



PropertyInvesting.com 'Insider'

Discover proven tips, strategies and techniques to dramatically increase your property investing profits

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Hi,

Welcome to the first edition of 'Insider' for the year!

If you're adamant that 2006 is the year where you really put yourself on the path to success, then this is going to be the most important newsletter you read all year.

This month, we're getting down to the brass-tacks, and going straight into some of the fundamentals principles of creating success - including:

- [Being S.M.A.R.T. with Your Goals - Making 2006 A Year For Success](#)
- [11 Key Attributes - A Formula For Success](#)
- [MasterClass Update](#)

There's a lot to discuss, so let's get straight into it!

Being S.M.A.R.T with Your Goals - Making 2006 A Year For Success

It hardly seems like it, but it's almost been a month since the first day of the New Year - doesn't time fly!

Traditionally, the start of the year is a time to set goals for the year ahead - but "New Years Resolutions" are notorious for never being accomplished.

However, if your goals this year are more than "Maybe's" - rather, they're "Must's!" - then I want to give you some of the time-proven tactics which I use over-and-over-again to set and achieve my goals.

Starting with the tactic which I believe is the most important (but most under-used) tool for achieving goals -

TACTIC ONE: WRITE DOWN YOUR GOALS

Surely if your goals are worth achieving, they're worth writing down!

If you don't already have your goals written down, this is a **MUST**.

The purpose of writing down your goals is to help you make sure your objective is always in mind whenever you take any action.

So display your written goals in plain sight to help you to stay focused and on track. Above your desk, on your car's dashboard, on the back of the toilet door - anywhere you'll be reminded of them every day.

TACTIC TWO: KNOW WHAT YOUR GOALS 'FEEL' LIKE

Contrary to what my 3rd Grade teacher might think, daydreaming isn't always a waste of time. It's also helpful to imprint goals into your subconscious mind.

Spend some time thinking about your goals as if you just achieved all of them - what will it 'feel like'? What will you do with your time now? Get all 5 senses involved as if you're right there in the moment.

The clearer the goals are in your mind, the easier you'll find working towards them will be.

TACTIC THREE: BE S.M.A.R.T. ABOUT YOUR GOALS

Make sure your goals follow the S.M.A.R.T. Goal-Setting Principle:

S - Specific

M - Measurable

A - Achievable

R - Realistic

T - Time-based

All good goals involve these 5 elements, but I believe T: "Time-Based" is particularly important.

Most goals without deadlines don't get achieved because there's no urgency to take action. Without a time limit on your goals, it's too easy to procrastinate and put-off working towards achieving them.

TACTIC FOUR: 7-30-60-90 Day Action Plans

This is a simple technique which I've taught the R.E.S.U.L.T.S. Mentoring Program participants to help them in achieving their real estate goals.

By breaking up your goals into shorter-term action plans (and as a result working out what steps need to be taken to get you to your goal), you become more focused, you gain momentum, and achieving your goal becomes easier and more manageable.

It's like that old riddle - how do you eat an elephant? One bite at a time!

All of these tactics are simple and don't take much time to apply, but few people consistently apply these time-proven principles to their own success.

In my experience all four tactics have helped make my bigger goals so much easier to achieve, so I hope they help you too on your investing journey.

That's why if you're adamant 2006 is the breakthrough year where you achieve your goals, and put yourself on the path to long-term financial freedom, I'd encourage you to use these four tactics in your own wealth creation goal-setting.

11 Key Attributes - A Formula For Success

Friend, because I want to equip you with the tools to make 2006 a year for your success I thought I'd do something I've never done.

I'm going to give you the 11 Key Attributes every investor needs to master in order to achieve real estate success - something which I've only previously presented at my MasterClass seminars.

The reason being, when it comes to investing, most of the challenge is trying to beat yourself.

For most people, the biggest obstacle standing in the way of their own success is themselves.

This is why working on improving yourself is so much more important than working on improving your investing strategy.

An audio recording of the 11 Key Attributes, taken my recent MasterClass seminar in Brisbane, can be found online at:

<http://www.propertyinvesting.com/go/104>

Here's a brief synopsis of the audio recording.

1 - Control Spending

- It's not rocket science - To build wealth, you have to spend less than you earn.
- Investing requires discipline through delayed gratification.

2 - Control Time

- Just as you want to get the best return on your money invested, you want to get the best return on your time invested.
- Remember - employees swap time for money, investors swap money for time.

3 - Always Challenge Your Comfort Zones

- Being comfortable is a sign of complacency - and complacency is one step away from losing money.
- Being uncomfortable creates opportunities for learning and profit.

4 - Think "How Can I...", not "I Can't..."

- Train yourself to look for ways to add value to the deal, and create profits - don't just look at the deal as it is now.

5 - Borrow the philosophy from successful businesses

- Use techniques which are proven to generate profits in the business world when it comes to looking for opportunities in the real estate world.

6 - Be Hungry To Learn! (- because you don't know what you don't know!)

- What percentage of your profits do you reinvest in your education? How do you leverage off other people's good ideas?

7 - Don't procrastinate

- Do what needs to be done to turn your vision into reality!

8 - Accept Responsibility!

- You need to be the driver - not the horse! You don't need to do all the work yourself, but make sure you're the one holding onto the reins and steering the wagon.

9 - Take Continual Action

- Action creates reaction. Constant action creates momentum.
- When things slow down, do something or risk slipping into "investing atrophy".

10 - Don't Be A "Han Solo"!

- There's no need to do it all alone and be chief cook and bottle-washer.
- Automate what you can so that you can step back from the workload, and if you have a problem you can be sure someone has the solution - find them!

11 - Do Things Differently!

- I finish all of my newsletters with these words for a reason!

To hear the full audio of these 11 Key Attributes for Real Estate Success, visit:

<http://www.propertyinvesting.com/go/104>

MasterClass Update

The topics covered in this month's newsletter (Mastering Yourself and Goal Setting) are two topics which I have covered in my MasterClass seminars.

The overall goal of the MasterClass is to equip you with the most up-to-date strategies, skills, tools and techniques which successful investors are using to profit from today's changing real estate market.

However, having recently added a new member to the McKnight family, I plan on spending more time with my family this year, more time focusing on the RESULTS Mentoring Program, and less time traveling.

That means I'll be forced to scale back the number of seminars I will be running in 2006.

If this month's newsletter has been beneficial to you, and you'd like some of the discover investing strategies being used right now to profit from today's real estate market, then I encourage you to attend one of the 3 MasterClasses currently planned for 2006.

Given that people's bank balances are probably still recovering from "Christmasitis", I'm offering a MasterClass payment plan for the first time to make sure that the investing information that I'm making available in my Masterclass event is not out of reach for those

who really need it.

That means you can secure your place at the MasterClass for 5 monthly payments of \$139 rather than paying in full up-front.

As an added bonus, I'm also offering a limited number of boxed CD-sets containing over 4-hours of property investing insights.

After doing an office inventory late last year, we rediscovered up a box of CD's containing a recording of my 2004 "0 to 130 Live!" seminar.

Each CD-set is valued at \$175, and contains 4 audio CD's - roughly 280 minutes of property investing insights where I discuss topics such as: "How to Create Positive Cashflow Deals - even in areas where none appear to exist" and "How to Spot Opportunities Which Other Investors Don't See".

As soon as you order (even if you're on the payment plan) we'll rush you this exclusive CD-set so that you can start applying these strategies immediately.

Unfortunately, with only 68 CD sets available for each MasterClass, there just aren't enough copies of the "0 to 130 Live" for everyone. So to secure this bonus, make sure you take action sooner rather than later.

To find out when an upcoming MasterClass is being held near you, or to secure your place, visit:

<http://www.propertyinvesting.com/go/105>

With only limited places available for each event, I urge you to secure your place early because these events typically sell out weeks in advance.

Final Words

Well, there was a lot to get through this month, so I hope you've gathered some new insights which will help you to make 2006 a landmark year in your success journey.

Finally, remember success comes from doing things differently!

Warm Regards

Steve McKnight

P.S. - Don't forget to listen to the full 25-minute audio recording of the 11 Key Attributes for Real Estate Success at:

<http://www.propertyinvesting.com/go/104>

P.P.S. - With only 68 bonus copies of "0 to 130 Live" available for each event (valued at \$175 each), and a payment plan of \$139 per month, there's never been a better time to attend a MasterClass. To avoid disappointment, secure your seat now at:

<http://www.propertyinvesting.com/go/105>

Disclaimer: This newsletter is not intended to be a substitute for investment or accounting advice. It is a broad discussion to provide a general understanding. Before acting, you should seek specific advice for your unique situation.