



## PropertyInvesting.com 'Insider'

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

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By **Steve McKnight**

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Hi,

**\*\*\*Important: Discover how to redeem your free gift valued at \$375\*\*\***

Welcome to this month's 'Insider'. It's a landmark edition as I've included a fantastic gift to thank you for your continued support and membership to PropertyInvesting.com

Please keep reading to discover how you can get your free copy of the 6 hours of video, 5 hours of audio, 2 powerful 'mistake-saving' investment templates... plus dozens of pages of written notes and case studies (all worth a conservative \$375) for FREE!

This month's insightful topics are:

- [D.A.N.G.E.R.: Why people fail to succeed](#)
- [The R.E.S.U.L.T.S. are in... and don't miss out on the opportunity to join a second intake into my mentoring program](#)
- [How to redeem your gift](#)

Let's make a start by taking a quick look at why people fail to succeed.

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### Why People Fail To Succeed...

Last month I outlined how effective goal setting can lead to increased investing focus, which in turn provides the clarity needed to find profitable deals in the current market.

**\*\*Note:** If you'd like to re-visit last months' newsletter, go to:

<http://propertyinvesting.com/backissues>

Continuing on with this theme, I have put together a list containing six of the most common reasons why, despite the best of intentions, investors fail to achieve success.

These factors combine to form the word D.A.N.G.E.R. This month we'll begin by looking at the first three, and then next month I'll conclude with the final three.

As you read through them, be sure to mentally note which ones apply to you.

#### **D - Distraction**

When it comes time to make the tough decisions, or work the long hours, or to do what it takes to pull off a great result - you'll discover that life throws in a few complications that makes the extra effort inconvenient.

It may be a family dilemma, a health issue, a money issue... whatever the factor, it will have the power to distract and take your focus off what you want to accomplish.

'Busyness' is the most common form of distraction. When you become consumed with the minor details, you can quickly and easily lose focus on the bigger issues. Dealing with tenancy problems is a good example of distraction. You may be fighting over \$300 in rent arrears, and because you become so angry and frustrated, your distracted mindset may cause you to miss out on a \$30,000 profit as a great deal passes you by.

The way to beat distraction is to start each day with a moment of clarity. The way that I do this is to sit down each morning with a clean desk and think about what I want to have achieved when I head home for the day.

Then, throughout the day, I keep a careful eye to watch out for the 'time vampires' who come

and suck away precious minutes with questions and issues that are not critical.

#### **A - Action**

The importance of taking action is not rocket-science.

If you want to do nothing, then do nothing! If you want something to happen, then do something. Are you doing nothing but accepting something?

I often meet people who want to buy investment property without making any realistic sacrifice. Well, here's one of the many insights that I shared at a recent MasterClass... when do you think is the best time of the week to buy property?

I've found two times are best. The first is Monday mornings, because most people are at work but agents are looking to move property that was passed in at the weekend auctions. Vendors want to do a deal, and the number of genuine buyers out looking to do a deal are significantly lower than on the weekend.

The second is around the end of the quarter when agent commission cheques are about to be calculated, so the period between making a sale and receiving a commission is at its shortest. I find that agents generally work harder at that time of the commission cycle.

Considering this insight, what is the quality of the time that you are allocating to your investing? Are you offering the best and most productive hours of the day, or are you allocating the left-overs when you are dog-tired and more interested in zoning out.

I put it to you that your results, in terms of finding and managing a successful property portfolio, are no fluke. If you can only take action when the market is closed (such as on the internet at night), then your progress will always be limited.

#### **N - Negativity**

Frustration is a natural part of investing, especially if you are finding problems and selling solutions.

Therefore, you need to have a system for handling the negative emotions that arise from the doubts and fears that are bound to infiltrate your mind from time to time.

I do this by being accountable to the things that I say I'll complete, as I value my word above the pain of the fear and hurt.

Don't be ignorant and think that you'll be bullet-proof. Whether it be a property problem, or perhaps a dissenting family member, adviser or friend, being able to handle and beat the negative emotions will be essential to your investing success.

As mentioned, next month I'll finish off the D.A.N.G.E.R. acronym while also sharing more tips and insights.

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## **The R.E.S.U.L.T.S. are in!**

Six months ago, 250 investors signed up for the R.E.S.U.L.T.S. mentoring program.

R.E.S.U.L.T.S. participants receive DVD's, audio CD's and periodic folders full of goal setting, budgeting, planning and property investing information.

These resources are designed to educate about how to find, manage, buy and sell investment property, overcome personal issues that often cause investors to stumble, and to foster an encouraging environment where participants can grow as skilled investors

What's more, participants also receive access to a dedicated coach (whom I have personally hand-picked for the program) who they can contact at agreed times whenever they hit an investing road-block, need assistance or need someone to hold them accountable to their goals.

Despite the purchase of many millions of dollars worth of real estate, I thought it best to let the R.E.S.U.L.T.S. speak for themselves by including a sample of the emails I've received about progress made in just six short months:

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"I've been soooo busy doing deals, let me give you just one example (Deal No 2) - Bought a house passed in at auction, offered \$175,000 & got it - Started renovation 2 coats of Paint on

ceilings and got offered \$250,000 as is - so I took the profit. How's that for 1 month's work (holding time)? \$75,000 less buying costs - no selling costs. Well, I've got to get back to wheeling & dealing, talk to you soon." - **Jan D.**

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"I've done 3 purchases in the last 3 months. The last being an excellent deal. I'm now heading to the beach for the weekend with the family. Will talk to you next week and show you my updated purchases, and the goal sheets!" - **Dean R.**

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"It's very strange, but as I come up with topics to discuss with you they seem to get resolved. It seems like just being in this program is creating R.E.S.U.L.T.S. for us! Our goals, as you predicted, keep evolving as possibilities are realised and we seem to be closer than we think." - **Jacquie**

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"I have been monitoring the sale of 2 of my properties which will settle in early March - good news as I will have some extra cash to invest. As well, I will finally settle on a property I have bought some time back in San Antonio, USA. I am also looking at another one there at the moment." - **C.W.**

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"After years of searching for answers to my real estate questions and pondering over whether or not I should pursue my dreams and passion for the industry, I decided that I needed help, but not just a book or some hotshot 'professional' that really only wanted to sell me their products. I didn't need someone who just cared about making more money or buying real estate, but someone who cared about my life. Someone who wanted me to succeed in all areas of my life and had the wisdom to know all this (because I sure didn't know it yet).

After being accepted into the R.E.S.U.L.T.S. program it all started coming together and the missing pieces of the puzzle started appearing. From the quality of the resources, to the 'service' from the office staff, and support from the coaches, I would highly recommend taking part in any events/programs that Steve and the team put on because they are quality.

My journey is far from over and there is still lots of hard work to put in, but with Steve and the team I know I will do it! Thanks guys!" - **Tasman S.**

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"Since joining the RESULTS program, I have achieved the following:

- Purchased TWO houses in Qld that are positive geared. They have also experienced some capital growth. These properties are for income, not growth so the capital appreciation is a nice bonus.
- Purchased FOUR flats in Qld that are positive geared. These are also chugging along nicely paying for themselves.
- In the process of purchasing FOUR flats in NSW. They are a "problem" that I am solving as they are currently rented \$40 each/wk below market, making them just negative geared right now. I plan to tidy them up a bit then re-rent them (to the existing tenants) at the revised market rate. They will then be positive geared as well.
- My partner and I set up a company through which to purchase property.
- I have travelled interstate and inspected the Qld properties.
- I have a trip planned for later this month to inspect the NSW properties.
- My partner and I were in the process of purchasing a suitable property to subdivide and then build another house on the back. This property settles Friday, however, it will be purchased only by my partner, not the company because of bank troubles. This has been a good learning experience though if looking to find positives out of the whole experience.
- Finally, I'm looking at another promising land deal in Qld."

- **Wendy**

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Now, having read these achievements, I don't want you to think that the R.E.S.U.L.T.S. Mentoring Program is some 'Get-Rich-Quick' overnight solution to riches - because it's not!

The truth is, I'm not guaranteeing success - only that I will provide you with valuable resources

and support, and that my team will hold you accountable to the things that you say you'll do.

Don't be fooled with false promises of hope. Success in any field requires an investment of time, hard work and a level of commitment before you can reap rewards.

Bearing this in mind, I'm delighted for the R.E.S.U.L.T.S. Mentoring participants who, based on their hard work, have already experienced substantial success and we are only six months into the program!

I'll give you another update on the R.E.S.U.L.T.S. achievements in a few months.

#### **Another Intake Pending...**

In approximately 4 weeks, I'll be providing another opportunity for those seeking to be part of the R.E.S.U.L.T.S. Mentoring Program.

If you would like to be considered then please send an email to [results@propertyinvesting.com](mailto:results@propertyinvesting.com) outlining why you think that you would make a good participant.

We'll read your email, and also provide you with more details about how to register.

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## How to redeem your gift worth \$375

To thank-you for your continued support and membership of PropertyInvesting.com, I've put together a resource called 'Virtual Kick-Start'.

This package contains approximately six hours of video (including my full key-note presentation at a seminar where participants paid thousands to attend), five hours of audio (including detailed information on how to set effective goals), written resources, and much more.

After redeeming and working through your subscription to Virtual Kick-Start you will:

- Have a better understanding of what the current real estate climate means for investors, and how to take full advantage of it;
- Be able to set success goals, and implement strategies which maximise your ability to achieve them;
- Be able to find a vast ocean of profitable real estate opportunities - more than you could ever invest in yourself;
- Develop strategies for profiting from property - even in a downward market;
- Understand how to evaluate the profit in potential real estate opportunities - so that you can avoid money-losing deals;
- Hear from other successful investors, and their real-life stories of how they 'made it' (and how they continue to succeed today);
- Learn simple low-money-down renovation strategies for boosting your real estate returns;
- Negotiate confidently with real estate agents, and;
- Understand the true importance of accountability when it comes to achieving lasting success.

I'd like you to have the above with my compliments. It will also give you a glimpse of what happens in the R.E.S.U.L.T.S. program -a sneak peak offering plenty of insights for free!

Now, because these files are large, and because we only have so-much room on our file server, this gift will be lost unless you click on the link below promptly.

To get your copy of Virtual Kick-Start, sign up at: <http://propertyinvesting.com/go/118>

Enjoy!

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## Final Words

I trust that you've enjoyed this special newsletter, and I hope that you'll redeem my gift promptly. More so, I trust that you will use the information to help you to become a better

investor.

If applicable, don't forget to register your interest in the upcoming intake of R.E.S.U.L.T.S. mentoring participants. Send an email to [results@propertyinvesting.com](mailto:results@propertyinvesting.com)

Sincerely,

- Steve McKnight

P.S. Success still comes from doing things differently!

P.P.S. Virtual Kick-Start will only be available over the next 4 weeks - after that, I'll be taking all of the resources down from our server - so make sure you get your copy while Virtual Kick-Start is still around by clicking on <http://propertyinvesting.com/go/118>

**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.**

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