life
Living from truth, not trend. Anchoring in knowing, not noise.

The Inner Call (Soul Awakening)

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From Mind Noise to Soul Voice
The journey from overthinking to inner knowing.

Return to the Heart and Soul of You
Why leading with love, purity, knowing, congruence and resonance is the new intelligence.

Investing in yourself is NOT a transaction, it is an agreement to your identity shift, a new version of you, soul led.

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The Rise of Sovereignty

This is the soul's uprising. We are being asked to take radical self-responsibility for our energy, choices, thoughts, words, and direction. No more outsourcing power.

This is uncomfortable as a soul impact, because it means there's no one to blame. But it's also deeply empowering — because you finally remember

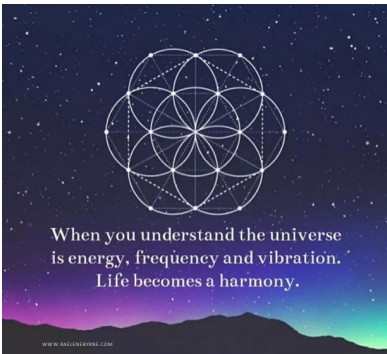
I am my own medicine. I have everything I need.

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Energy, Frequency & Vibration that is EVERYTHING you need to know

- Everything is energy
- Everything has its own frequency
- Everything has a vibration
- Everything has a resonance
- Energy is the Language of life
- energy is the Language of the universe
- Energy is the Language of the soul
- Everything you need to know you already have within.
- Mastering yourself is knowing yourself, and sovereignty

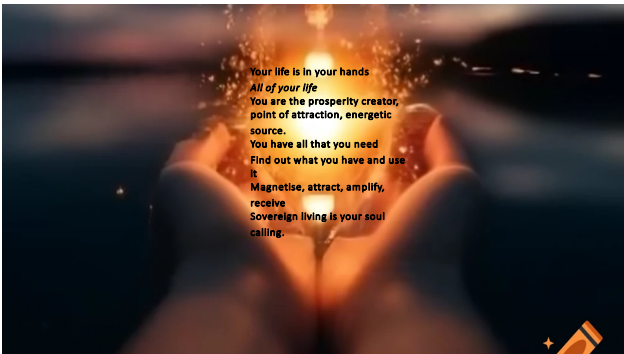


Energy, Frequency and YOU

You are not separate from energy, frequency of vibration

You are...light, frequency, vibration, energy, spaciousness, divinity, breath, a spark of creation with a soul blueprint for your evolution unique to you

When you understand the universe is energy, frequency and vibration. Life becomes a harmony.



Your life is in your hands
 All of your life
 You are the prosperity creator, point of attraction, energetic source.
 You have all that you need
 Find out what you have and use it
 Magnetise, attract, amplify, receive
 Sovereign living is your soul calling.

Frequency is the New Currency

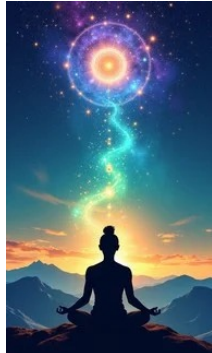
What you embody is what you attract.

Frequency first, form follows. (masculine and feminine in action)

This truth changes everything: it's not about doing more, it's about becoming more aligned, congruent. When your internal frequency matches the vibration of what you desire—peace, prosperity, love—those experiences begin to magnetize toward you.

You are the broadcast. Upgrade the frequency, and you upgrade the field around you. Your inner wifi signal is amplified.

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Attunement over Achievement

Why resonance matters more than effort.

Resonance creates results. Attune, then take action.

Our world worships hustle, but your soul knows better.

Attunement is listening to energy, aligning your state, and acting from truth—not pressure. When you're attuned, the right actions emerge naturally. The path becomes clear.

Energy creates more than effort ever will.

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From Force to Flow

We've been conditioned to believe effort equals worth, but that model is breaking down. And it HAS TO

Force comes from fear—trying to control, prove, or push.

Flow comes from trust.

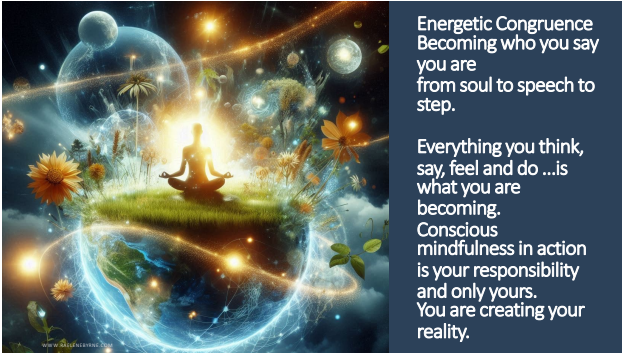
When we shift into allowing, we partner with life instead of fighting it. Flow is not passive—it's receptive, intuitive, responsive.

It's where inspired action replaces exhaustion. Living in flow means being so attuned to your energy, your inner cues, and your soul rhythm, that life becomes a co-creation—not a competition. This sacred switch changes everything.

Think of Nature...nothing is forced...flow, cycles, seasons, divine timing, obstacles do not become the problem, solutions will find a way...think growing tree in rock, water way moving around a block, cow walking down a street...

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Managing Frequency in Uncertain Times

- Anchor into your energy before engaging the world (intention, meditation, ritual)
- Stay sovereign in your field (self love)
- Choose inner coherence over outer control (mindfulness)
- Transmute emotion into power. (What if fear is just misdirected energy, where am I directing my energy)
- Make your nervous system your ally (breathe, relax,)
- Detox/ detach from drama. (what is my energy input)
- Speak the energy you want to live in (vibration, sound)
- Align with higher timelines (what am I creating)
- You are a lighthouse, not a sponge (lead the way)



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Current energy shift for all

Money slave to remembering we are **prosperity creators**
 Does not look as it was, but something is definitely calling us forward, unknown, but brewing...inner yearning for more space

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Dismantling Old Money Myths

The Money Matrix: From Slavery to Sovereignty

Undoing the inherited programs of fear, guilt, and grind.

Money is Frequency, Not Effort

Receiving is not a reward—it's a resonance. (nervous system)

Wealth is a Vibration, Not a Number (health, abundance)

Rewriting the story of what wealth actually means.

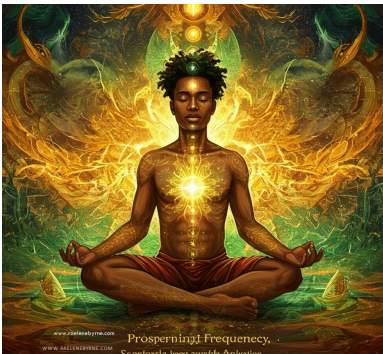
Breaking up with Working More means Receiving More

Dismantling the historic bond with busyness.

Money Slave mentality

This mindset is anchored in survival, fear, scarcity, and external validation.
Money is seen as something you must chase, hustle for, or "deserve" through proving your worth or value. We always sell ourselves short for approval, or acceptance.
It's tied to guilt, debt, shame, overwork, and the pressure of "not enough."
Success is measured by how much you have — not how alive or aligned you feel.
Energy leaks through comparison, sacrifice, and disempowered receiving.
Money is viewed as limited, hard to get, and reserved for "others who are lucky or special"
What are the energetics being lived over and over? And how is it working for you right now?

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5D PROSPERITY CREATOR: THE NEW EMBODIED FREQUENCY

- THIS DHFT IS ABOUT ALIGNMENT, MAGNETISM, CO-CREATION, AND SACRED WORTHINESS.
- MONEY BECOMES AN ASPIRER OF WHO YOU ARE, NOT A DEFINITION OF YOUR WORTH.
- PROSPERITY FLOWS FROM YOUR INNER COHERENCE, NOT OUTER HUSTLE.
- YOU RECOGNIZE YOURSELF AS A CREATOR OF FREQUENCY — AND MONEY RESPONDS TO YOUR ENERGETIC STATE.
- ABUNDANCE IS MEASURED BY FULFILLMENT, JOY, FLOW, CONTRIBUTION, AND SOUL RESONANCE.
- YOU STOP ASKING "HOW DO I GET MORE?" AND START ASKING "HOW CAN I SERVE, ALIGN, AND ALLOW?"
- YOU NO LONGER TRADE YOUR TIME FOR MONEY — YOU TRADE ENERGY FOR EXPANSION.

Pay attention...Foresight is paramount

The Game of Money is changing— And So Must We

We are not in a collapse instead We are in a global reset.

The energy dynamics of money are not broken — they're being rewritten on every level, and it has to happen WITHIN YOU...

For decades, wealth was built on strategy, leverage, and grind.

Now, the real currency is coherence: inner clarity, frequency alignment, energetic stability, and intuitive foresight.

We're in a 6-month window where the old scaffolding of success is crumbling — but only to reveal a new structure of wealth that is anchored in:

Conscious decision-making.

Energetic intelligence,

Aligned timing, and

Magnetism over hustle.

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What this means for you, as property investors

What if Cash is no longer king, what if Energy is? Decisions made from fear, urgency, or contraction will leak energy and sabotage opportunity.

The next 6 months will reward frequency with prioritised decision making: presence, patience, and poise. The market doesn't define your outcome — your inner stability does. (see my e-book)

Investors who can regulate their nervous systems and lead with trust, not panic, will see opportunities others miss.

You're not just managing money — you're managing your magnetism.

We're entering an era where perception creates profit. You must begin thinking like a visionary, not a reactionary. The asset now is not just the property — it's your ability to read energy, trends, and timing from a deeper place of wisdom, your inner KNOWING.

Energetically, the planet over the next 6 months is, still continuing what started a while ago, but intensifying.

Shedding outdated systems, including debt cycles, scarcity beliefs, and the illusion of control through force.

Elevating those willing to **lead with integrity, inner truth, and service-based action.** (how do we contribute)

Testing everyone on where they still play small, hide, or seek safety over soul-aligned boldness, or still attached to old safety nets.

Strong Soul-Strategic Advice

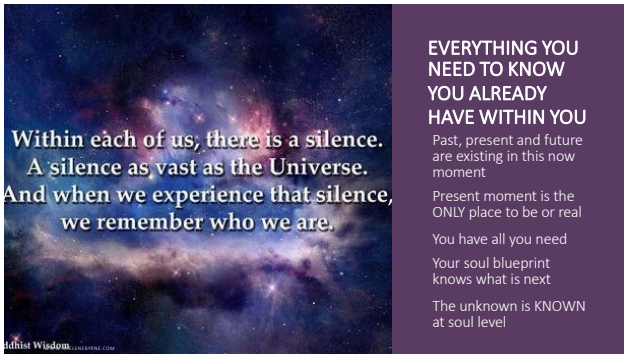
Audit your energy before you audit your books. Where are you leaking energy, trust, belief and power?

Hold your vision — but release control. Trust in divine timing while staying prepared to take inspired action.

Reframe the chaos as a cleanse. **What's falling apart is often what was never secure to begin with.**

Make frequency your first filter. Don't just ask, is this a good deal? ask, "Is this in alignment with where I'm going or creating?"

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Believe in YOU, a potent quality of change

In a world full of noise, pressure, and shifting demands, your belief in yourself must be the most stable asset you own. When your inner conviction outweighs external influence, you lead from clarity, resilience, and unshakable confidence. That's where true influence — and impact — begins



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For Leaders, Pioneers, Way showers, Rebels

A leader's greatest asset isn't their title, strategy, or network — it's their unwavering belief in themselves. When that inner certainty becomes stronger than external pressures, leadership transforms from reaction to resonance. You stop chasing outcomes and start embodying the energy that creates them.

Watch the unfolding happen all around you.

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RECLAIMING YOUR ENERGY

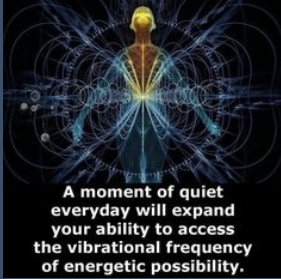
The New Way Forward, The Inner World Leads the Outer Life, Prioritize energy. The results will follow

old paradigm says: "I earn to survive."
new paradigm says: "I align to thrive."

The shift isn't about money itself — it's about who you become in relationship to it. When you raise your frequency —

(remember everything is about frequency) — money becomes a reflection of your inner worth, clarity, and purpose. Then the prosperity frequency will swirl and twirl into your life in ways you cannot imagine.

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A moment of quiet everyday will expand your ability to access the vibrational frequency of energetic possibility.

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ENERGY INPUT VS ENERGY OUTPUT

Where is your energy focused, what are the energy inputs daily
Where is your energy given away
What you think is where energy goes



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Are you making choices and decisions to control your future?

Are you making choices and decisions to create your future?

Creating a Soul-Led Reality

Daily practices for anchoring your frequency first.

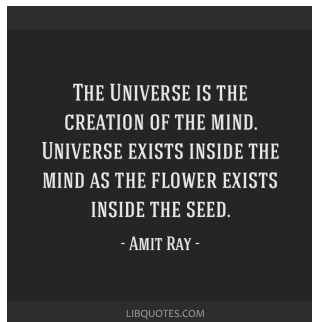
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Wake with awareness, not urgency
 Set your intention / tone for the day
 Breathe with awareness...3 slow deep breaths
 Set your frequency, not your to-do list...What energy do I CHOOSE to hold today
 Speak a soul declaration aloud (my cards), your voice recalibrates your energy
 Movement...shifts energy opens you up

You Are Your Own Medicine
 You are not broken. You are not missing pieces. You don't need to chase more tools, titles, or gurus .Because everything you seek lives within you. That ache, niggle or yearning? It's not a flaw. It's your soul reminding you, You are your own healer. Your own anchor. Your own revolution.
 Your frequency is your formula.
 Your presence is your power.
 And your medicine? It's not something you buy. It's who you are when you stop pretending to be anything else.
 So, stop outsourcing your magic
 Stop handing your wisdom to the noise.
 And start owning the wild, unique, unstoppable knowing that's been with you since the beginning. You were always the cure.
 You've just been waiting for permission.
Permission granted.
 Now rise. Remember. Radiate.

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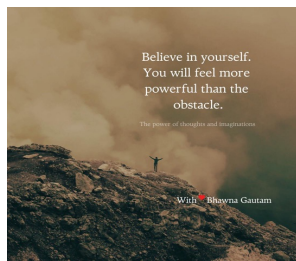


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Recap so far

Everything is energy, frequency and vibration
 Everything you need you already have
 Your soul knows your blueprint
 Tune inwardly to hear the whispers and feel the nudges
 Prioritise a daily practise to find your centre, stability, wisdom, calm, solutions, intentions, (ritual or devotion)
 Nurture and nourish yourself MINDFULLY
 Stress will create chaos, disruption, distractions and depletion
 You are in charge of your own energy
 Check out my membership for this type of accountability

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Frequency is the New Currency

What you embody is what you attract
Frequency first, form follows.
When your internal frequency matches the vibration of what you desire—peace, prosperity, love—those experiences begin to magnetize toward you. You are the broadcast. Upgrade the frequency, and you upgrade the field around you.
This is a basic universal truth that your soul KNOWS.

What does embody the frequencies of what you want actually mean?

Everything you want is through your imagination...visualise it, see it, feel it
The goal is to allow yourself to feel the pleasure and appreciation of your desires as if they are already yours.
You don't have to wait to feel good.
In fact, embodying your desires actually helps them find you faster because you're matching that **frequency**...AND you get to feel good now.

EMBODY THE FEELINGS.


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The Power of Listening Deeply

Your inner voice is the most advanced guidance system you have. It is sourced from the quantum field where all potentialities exist (dream time)
It is pure signal, unfiltered, unmanipulated, and unburdened by fear or past narratives. Does not Lie
inner voice carries your encoded **medicine** — the frequencies, choices, and directions
It's your personal compass to **sovereignty**, fulfillment, and aligned success.



Medicine for your Spirit Journal

Questions, journal prompts, reflections

Where have I outsourced my medicine? my wisdom, my truth, my knowing, my beliefs

What am I ready to receive without working for it?

What does true wealth feel like in my body? Not what I have been told, but what is known within.

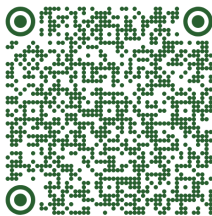
Where is my soul inviting me to let go of control?

What energy do I choose to embody today? Tomorrow?, in 3 months?

Cultivate your soul connection with me as a guide in these critical times.

- Down to Earth Divinity membership
- Soul Immersion 3 month package, only 10 invitations available
- India Wellness Retreats, dates on my website
- July 10days, October 14 days, January 14 days
- Personal consultations on zoom
- Products for your support
- Alchemy of Awareness book
- Journal
- Liberate your Soul Declaration cards
- Alchemy of You declaration cards
- New moon, New beginnings package
- Soul shot packages

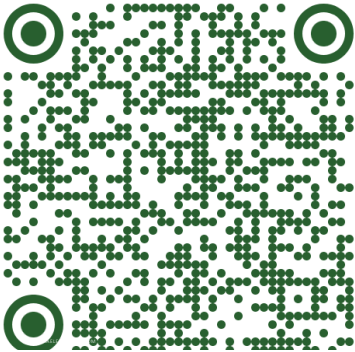
www.rae112099ac.com



The Soul Reclamation Immersion
A 3-Month Private Mentoring Journey for Awakening Sovereignty,
Deep Soul Trust & Embodied Inner Power

1 – 1 Soul Immersion mentoring, 3 months

To trusting your deep intuition
 To your soul medicine that's been waiting patiently beneath the noise.
 This sacred container is limited to those truly ready to live from the inside out—who are done with bypassing, self-doubt, and outsourcing their power.
 This is not about fixing yourself. This is about returning. To your knowing. To your truth



Down to Earth Divinity Membership

Medicine for your Spirit
Down to Earth Divinity Membership

12 months of awesomeness, self-love, deeper spirit, more radiant confidence, listening to the soul wisdom you have and bringing it into action

The world is craving soul-led leaders. The membership is not about adding more to your life—it's about uncovering what's always been inside you.

A Place to Remember: Down to Earth Divinity MEMBERSHIP

You've always known there was more to you, to your life.

More peace. More peace. More trust in your own rhythm. But the world keeps pushing you outward — into noise, into pressure, into a version of life that just doesn't fit.

What if you stopped trying to open and started speaking upward, inward — into the truth of who you really are?

Medicine for Your Spirit: Down to Earth Divinity is not just a membership. It's a sanctuary of spirit.

To your soul's trust and knowing. Your stability. Your light. To a way of being your authentic self first — where confidence comes from clarity, abundance flows from alignment, and your purpose reveals to you naturally.

If you're tired of chasing, growing, pushing... it's time to stop trying to do your own thing, and live your truth from the inside out.

This is your invitation.

Don't wait for the stars to align.

You are the alignment.

Come home to the place inside you that already knows. We're here. Waiting. Holding the door open. Let's rise — together.

Down to Earth Divinity is the act of letting your soul be in charge while your feet are planted in the real world.

How It Works

- Monthly Themes to guide your soul journey
- Monthly Meditations to deepen your spiritual practice
- Journal Prompts for deep reflection and wisdom activation
- Real-time coaching to receive and activate the energy you already have

MONTH 1: STABILITY — The Anchor Within

Theme: Cultivating a sense of peace and inner stability.

- Week 1: Breath as Your Anchor
- Week 2: Sacred Presence: A Sacred Pause
- Week 3: The Gift of Stillness
- Week 4: Your Core Truth of Stability

MONTH 2: INTIMATE SOUL-LED CONSCIOUSNESS

Theme: Trusting your own voice and standing in your light.

- Week 1: Confidence from the Inside Out
- Week 2: Meet Me in the Moment
- Week 3: The Courage to Show Up
- Week 4: Consistency in Your Choices

MONTH 3: EARTH BODY, SOUL LEADER

Theme: Grounding your spirit and energy every day.

- Week 1: The Body as the Bridge
- Week 2: Sacred Grounding
- Week 3: Energy as a Gift
- Week 4: Rituals of Earth-Soul Unity

MONTH 4: PROSPERITY CODES

Theme: Shifting your mindset and aligned wealth.

- Week 1: Abundance Begins in Spirit
- Week 2: Energy Before Money
- Week 3: Receiving as a Ritual
- Week 4: Soul Prosperity in Action

MONTH 5: THE VALUE OF YOUR SACRIFICES

Theme: Honoring the sacrifices you've made and the gifts you've received.

- Week 1: The Value of Your Sacrifices
- Week 2: Honoring the Sacrifices You've Made
- Week 3: The Gifts of Your Sacrifices
- Week 4: Receiving the Gifts of Your Sacrifices

MONTH 6: BE MORE TO BE DIFFERENT, REVEREND, and emboldened in the 12 months.

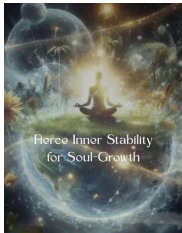
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Simple moments, amazing results

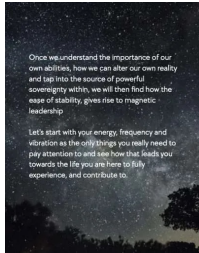


Fierce Inner Stability E-Book



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Latest e-book ready for you now.
<https://raelenebyrne.com/product/fierce-inner-stability-for-soul-growth/>



Business Real Estate. Carwashes

Greg Miller

NSW / ACT Platinum Coach

Carwash Industry Background

- Relatively new industry in Australia with the first one being built in 1963.
- Here's a more detailed timeline:
- **1963:** The first high-pressure car wash in Australia, using a rail system (manually moved), was established.
- **1966:** The first automatic car wash, the Robo-Wash, was introduced, imported from the US.
- **1968:** Buck Myers and Amoco teamed up to install automatic car wash equipment in their petrol stations, with the first Robo-Wash installed in Marion, SA.
- **1970s:** Drying fans were fitted on car wash rollovers.
- **1980s:** Programmable control panels were introduced to control the movements of the car wash.



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Industry Background

- The industry has grown rapidly in the last three decades, with businesses evolving from simple car cleaning sites to multi-facility enterprises catering to a wide range of car owners.
- With an ever-increasing percentage of the population using commercial car washes, there is market share available for new ventures if the site is chosen carefully.
- Customer demands for convenience, particularly amongst post-Baby Boomer demographics, have seen a predominantly young male market become broader and include multiple age groups and genders.



2

Meeting Demands of the Industry


- Car wash operators have met market demands by providing additional and compatible services such as dog wash and vending machines.
- All of this and a growing awareness that commercial car washes are environmentally friendly places to clean vehicles – quick, easy and not too expensive



3

Regulations


- Every commercial car wash site must be licensed to comply with local by-laws, such as requiring all wastewater to be directed to sewer and with water authority guidelines for reducing water use.
- Water management is based on strong environmental standards. High-pressure, small nozzle delivery provides the most efficient minimization of water use. Where practical, water is recycled on-site under risk management plans to maintain satisfactory health and quality outcomes.



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Regulations continued

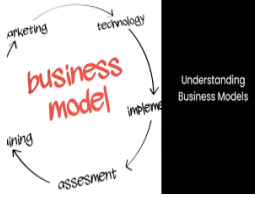
- Wastewater is directed to a settling pit and then into the sewer, ensuring no pollution of the stormwater systems and waterways.
- This contrasts with the waterway pollution caused by non-regulated vehicle washing on driveways, streets, or other paved areas where waste flows into stormwater drains.
- It is vital for the industry's future growth that positive public education campaigns promote the environmental benefits of using commercial car wash facilities both in their treatment of wastewater and their minimisation of fresh water used.



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Investing in these Business Models


- If you are new to the car wash industry, selecting the right car wash investment option can be a difficult decision.
- For new investors, the process from site selection to the opening day you wash your first car can be a long and complicated journey which could take 12 – 18 months (or longer).



6

New V Existing


- If you decide the car wash industry is for you, in particular, identifying a suitable site and then being able to finance the project can be a challenge.
- Buying an existing site is the easiest option, but like any new business venture, undertaking due diligence will be the most important part of setting up or purchasing a car-wash site.



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Considerations to think of..

- Selecting the type of car wash you want to own and operate;
- Making trusted contacts in the car wash industry who can offer advice and help with your research and due diligence.
- Undertaking appropriate analysis, including accessing and understanding information on industry data and car washing trends.



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So where do we start?

A 5 Step process.	1. Understand the Product	2. Compare the Product
3. Do SWOT analysis on existing product in the Market	4. Identify your Criteria	5. Select Area, Region, Location and Property

Reference back to Platinum National Conference Sydney March 2025 Session 4
Systematic Needs Analysis – Dymphna Boholt

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It's your Lucky day.... I've done the hardwork, even purchased a Site just for this presentation...



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Location Specific's


- Current population is 17,677
- Projected to grow to 29,107 by 2046
- Twin town location with a further 22,469 ppl living within 10mins
- On main road thru town with highway access



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Let's talk Sites

- What space do you need? 800sqm min - 2000sqm ideal
- Layout configurations
- Turning Circles
- What about longer vehicles
- Caravans/Trucks
- Height restrictions



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More Site Specifics

- Before considering a site however, the below are also essential ingredients:
- Close to residential areas
- Able to tap into new residential developments
- Good access and egress (corner sites are the most desirable)
- High passing traffic flow
- Good visibility / sight lanes
- Little competition in your area
- Shopping Centre proximity






- The middle socio - economic groups are generally considered to be the ideal customer profile, however this is not always the case.

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Current Carwash in the Area

- Centre of Town
- No room for expansion
- 594sq metre site
- Cramped Site
- Limited Visibility and signage
- Only 1 carwash in town
- Very limited correctly zoned land in the area currently.


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Why a Carwash?


- As part of a larger development
- To diversify, potentially to sell off or keep/hold.
- To compliment other parts of the overall development
- Maximise staff use we have in the area
- Can work on small areas also not just large sites



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What Sort of Carwash suits a Site?

- There are four basic types of car washing equipment
- Each has its own market segment and can be presented separately or combined in one facility.
- Car washes of all types use a range of pressure water systems combined with a range of car wash chemicals applied in processes dependant on the type of equipment being used.
- Car wash sites have often become more than a simple wash service and are frequently morphing into broader car wash-based retail destinations. The modern car wash site will often have vacuums, dog washes, laundry facilities, vending islands, shampooers, a coffee shop, and cafe dining facilities.



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Manual Self-Service Bays


Some prefer the option of DIY car cleaning, using self-serve car washing bays.

Self-service bays are typically card or coin-operated. They allow the customer to choose the amount of time allocated to each part of the wash process, e.g. soak, soap wash, rinse and polish.

The customer uses a combination of cleaning techniques generally available including:

- Pre-soak and/or tyre and engine cleaner chemicals and applicators
- Foaming soap and brushes
- High-pressure spray rinsing
- Low-pressure wax applicators
- Spot-free final spot-free rinse.

Vacuum stations are usually available on-site outside the wash bay.



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In Bay Automatic Systems

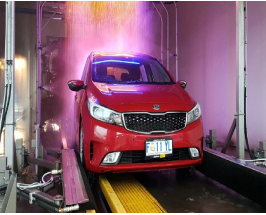
- To maximise water efficiency, automatic equipment is normally linked to a recycling system which enables the car wash water to be reclaimed, cleaned and reused. (Osmosis)
- Car wash sites have often become more than a simple wash service and are frequently morphing into broader car wash-based retail destinations. The modern car wash site will often have vacuums, dog washes, laundry facilities, vending machines, shampooers, a coffee shop, and café dining facilities.



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Tunnel Wash


- Tunnel wash systems provide the most thorough wash of all automated systems and provide a range of wash options from inexpensive express wash services to washes including wax and even undercarriage washing.
- A tunnel car wash is an automated wash with the vehicle being washed as it moves via a conveyor belt through a wash tunnel.
- As the car moves through the tunnel, it is subjected to various treatments, including cleaning chemicals, rollers and cloths, and automatic high-pressure water hoses that spray chemicals and dirt off the vehicle. The tunnel also has the capacity to blow dry the car.



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Full Service Hand Wash

- Hand car washes usually provide a range of wash levels, from a simple external and internal clean to a full car detailing service.
- Hand washing is made up of two service types
- In-store washing
- Mobile car wash
- Customer leaves the car with an attendant and is washed using a series of manually applied internal and external cleaning processes.
- The external process often includes high-pressure washing, manual soft-cloth chemical application and washing, pressure rinsing, waxing and hand drying. This is followed by internal vacuuming as well as upholstery and window cleaning.
- It is not uncommon for some modern hand wash services to incorporate a tunnel wash system for external cleaning, followed by manual internal cleaning and external hand drying.



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Does a Carwash Suit you?

- Are you prepared to have daily input?
- Have you got the right business mindset?
- Have you got the time?
- Do you want to “make” the time to manage?
- What other options are out there to manage?



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Capital Costs & Running Costs

- Manual Bay \$60-75,000 per wash bay
- Touchless Auto System \$250-300,000 per unit.
- Operating costs approx. 30-40% of revenue
- Includes things like: power, gas, water, chemicals, rates, wages, trade waste etc
- Does NOT include depreciation nor financing costs
- Depreciation is accelerated with significant proportion of equipment written off within 6-10yrs.




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	Extensive Tunnel Style	Extensive Tunnel with Insulated Hand Clean	Full Service Hand Wash	In-Bay Automated with Self-Service Bay	In-Bay Automated Site	Manual Bay (One Wash Bay Site)
Other Essential Facilities	Commercial, Industrial, Residential	Commercial, Industrial, Residential	Commercial, Industrial, Residential	Commercial, Industrial, Residential	Commercial, Industrial, Residential	Commercial, Industrial, Residential
Additional Facility Considerations	Can Wash Trucks, Trailers, Buses, etc.	Can Wash Trucks, Trailers, Buses, etc.	Can Wash Trucks, Trailers, Buses, etc.	Can Wash Trucks, Trailers, Buses, etc.	Can Wash Trucks, Trailers, Buses, etc.	Can Wash Trucks, Trailers, Buses, etc.
Land Area Requirements	Large (1000sqm+)	Large (1000sqm+)	Large (1000sqm+)	Small (500sqm)	Small (500sqm)	Small (500sqm)
Operating Costs	LOW	EXTREME	EXTREME	LOW-MODERATE	LOW	LOW
Initial Investment	LOW	HIGH	VERY HIGH	MODERATE	HIGH	LOW
Maximum Capital Requirement	LOW	HIGH	VERY HIGH	MODERATE	LOW-MODERATE	LOW-MODERATE
Flexibility Potential	HIGH	LOW	VERY LOW	HIGH	HIGH	LOW
Peak to Average Use Ratio	OPTIMAL	OPTIMAL	MODERATE	POOR	POOR	POOR
Resilience to Downtime	LOW	MODERATE-HIGH	HIGH	MODERATE	MODERATE	LOW-MODERATE
Learning Curve	MODERATE	MODERATE	LOW	MODERATE	MODERATE	MODERATE
Time to Positive Cash Flow	12-24 MONTHS	6-18 MONTHS	12-24 MONTHS	6-18 MONTHS	6-18 MONTHS	12-24 MONTHS
Revenue per Day per Wash Bay	MODERATE	EXTREME	EXTREME	MODERATE	MODERATE	LOW
Operational Complexity	LOW	HIGH	HIGH	LOW	LOW	LOW
Employee Management Complexity	MODERATE	EXTREME	EXTREME	LOW	LOW	LOW
Capital Efficiency	LOW	HIGH	HIGH	LOW-MODERATE	LOW	LOW
Quality of Customer/Staff Experience	LOW	HIGH	EXTREME	LOW-MODERATE	POOR	POOR
Impact of Inflation/Trade Volume on Success	MODERATE	MODERATE	MODERATE	MODERATE	MODERATE	LOW

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Revenue / Income


- Manual Wash**
 On average a customer will spend around \$6 - \$10 and take 12 - 15 minutes to wash their car.
 Plus an additional \$2 - \$3 on Vacuums and Fragrances.
 Each customer is in total control of the wash process and receives the exact standard of wash they are looking for.
- Touchless Automatic** washes are typically priced at \$12 - \$24 and take around 4 - 7 minutes depending on the wash cycle selected.



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Revenue continued..


- Incomes vary significantly from location to location.
- However most sites average an income of between \$800 and \$1500 per wash bay per week for self serve.
- Automatics can achieve revenues of approximately 2.5 up to 5 times that of self serve bays.
- In other words a wash with 4 self-serve bays and two automatics could expect to achieve income of \$4000 - \$6000 per week from the self-serve and \$5000 - \$10,000 from the automatics.



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Value Add – Credit Cards

- Customers are inclined to spend far more washing their car when using their credit card than when feeding the equipment with \$1 or \$2 coins.
- Can attract Corporate Clientele
- Experience shows where the credit card system has been installed into many existing locations, revenue increases in the vicinity of 20%.



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Ok, So having said all that...

- Let's put some numbers around this potential project.
- Site purchase price **\$690,000**
• (2000sqm @ \$345sqm current Val)
- Carwash Equipment & Build **\$1,150,000**
• (2 Autos, 3 Self Serves, Dogwash and Vacuums)
- **Actual cost of Site is \$171sqm**
• **(@purchase \$342,000)**



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Income/Expense – Based on proposed numbers

Proposed Income Position		Estimated Holding Costs	
Touchless Autowash x 2	\$396,680	Wages (variable)	
Washbay 1	\$64,137	Insurance	
Washbay 2	\$64,137	Rates	
Washbay 3	\$64,137	Water	
Dogwash	Allowed as % above	Detergents & Supplies	
Vacuum	Allowed as % above	Freight	
		Repairs & Maintenance	
		Gas & electricity	
		Telephone	
Total Gross Income	\$589,093.00	Total Running Cost	\$203,117.00

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Funding Costs – Assumptions made

Finance Calculations			
Value	\$1,843,000	(Based on Land/Equip/Build costs)	
LVR	65%	(Will depend on finance structuring)	
Loan Amount	\$1,197,000		
Deposit Amount	\$645,050	(Owners Funds)	
Annual Interest on Total Cost @ 7%	\$129,010	(Assuming I/O)	
<i>(above includes Opp Cost of Owners Funds)</i>			
Total Gross Income	\$589,093.00		
Current Net Return	\$256,966.00		
Net Yield Excluding Interest	21%		
Current Total Net Yield	14%		

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What if's.....

• **Sensitivity Analysis**

• Projected Gross Income ROI		Positive Cashflow	
• 10% decrease	\$530,184	\$198,057	14%
• 15% decrease	\$500,729	\$168,602.05	12%
• 25% decrease	\$441,820	\$109,693	7%
• 40% Decrease	\$353,456	\$21,328.80	1%

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• **So the Question is....**

• **Would you?**

• **OR**

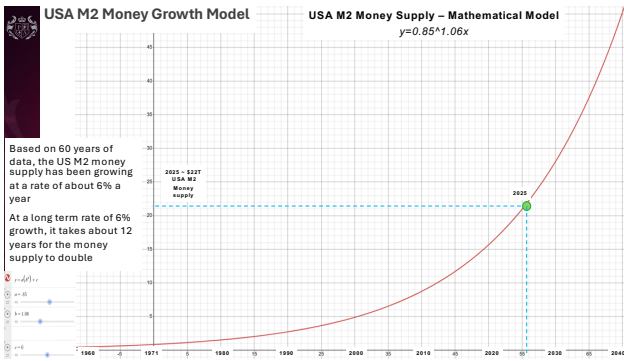
• **Would you not??**

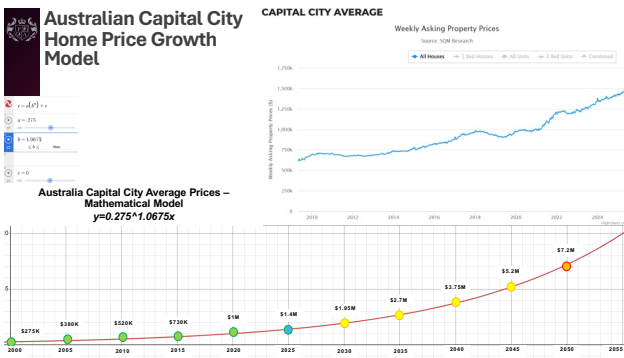
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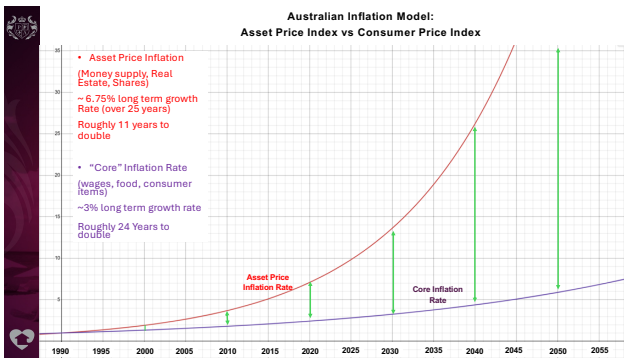
Frontrunning the Australian Real Estate Market

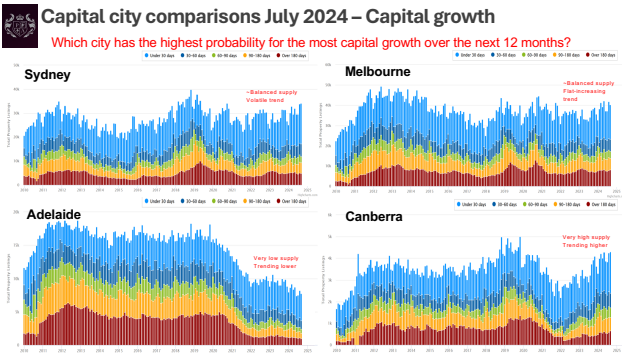
Real Estate Analytics – Forecasting price breakouts &
Understanding market cycles

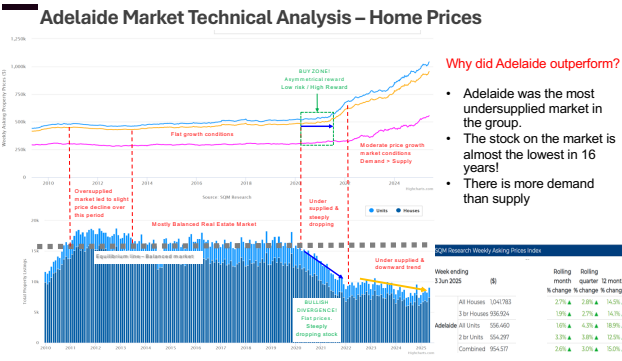
By John Sumner











Summary for price forecasting/modelling

- Similar to rental price modelling, the biggest factors that influence real estate prices are the current supply levels and the trend
- Price changes are very predictable!** they commonly occur when there are changes to the supply and demand dynamics. There is typically a 1-2 year lag between the stock on the market and the resulting price action.

Stock on the market - (amount of properties for sale)

- Identify the long term "Equilibrium Line/zone"
- Determine if the stock on the market is above or below the Equilibrium line and how far is it from the equilibrium line
- The further the stock on the market is away from the equilibrium line, the greater the supply and demand imbalance

Large oversupply, typically eventuates in price declines
Balanced Supply & Demand typically results in flat/slight price growth
Large undersupply, typically eventuates in price increases

Stock on the market Trend

This data is used to supplement the current market stock number to provide greater accuracy in real estate price forecasting

Rising market stock = Higher Supply/Lower Demand
Flat market stock = Equal Supply & Demand
Falling market stock = Lower Supply/Higher Demand
Volatile/Inconsistent Trend = Greater Unpredictability

Summary

What is possible with this knowledge?

- Identify where the highest rental growth & capital growth areas are likely to be
- Avoid buying at the wrong time in the market cycle
- Identify amazing buying and selling opportunities
- Understand the different phases in the market cycle and know which strategies are best to use in the changing environments
- Reduce investment risk and maximize investment profit

Homework

- Incorporate these analytical methods into your current project to determine if you are likely to get any bonus profit from capital/rental growth
- With your current real estate portfolio, analyze each asset to determine growth potential and the phase of the market cycle it is currently in

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- Commodities
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- Investment Strategies
- Analytics

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