JASON BYRON

ACCIDENTAL MILLIONAIRE

How I went from cameraman to multi-millionaire property investor in just 5 years

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HOW I WENT FROM CAMERAMAN TO MULTI-MILLIONAIRE PROPERTY INVESTOR IN JUST 5 YEARS

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ABOUT THE AUTHOR

Jason began his working life as a television cameraman in partnership with his father, an experienced cameraman and television producer. Jason quickly developed his skills and was soon in demand for television programs and major sporting events.

He knew his skills were valued but found the seven days a week schedules and the time spent away on locations very demanding. As Jason says, 'I was making a living, but I had no life!'

Jason and his partner Amy were a typical young couple at the beginning of their real estate journey. They worked 50 to 60 hours weeks at corporate jobs and spent some time saving up a chunk of cash for their first purchase.

Before they started studying with Dymphna Boholt, Amy had made a conventional property deal with conventional results. It was a $160K unit, she bought and held for long-term gains and a little bit of positive cash flow. But as it was, it wasn't going to do them much good in the short term.

Once they got started, though, they proved that they were anything but typical. By starting small, learning from experts and building a star team of partners, they were able to start earning great profits in their first year as investors, and their returns have been growing ever since.

Anyone who has met Jason and Amy can tell you about the energy and enthusiasm they bring to their work. This is the engine that has powered their success.

Enthusiasm is what has helped them find the deals that no one else could see. It has helped them bring extra talent and money into their deals by inspiring other investors with their enthusiasm and sustaining profitable partnerships.

Having a great attitude has helped them quickly progress from ¬smaller deals to larger ones by constantly finding opportunities to learn and improve themselves.

In a few short years they have grown to the point when they can proudly say their company has created over $28 million in projects. From $30,000 to $28 million is quite a journey and they would now like to share what they have learned along the way.

They are both at a stage in life where they want to give back to the community that has helped them succeed.

The truth is they were complete amateurs when they started but they quickly developed innovative systems and techniques that have led to business success.

They now want to impart to you the knowledge and experience they have gained in their lives as property developers, so you can live the life you dream of.

MY GOAL FOR YOU

I'm going to share some strategies with you that are going to transform your property and wealth cash flow in 2020 and beyond.

My goal is very simple. I want you to have everything you need to be able to secure you and your family's wealth forever.

That means locking in a secure cash flow, locking in some money in the bank, locking in some properties over the next two to five years. So, you're not worrying about whether you are going to be able to support your family and do anything that they and you want to do.

Let's secure your family's wealth forever.

Firstly, I will teach you how to bust through all your money obstacles. Many people are on a wage and that wage can actually be an obstacle to you being able to make more money.

So, let's break through these obstacles, so that you're not just depending on your wage, but you have a side hustle producing products that are able to bring in massive profits over and on top of your wage.

Secondly, I will show you how to build wealth from real estate – even if you don't have a deposit today. Many people do not have time to save up the money or simply cannot afford to save up a deposit, but I will show you ways you can get to get into real estate and make massive profits without a deposit.

I will show you how to identify deals that are ripe for profit. That means that you are only looking at deals that have the best profit potential. With the strategies I'm going to teach, you will make sure that you're not looking at deals that are just wasting your time.

You will learn how to create up to 20 to 30% capital growth – even in a dead market. That means even if the market is flat, no problem we're still profiting.

After this we will explore how to accelerate your wealth creation plans. I will show you how to create a plan about how you're going to really change your financial situation over the next five years.

In just five years you can have massive amounts of cash in the bank and you'll have real assets which are worth a whole lot of cash. Assets you can convert into cash if you need to, or just use them as retirement income. You can then say, "Hey, I've got four or five properties there. I'm OK in retirement now."

I am going to share some for you on this book too. We're going to cover the key secrets why having a strategy is going to work for you. Here's what we're going to cover:

Secret #1: How to never pay retail for property ever again and acquire deals that are 20% to 30% profit equity margin. This means that when we buy our properties, we've already locked in 20 to 30% profit margins.

Secret #2: How to use my new model for property wealth even if you don't have any money to invest today. Even if you've got zero money to invest, you can still use this model.

Secret #3: How to find hot deals that can make you rich. Being rich is about having assets that you can convert into cash if you need to, or have those assets giving you stable cash flow, or even just having enough money in the bank for your retirement so you can make the choices that you want and buy the things that you want.

You can live the lifestyle that you want. Send your kids to the best school. Go on that holiday you dream of. Buy that nice car you always wanted.

The real essence of being rich is not about what the other people think about what riches mean. Think for yourself about what being rich means to you.

For most of us it means that you've got enough cash flow and you've got enough chunks of cash in reserve so that you feel comfortable.

It's not about other people and how they perceive you, it's about your family and being comfortable. So, you don't have to worry about the bills coming in and how they're going to get paid. Or where you want to go to in the future. You're not restricted, that's what rich is.

Secret #4: How to replace your income within 12-24 months with my chunk and positive cash flow deal system. I want you to look at your income and double it – even triple it. Because that's where you need to be aiming.

I will show you how I use these types of strategies and am able to convert that into real cash. I actually replaced my whole year's income within one deal.

Secret #5: How to implement my system even if you have zero experience, no deposit and would struggle to get a bank loan.

You don't have to go and do a university degree. You don't have to get any work experience anywhere else. I'm going to help you with that. You don't need a deposit, that's fine, we can work around that.

If you have struggled to get a bank loan or you've had other situations which are stopping you from getting a bank loan, you can still use this strategy to change your life.

I'll just let you know; I'm not selling any property in this strategy. There is nothing to buy. I'm teaching you the strategies to find and develop properties yourself.

I don't mind giving away these strategies for free. But what I want you to understand is it's all about education. I want you to really understand how to educate yourself – you will become smarter by reading this book.

The other thing is, it's no-fluff. Everything I say is with great transparency. The things that I've done in my life, implement in my journey and what other people have done with these same strategies is real.

I want you to see that there is real proof in this strategy and that this is possible for you too – if you take action.

WHO THIS BOOK FOR?

It's for people who can see that property is a way forward for success and wealth.

It's for people who are trying to get into the property market, who really want to get themselves some property investments but have no idea how to get started?

It is for people who don't have a massive deposit to invest in real estate. This book will definitely help you out. Those who have a desire to get wealthy but don't have a lot of money to get started in real estate.

You may say, "Well, I want to do what you told me Jason, but my major setback is I don't have any money". OK, good, I can work with you on that, why? Because that' was exactly my situation. That's where I started. I was an average guy with very little money.

This is for people who don't have a lot of money put aside for retirement and need to make this happen within the next five to ten years. That's pretty important.

I really want you to look at this strategy from a long term point of view, to be able to say, hey, if I started doing this year after year, for the next five years, I would actually have quite a good chunk put aside for my retirement.

And I can tell you if you're doing this strategy full time – you're pretty much retired anyway. Because you're not dependent on your wage. It's the strategies that are making you the money.

Another group of people this book is for are those who are pissed off with their jobs. Sorry to be quite hostile. Some people might be offended, but I know that some of the people that are reading this hate their jobs.

Some of you are looking at the daily grind and realise that your job is not everything you wanted it to be. After all the education, all the years, you somehow ended up with a job you really don't like it.

You go to work; you get paid your wages, but you don't feel respected. Maybe you don't like the people you're working with or the restrictions it places on you and your time.

I really want you to get pissed off at your job. Because it's not going to deliver you the things that you really want.

We're experiencing one of the most perfect windows of opportunity in the Australian property market right now.

It's so important that we cover this – but before we do, we need to talk about the negativity of the market in the media.

I always say to people, if you want to read something that is going to give you **page after page full of problems** read the newspaper or watch the news.

I mean, are you really interested in that?

Because that is what reading newspapers, watching television and the news is all about. It's just basically giving you all the **problems of the world**.

We can fall into an attitude where we use the problems that we see other people having to make our own excuses. I want to cover this really quickly because I know that's the person I used to be.

But what if I gave you a newspaper or showed you things that you could watch that were full **solutions, the secrets to improving your life forever.** Would this be of value to you?

Wouldn't you rather pick up a newspaper where every single page is a solution to things? Sure, it will never happen because they like to scare people.

The way they scare people with real estate is by key fear trigger points. The markets are going up and down, up and down. Don't buy here, or getting a loan is impossible, or you'll never be able to afford a house, problem, problem, problem.

I'm not here to talk to you about problems. I'm here to turn you from a novice investor into an experienced investor with solutions.

We are always going to have newspapers, we're always going to have them say, markets up, markets down, don't do this, don't do that. These types of things are always going to go on and there are things we can't change.

The best thing that was ever taught to me in my life was to accept the things I cannot change and improve the things I can.

That's what I'd like you to do. Instead of focusing on the problems that are around, I'd like you to focus on the solutions.

So how are we going to do that? What do we have to focus on to be successful at this?

We've got to focus on the things that don't change.

We accept the things we can't control that go up and down and are always quite easy to use as an excuse to stop us achieving our dreams. We want to be smarter by focusing on the things that don't change and work at improving our ability to capitalize on this certainty.

Let me take you through a scenario of things that don't change.

People wanting a more affordability product will not change.

People will always want a more affordable product. That's why we get a box of land and we put two houses on instead of one. This make the home a little bit more affordable. It solves a problem.

Does that make sense? That's not going to change. Do you agree? Yes.

Location popularity will not change.

People always want to be at the best location. They always want to go somewhere which is more convenient. They want to go close to transport; they want to go close to the shops, they want to go to a nicer area. The key locations people always want to be living near or suburbs that are desirable are always going to attract new buyers. You're even thinking about now, I'd love to live there, right? So that's not going to change.

Population growth isn't going to change.

Is population going to go down? of course not. We can really focus on the growth areas as property developers. We can track where that population growth is the highest and we can provide the right product, so that buyers can get in at the right location and at an affordable price, right?

The downsizing market, that's not going to change.

Its always a fact that people as they get older will want to improve their life. People are living longer and looking for changes in location, luxury and convenience.

People are seeing their opportunity to improve their quality of their older years and this means where they live. They want to move out of a product that they're living in now to another product. They don't want to move into something old. They have often saved up quite a bit of money and/or they have a lot of equity if not outright ownership of their homes.

They want to move into a brand-new home that is more convenient for them. Most downsizers right now are not moving out to the country. They're moving back into these nice areas close to hospitals, close to transport, close to parks – more convenient areas. So that will not change.

Immigration trend will not change.

Will people suddenly stop coming to this country anymore? No, that won't change either.

So those five things, affordability, location, population growth, downsizers and immigration trends aren't going to change.

The beautiful thing about property development is that those are all the reasons why you should be doing it. Because those things aren't going to change, and we can take advantage of them.

Now, if you produce a product that is worth more than your costs, you make a profit. YES? You don't go broke making profit.

Some people ask me how can we make money all the time?

I said, this works on the same basic principles the millionaires and billionaires of the world use. They produce something for a certain price, but they sell it a lot higher than what it costs them to produce.

That's exactly what property developers do every single day and that's why you can do this without restrictions.

Well, with my strategy, you'll be able to make a 20 to 30% buffer on the actual property, when you buy it. That means you're making the profit when you buy it – because you get the strategy to convert it into a profitable product.

That's really what I do as a property developer.

I look at things at a wholesale cost. I look at all the cost to me – the land, the fees, the building, the rent, etc. All the costs.

Let's say that's $1 million. What could I actually do to change this into a 1.3 million retail sale? Now what is 1.3 million that's not the wholesale cost that's a retail cost.

I need you to start understanding that when you go out and buy things just at the supermarket or go buy any retail product, whatever you do, you're paying retail.

Someone is making money out of you by producing it at wholesale and selling it to you at retail. The best thing about real estate is we can produce it at wholesale, and we can sell it at retail.

It's the no.1 easiest way to make a massive chunk of profit in real estate. The key is the same as the open retail market. The highest profit comes from creating and selling new products not renovating them.

That's what I want you to be able to experience. It's that beautiful chunk of profit in between the wholesale and the retail.

Would you like to make a gain even in a down market?

I will show you a set formula which involves buying something under the normal value of a retail product, then making that profit from turning it from wholesale to retail.

You don't have to worry about the market if the markets going down 10% because you're making 25-30% profit margins.

The actual asset is now worth more and that is the beautiful place you sit as a property developer. This strategy will work on the smallest budget up to a larger budget because the margin locks in the profit for you.

Next I will cover how you can do this strategy without having any money to start?

A QUICK STORY

Timeline of my real estate journey

2005 – Living paycheck to paycheck

2006 – Started filming Real Estate wealth creation events

2008 – First deal 1 into 2 homes - 2 homes ($70k equity, $6k positive cash flow)

2009 – Tragedy, ended up I hospital – 1 year in bed 2009 – My first "no money down" deal ($80,000 profit)

2010 – Built my own home (profit $300,000) – both retired from job – never use wages for cashflow again

2011 – Bought 1 into 2 – result 2 homes $800,000 profit –

2012 – No money down deal – made $300,000 and followed with another deal netting $1 million profit

2012 to 2015 – Over $28 million in projects and investment transactions

2019 – Over $25 Million in property deals in the pipeline

Quick story about me. Back in 2005, I was living paycheck to paycheck. That meant that my wage was determined by how many hours I could work on the hourly rate I was getting paid.

So, I was getting paid $25 an hour, I could work 10 hours a day multiplied by how many days I worked a week. That equaled my total income possible to earn for that year. Sound familiar.

That's what I call limitation. Why do we live with just one source of income determined by someone else?

That was how I was going to make my wealth – working more hours to get some more money in the bank. Who's in that situation?

Who lives by their wage? Because you pretty much know right away exactly how much you are earning each year. Who wants a limit on how much money you can make each year?

Well, someone asked me recently how much I earn each year. It's unlimited now, I don't know anymore. It could be a million, it could be half a million. It just depends how many products I want to put out to the market.

It doesn't depend on my wage; it doesn't depend on my hours. It definitely does not have to use a cent of my own money.
Who would like a side hustle?

So you can still do your day job and a hustle on the side means that you're producing a product out there that can earn you $160,000, $200,000 on the side. A product that is not dependent on the hours that you put into it. A product that requires none of your own money invested.

That's what we're talking about. To get wealthy, you need a side hustle. You need something that isn't dependent on you.

You need something that's not dependent on your wage to be able to make those type of cash flows.

The guy I was back in 2005 was a bit negative. I listened to all the negative talk out there. I didn't really want to educate myself about that – I just assumed I was limited in life.

I got out of high school. I finished my HSC, which was the year 12 certificate. I couldn't get in to university as didn't have high enough marks. My only skill was filming, and filming is very dependent on the wage, right?

I had to work to get paid. Whatever hours I put in, added up to how much money I was going to get paid. I could very easily work out how much I was going to get that week.

As a property developer your earnings are not about your hours, because it's not dependent your wage.

Before I go there let's get back to when I was living paycheck to paycheck.

In 2006 I was offered an opportunity to started filming Real Estate wealth creation events. I had no experience in indoor filming.

What led to this opportunity actually evolved from my ability to follow people that moved around very quickly.

I had become a really good cameraman filming football. I had filmed these guys running up and down a field since I was 14 years old. And then I'm 23 and I'm still filming football, then I'm 25 and still filming football, nothing changed that much.

And I thought that's all I could do, that's all I was allowed to do.

I had to break that belief pattern in my head. I said, hang on a second, can I film anything else besides football?

Not long after a guy came up to me and asked if I wanted to come film some events inside a conference hall. I said, "No, I film football how could I do that?"

And he said, "What do you mean how can you do that?" (I admit I'm a little slow to get it sometimes, but once I get going, I'm OK.)

So, I said "No. I film football".

He comes back at me, "It's a person walking up and down the stage. If you can film people in the field, you can film this!"

I think a bit more, "Yeah, OK, I can do that. But I want $10 more an hour than I'm getting for football".

So that one little decision, to say YES to something that I really wasn't thinking I could do, or that I'd even want to do, changed my life.

One decision. "Yes, I'll come film that".

So, I did. I'm at the back of the conference room, I'm getting paid a wage and I'm filming these speakers as they walk up and down the stage.

Then they bring these other people on and they are saying, I'm a teacher, I'm an accountant, I'm all these other different professions, and I made $50,000 on the side doing a property deal.

$50,000 to me was like, oh, it was a jaw drop. That's almost my wage throughout the year, that's my taxable income. $50,000. I remember doing that. And you just made that in a couple of months? OK.

But I keep filming it and I keep editing it in the edit suite and putting the videos together. "Here's a copy of the conference that you did."

It just didn't sink into me that *I could do it*.

So, you might be reading this thinking that you can't do it. Well, I'm telling you, that's wrong. You can do this. If I can do it from my situation where I started out with no money – you can too.

So, what happened next was I spoke to the mentor, the person that was teaching everyone else. I sat down with her and I asked, "Do you think I can do this?"

She said, "Well, you can't do it if you don't believe you can do it. So, first thing you've got to believe is, that you can do it."

"OK, that's the first thing, then you've got to look at your own scenario. What do you really want in life? Are you happy everywhere you're at right now?"

I said, "No I want to make more money. I want to do what they're doing. I want to be able to not have to work every single day and be dependent on my wage. I want to make money on the side. I want that side hustle like they do"

She responded, "OK. Wow that's a good start, If you've told yourself that you really want this, that you're not happy about where you are right now, then you need to change your life. But you need to convince yourself first."

I answer, "I'm convinced. You made me see reason right now."

She says, "OK, let's sit down. I'll teach you everything that we do, but you've got to be in the action. You can't just be listening to it Jason, you can't just be editing. You've got to be doing it. So, you need to sit down at the table. And you've got to follow me step by step and take some action right now."

And I said, "Yep, no problem."

I had to borrow the money on my credit card to do the course, it was the most amount of money I'd ever spent in my life on education.

But why did I do it? I was spending money on myself to improve myself.

And when it started all making sense and I was learning the course, I really started feeling like, hey, actually, I've done this for me, I feel pretty good about this.

Now what happened, I got my partner to come along as well, because she had the same desires as me, to be wealthier, she was not happy with her situation and two would love to have $100,000 more in the bank. Who wouldn't?

But our occupations weren't going to do it for us, but this type of side hustle could.

So, in 2008 we did our first deal.

Now we didn't go into it in the traditional novice investor way, we did it the way she told us to do it. And this was to find a piece of land and then cut it into two and then put another house on it to increase the equity.

That means that we had to have a total cost base of what it cost us, after we developed the land the total value would have to be worth way more than all the cost. Also, the income produced should cover all our interest only repayments to the bank so we would not have to work harder to pay the repayments. Our focus should be on producing these deals over and over again.

So, we started out with a very low loan of 90,000. And we had to contribute in a certain percentage of that which we borrowed.

A $90,000 first deal. So, if anyone out there can borrow $90,000, you're good, you can do this. This first deal built $70,000 in equity. That changed our life, because we suddenly had $70,000 that we could we could draw on straight away.

And we also had $6000 positive income coming into the actual bank account.

So, after all the bills were paid to the bank and taxes, we still end up with $6000 positive play money each year in the bank.

In 2009 tragedy struck and I ended up in hospital.

Hang on, how's that possible Jason? Your timeline says you made $80,000 profit in 2009?

Yeah, I'll show you later how I did that.

In 2010 Amy and I built our own home. Who would like to build their own home and make $300,000 profit? Because that's exactly what happened.

At that stage, we both retired from our jobs. We'd never work for wage again.

Think about that, you will never have to work for a wage again. You'll have enough money in the bank so that you don't have to go and be dependent on someone else to pay you to get the wage. You've taken care of yourself.

In 2011 I did a "one into two" . The result was two homes and $800,000 profit.

In 2012 a no money down deal made $300K. And then we made another no money down deal that made $1 million and it just keeps going on and on.

But I've got to show you that this strategy, I just kept doing the same thing I was told to do and improve myself, improve my system and actually got better than my mentor at this because I focused on the one strategy.

I didn't go and try this and try this and try that. And it worked year after year after year with little or no money

By 2015 we'd done over $28 million of projects and investment transactions. That's where it skyrocketed so by 2019 we have over $25 million in property deals in the pipeline.

I've never not made money out of this strategy. It's always made money for me. In my first five years I had five properties locked in, secured.

That's how I knew in the first five years, hey, this works. And I just kept doing it year after year.

Now I'm just the average bloke, there's nothing special about me. I didn't work for a property developer. I did not even have a large deposit in the bank. I was actually in debt when I started.
I worried about my future and did not know how I would pay each and every bill each month. I did not own a home and almost accepted I would be a renter for life. I did not have a university education. It's a very common place to end up.

My parents weren't in property, nothing like that.

A few smart decisions had worked for me. I had a strategy that worked, and that I could put it on the side and make that work for me.

I still had my job as I was going through the strategies but then we eventually had $300,000 in the bank and I'm asking myself, do I need this job? Am I wasting my time working?

Yes, I'm wasting my time working I need to be doing more of this. So, I did.

Amy, my wife, has been on the same journey as me. She quit her job a year before I did and start doing it full-time. We have two children now and we love going away on weekdays to the beach and spending time my family and having a bit of a surf. Amy loves that as well. I like to take care of my family and know that I have quite a good way of increasing my assets each year.

The best thing is seeing a bill come in the door and it just gets paid. Looking at my bank account and seeing a nice balance that I know will take care of life.

I want that for you too, which is why I'm telling you this.

AND IT'S NOT JUST MY RESULTS

Meet Anthony. He's a real estate agent. He used to see me buying properties because he used to bring me properties.

He used to see me buy other properties and convert them and then suddenly be driving a new car or suddenly be doing two or three projects at once.

And then he'd say, hey, can I sell him them for you.

And he started coming to me asking, "What's special about you Jason? How do you do this time and time again? How do you have enough money?"

"I don't use my money, Anthony. I just use other people's money."
"Why would people do that? "He asked.
"I've got a system. I've got it all laid out. I've shown them how we can build everything at a wholesale cost and sell it at a retail price and the profit is locked in. You know how it works, Anthony"

He goes, "No, I don't know how it works."

He said he kind of knew how it worked but he didn't know how to do it the safe way.

I said, well, the safe way is to do it exactly as I have. If you do it the way that I do it, you'll find out that I know exactly where to go. I know exactly what to buy, I know the cost of the build. I know exactly how to design to sell for the maximum price and he said "I want to do that".

The only thing that was stopping him was knowing that procedure, that system.

And so, he was convinced and said I'm in, let's do it.

And right now, within a year of doing the course, he's already started to do it on the side with other people's money.

Est $200k Profit locked in.
Turning 1 property into 2 Less than a year – JV deal – skill vs $$.

SANDERS

Here's Sanders. An African immigrant to this country, he went from a being a nurse, on a nurse's wage, to a property developer.

He did this for his family. The most important thing to him is supporting his kids. And he wants to set up a nest egg for his family because he didn't come here with much money.

He said the nursing job was all about hours and hours, which meant he couldn't spend as much time with his family as he wanted to.

He's a real smart guy, and he got this system straight away. He got into it and then it just developed. He just finished his first small one.

I'll show you how to develop a wholesale product at a wholesale price and sell at retail to get that chunk of cash. Then you can expand it. You can do bigger and bigger developments.

NEIL

Neil is an awesome guy, a really funny guy perfect for a property developer.

He sends me this Facebook post. It says: "I made $80,000 already without doing anything. I just got a grant from the government for doing a boarding house."

So, what he does, he's use property development to make a boarding home for his cash flow. And at the same time, the government said, we will give you $80,000 for doing that Neil because that's what they want.

That's what people need to understand; property developers actually work with the council.

We work with the council, even though you see these big news stories about someone who built this huge big skyscraper in a quiet suburb and ruined the character of the area.

But at the end of the day, the only reason they're putting it there is because that's the zone that the council designated, but they've got to look good to the public.

People like Neil do developments in areas where the council said we need more affordable living. We'd like boarding houses that people don't have to pay a huge amount for.

This house they actually live in is a communal house, a boarding house. So, there's plenty of need for that type of accommodation as well.

Now Neil's doing a boarding house behind the house.

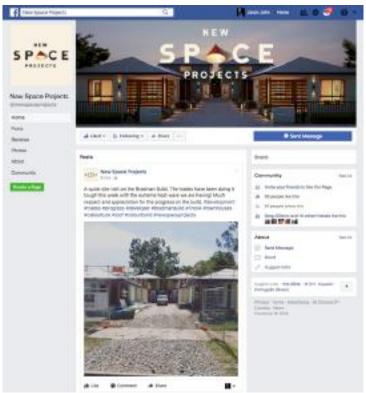
So, he's maximizing that land to the maximum by still having the a house at the front there rented out while he's building at the back.

FI

Fi is an amazing woman. She's really good on social media. She's really good with online businesses. She's a fantastic property developer as well.

While running her businesses she has completed four pack very successfully and been able to decorate them and design them so that people fall in love with them.

And, she likes sailing. So, all these people have something that is their passion. They are using property development to fulfill their passion.



WAYNE

Wayne looked at property development and found that people like buying Dual Occupancy dwellings for cashflow.

So, his strategy is to profit from that demand. The people buying them are not reaping the wholesale to retail rewards, the developer is when they sell them for retail prices. Wayne is smart he knew to produce them at ta wholesale price using my strategies, then sell them at a retail price.

It's the property developers who make the most amount of money when they put it on the market. The person who buys a dual Occ property might make 7% but the developer has made a huge chunks up front. $100,000 or $200,000 straightaway. He could keep one if he wanted as well. So that's what Wayne is doing.

And again, he's using those profits to fulfill his passion which is travelling overseas. He's on Facebook and he's in a different country every single day.

MICHAEL

Michael works full time for a health company that his father started but he wanted to do something for himself on the side.

So, while working full time, he's able to do property development on the side. He is using strategies to reach his goal, which is to generate cash flow.

Michael is developing a property by building six townhouses. With this he can get massive cash flow and replace his wage in one deal.

Now what's happened is, his family has said, "If you're successful at doing this, we can help finance you and you can just keep doing this for us. Would you like that?" He loves it.

THE PITFALLS OF THE OLD MODEL

So, let's look at first the pitfalls of the old model.

The old model is a buy and hold strategy, but there's a better way.

Buying at retail is dumb. Really, I'm sorry, but it is, because you're paying someone else's profit or else you're buying a property you can't do anything too, that you can't improve.

So, if you're buying an old property, right, some people would say it is not retail, but it is retail because you'll find your buying it at the highest possible price. And you can't convert it into more money.

I'd rather show you a way to buy a wholesale product and convert it into a retail profit. You will make a chunk of cash or a chunk of equity straight away.

That's a smart way to do property. So, buy whatever you want but let me show you how to convert it into something better, so you lock in that cash flow straightaway. You will soon see what properties are going to be the best buying options with this new skill.

There's no need to negative gear. You won't have to do negative gearing if you're making $200,000 – $300,000 profit on the side. There's no need to have negative cash flow.

The old model often has negative cash flow because you've bought properties at a retail price. The repayments are huge. But what if you only develop them at a wholesale price and hold them at a much higher retail value, would that be helpful?

Most people end up with negative gearing because the areas they bought they are just holding on hoping the value will go up in 10 years. But what if it doesn't go up? It may not go up. It's not worthwhile doing it that way, you're better off placing your money somewhere else.

You're better off buying a different product, using a different strategy. Actually, truth being told, those people end up giving up. And we know that statistics tell us that most people don't get over two properties because they're not doing it the new way.

Let's look at the secrets behind the new model.

SECRET #1: YOU DON'T HAVE TO BUY AT RETAIL PRICES EVER AGAIN WHEN YOU CAN IMPLEMENT MY SYSTEM ON CREATING DEALS AT WHOLESALE PRICES FOR THE REST OF YOUR LIFE.

Think about that. Every time you buy a property you're buying it for a wholesale price because you're able to add value to that product.

You can implement my system and create deals at wholesale prices for rest of your life. Here's the first property we ever bought.

This was a property development deal. What that meant is that I can develop this property and make more money out of it. I can just look at it and go, I can subdivide the land and there's 20 grand.

The price of the house didn't change. It's still worth $90,000. I bought it for $90,000, subdivided off the block of land, which is now separate from the house. But the original house is still worth $90,000.

Some people say to me, how does that work Jase?

The house still rents at exactly the same price as it rented before the subdivision – and that's all the bank's interested in.

I can subdivide the land and have no problems, and I knew that straight away when I bought it. So I made $20,000 just by subdividing the land. Now I've got a free block of land and it's worth $20,000.

Now what I'm going to do? What I said before, I've got to do wholesale so that it's going to be worth more as retail at the end. I'm going to maximize that.

What I do is, I put a house on that block and the house cost me $70,000. How did we build a house for $70,000?

It was a relocated house. We bought it at one location, cut it in half, moved it there, put it back together. You see it still had a wholesale value to it. I didn't pay retail prices for a brand-new house.

Houses in that area were worth around $140,000. Most are actually worth a little bit less, but this house was only ten years old, newest house on the street, when we put it on the land.

This house was much better than any of the other house on the street.

As the best house on the street, it's worth $140,000 but only paid $70,000 you've got to love that.

At a revalue of $140,000, I now have $70,000 equity, two houses, not just one house, and it's my first deal. I bought one, I end up with two, and I have $70,000 of equity with the bank.

I can draw against that or I can sell the lot and walk away with it.

We also ended up with $6000 per annum positive cash flow. After all the bills were paid, we still had $6000 per year going into the bank account..

USE MY SYSTEM TO BUY YOUR FIRST HOME AT A SIGNIFICANT DISCOUNT

I want you guys to be able to use this strategy, even if you want to buy your first home.

So, let's use this strategy to increase the value on your first home. You can use my system to build homes at a significant discount. So how would that work?

Well, this is what we did, we bought a block of land and we built a house on it using the wholesale strategy which I now teach all my students. We bought in the right area, paid a low price for the land and used wholesale strategies to build at a significant lower price than anyone else. Actually, it was half of what everyone else was building at.

We paid $600,000 in total for the land and the build. The valuation is $900,000. So that's a really smart way to do it.

Because at the end of it, we had your own home and another $300,000 of equity in the bank. Who likes that?

$300,000 you can draw against or you can sell the house if you want and walk away with $300,000.

At that stage, you quit your job because you say hey, I'm pretty secure here and you keep doing this strategy. Would you quit your job and just say that's it and kick back? No, you just keep doing this strategy and you'll have cash in the bank.

We had $300,000 equity in the house and that's like cash in the bank.

If we moved out of that house (which obviously we did because we kept developing more and more, going bigger and bigger) then we get cash flow of $36,800 a year positive renting out that one little house. Because it's brand new house and we designed it for maximum cash flow.

That's the beauty you have when you're not buying a home that someone else has designed, you're actually building stuff you design for maximum cash flow.

Today it's worth $1.5 million.

Now this is a system that's repeatable.

MY NEXT DEAL

Here's our third deal. We bought the empty block of land with the yellow house, one package, they were using it as a driveway.

I knew straight away what I was going to do with this. I knew the design; I knew exactly what I could do before I even bought it.

I targeted in the right area; I knew all the strategies. I could just see the deal, see the zoning, knowing what was going on, calculating it in my head. Yes, that's going to work.

Most people can't do that, because they don't have the skills of property development.

They also pay too much. Even if they are building new, they pay too much. I want you to do it the wholesale way.

With that one deal, there was $800,000 profit!

That's what you're looking at there – $800,000 profit. It's a lot of money, but it's not impossible. It's very possible.

What is impossible is for you to do that in the space of two years if you're just working in a job because most jobs are under $82,000 per annum. That's kind of the average, most people aren't even on that. But that's not profit because you have to spend the money to live. If you saved diligently you might end up with 10%. So, it's actually impossible to do that type of thing with just a job wage.

But I made 10 years' worth of work within the space of just over two years. 10 years of work without spending a cent can give you $800,000. I do deals like this in 6 months now. It's something you only get better at.

The cash flow out of that one property pays all the interest payments of both. So, I kept them always knowing I had $800,000 equity I could draw on. Cashflow? One property pays all the bills and payments the other provides a nice spendable cashflow of $72,800 a year.

When we completed it was valued at $2.4 Millon? Don't forget the purchase was $900,000. The value of these is now $4 million. Why is it worth so much? Because we develop in the specific areas that we know are going to work for us and grow in value. I only build property developments where I know it's going to go up in value.

So, we develop the skills of making money by doing things that other people can't see. That's what I can teach you too.

DON'T WAIT FOR GROWTH, CREATE IT!

We don't wait for growth, we create it, we buy properties like this that other people don't want. Properties other people don't even look at. Other people wouldn't pay for this property because down the road, they could pay a bit more and get a fully finished property.

You couldn't even renovate this property and make money out of it. So that only reserved it for property developers, and that cuts down the competition.

And we cut it up and we turn it into five properties.

And I didn't have to use my money. I could buy a property with an investor's money because at the end of the day investors are looking for a return on their money.

They want to put money into some type of system and in a year's time double it. Wouldn't you do that?

If you had $500,000 in the bank wouldn't you want to double that money within one or two years? Yes, that would be a smart thing for you to do.

Investors aren't wanting to just give it to people. They don't want people that go and gamble it, no, they like the idea of property development because they can see that a real tangible asset is being developed on that property. They can see that you're doing it from a wholesale mentality, turning it into a retail product so they already see the growth in there.

But what they want is a better return than what they're getting right now with other investments.

Some shop talk here, we don't buy 'cakes', that's what we call a house you can't do anything to. You can't sell off pieces of that 'cake' and pay down the debt, Its one whole cake, I want to bake the cake and sell off the slices.

So what we do is we buy a property, build the cake, we cut it up and we separate it into five townhouses. Each townhouse is a slice if the cake.

How do we pay all the costs?

We cut it up then sell pieces – one, two, three, four – all our debts paid off. All our wholesale costs get paid off. That's the land, that's all the costs to build, all the fees and charges paid, finished, done – no bank loan.

But guess what. **We get a spare slice of the 'cake' and that's a house.**

That's why you should be doing property development because you can do one deal and own your own home outright.

That's what some people want to do.

You just need the strategy. You just need the skills and that can be taught to you, anyone can do that.

Or else, you can go to an investor as the property developer and get them to finance your journey for a split of the profits of that last townhouse. We offer to use their equity and borrowing to build five townhouses and at the end, you will have one that's unencumbered and they can have half the profit on that, or buy you out. It's actually pretty simple.

So, what that means is that your investor gets half, and you have the other half, or maybe they pay you a flat fee. Whatever agreement you come to.

What you now understand is that you don't need the money, they are happy to fund the deal that shows a good profit margin. They are happy with those type of deals instead of many other ways they could invest and lose money.

This opportunity is showing them a real product produced wholesale with a higher retail value at the end of the project. That's called a good safe outcome. A real asset they can see their money producing.

So, here is what you do, let the buyers buy the slices, let them pay down the debt for you. Let them help you by buying the four and then you keep the rest.

If you have that townhouse, you have choices. You can profit by selling that for $550,000 and put that in the bank.

WHAT ABOUT TAX ON YOUR PROFITS?

You're going to have to pay tax on that but that's fine, because what if I said that you'd work 5% of the hours and you'd make $550,000 out of his new job?

Some people go "Oh, I have to pay tax on it". But who cares?

You didn't have to put more hours in. You can make that money on the side and go surfing everyday if you want. You put in such a minimal amount of hours to make such a massive amount of profit – in some cases five times, six times the average wage.

The hours are not the profit margin, it's the strategy that produces your profits and supplies double your wage. Do you want to go to work every day and earn less or earn double and let this system pump out double your wage?

And what if you didn't have to put your own money but use other people's money and still be in control of your profits?

I love producing a product and the buyers pay off the debt and you get to keep it and have a few choices of how you distribute the profits.

You could sell that home and make profit, or you keep it and rent it out for $650 a week. That's $33,800 positive in your bank account a year. That's a constant income start for the rest of your life. One great thing we all know is rents rise with inflation and so this way of producing positive income is inflation proof.

To me it's like I could go surfing for a whole year and I still make $33,800, that's exactly what it is.

You don't pay tax unless you sell.

So, what that means is that if you don't sell that property, you don't have to pay capital gains taxes. You didn't make a profit because you didn't sell it.

If you don't sell that property, then you also don't have to pass on the 10% that's built in GST. So, if you sold for $550,000, you have to pass on $50,000 to the government. So, don't sell it, don't pay the GST. But how can I get the profit out and use it and not pay tax.

With a property valued at $550,000, you can go the bank and say, "Can I have half of the value of my home $225,000?" Yes, no problem, they would say.

You can draw down against it's worth. Refinance say half of the property, $225,000 and spend it how you want.

Go use that money as a deposit on another property development and then cash out of that one and pay back the bank. This is how the smart investors keep accumulating properties but don't need to save a deposit.

You have that redraw facility with equity and that's what it's really all about.

The Ultimate Catch-Up Quickly Retirement Plan

BOOK YOUR SEAT NOW

In the exclusive online masterclass, Jason pulls back the curtain and shows you his formula for rapid wealth and success.

In this free webcast you'll discover:

1. **How to acquire sites below market value** – even if they are not for sale right now (this is where you can make money going into a deal – before it's even developed)
2. **How to maximise any site for increased profits** so you make more money out the back end of the deal as well.
3. **How to make sure you have the right site** – get this wrong and you'll get stuck with a dud that can can't turn to a profit.
4. **How to mitigate risk** on any deal and lock in your profits or secure a free property upfront.
5. **How to find money partners** who will jump at the chance to fund your deals over and over again.
6. **What to ask when negotiating** to take the risk out of signing the contract and lock in the right deal.
7. **How to make money before a single shovel has broken ground** – this is where you also show the banks why they should lend you more for your next deal.
8. **How to copy and paste your process** or the processes of other successful developers to not only get the most from your deal but also be able to do it again and again.
9. **How to make your properties more attractive** to buyers than other properties – this can make for really fast sales and more money in the end.

Book your free seat and join Jason today! **BOOK YOUR SEAT NOW**

SECRET #2: YOU DON'T HAVE A LOT OF MONEY TO GET STARTED? NO PROBLEM! HOW TO USE OTHER PEOPLE'S MONEY TO FUND YOUR WEALTH CREATION DREAMS AND FINANCIAL FREEDOM.

Are you already thinking, hey that's pretty smart? I want to do that. Why aren't I doing that? So that's how they do it. Are those the type of questions going through your head right now?

The great thing is you don't need a whole lot of money to get started. I get that objection all the time. People ask me, do I need a lot of money to get started? No, you don't.

Actually, this was my first 'no money down deal' and I did it from a hospital bed!

Not long after my first deal I went to play paintball with my mates. While playing I turned my leg in such a way that it just shattered the whole leg bones. My boot was hard in the ground and when I turned the bones in my leg were shattered. It wasn't a break it's a shatter.

So, what that meant was I couldn't walk for a year. So, I lost my job.

Straight away I thought, hang on, I've got a side hustle here, I'm going to jump into that side hustle full time. It was the best thing that ever happened to me in my life. To actually give her credit it was my wife's idea that I spend time in bed doing deals instead of playing PlayStation games. I actually got good at both.

Benny, my mate in the picture, he's learning how to do my old job but he's also helping me as a property developer. I told him," Get two computers, so we can do this really quick, because I really want to find a property, but I don't have any money, Benny."

Benny's like, "How you going to do this Jason? You don't have any money; you don't even have job."

And I answered, "I'm going to use this strategy. I'm going to prove to people out there that I can double their money."

"I'm going find a property I can do something with and then I'm going to do a deal with them 50/50. So that means split the profit 50/50"

Benny says, "So how can you do that in a hospital?"

"Benny, I don't have to renovate, I don't have to do anything physical. I have to find a property like I found it before, then I'm going to subdivide it, make one into two and get all the value out of that second one. I'm going to find that deal for an investor and I'm going to get them on board."

That's exactly what we did. We did a no money down deal with someone else's money. We didn't put any money in, and we found this deal worth $575,000.

The subdivided land was worth $290,000 on its own. So, if we subdivide it off and get the land on its own block and leave the house on its own block. The block the house sits on is actually worth only $500,000.

OK, so $500,000 for the house and land is $290,000, $500,000 plus $290,000 is $790,000.

Can you already see?

With those figures alone, if I explain it to an investor, they're happy with that. They're like, OK. We sell the house for $500,000 and we end up with a block of land worth $290,000. That means the total profit was $145,000.

So effectively that's what we paid for the block of land – $145,000 and it's worth $290,000. I give you a block of land that's worth $290,000 for $145,000. What do you say? Thank you, Jason.

We just made $145,000. Did we do anything that amazing? Could you do this from bed? Yes, you can.

I can give you the skills to know how to find those properties. You have to know how to develop those properties and that can be taught.

Now my profit out of that deal was half, like I said before, 50/50.

I'll make the investor $145,000 and all you have to do is supply the money side of it for the deposit.

You don't have to supply the loan because the bank will give you the loan but there's going to be a 10% or 20% deposit or whatever you have to put into it.

This investor put in that small amount of money and now has a block of land worth $290,000 and we made $145,000.

So, I said our deal is half. Sure, no problem, she went to the bank and said my land's worth $290.000 and I would like to borrow $72,500 against it. No problem, here is $72,500 and she gave it to us.

Then she said, "You know what, I'm really, really busy. What can I do with the land?"

I answered, "Build on it. If you build on it then you're going to make another chunk of money."

She wanted me to do it for her. Because I was just starting out, I said it will be four months' work. That's how long it's going to take to do that build. I'm not doing the actual build, but I will find the people, I'll get a team together and I'll use my strategy. I'll will make sure it's done right. I'll take care of everything and all I want is $7,500.

So that's four months in a bed lying down and I've already made a big chunk of profit plus $7,500 for telling people what to do to build a house for someone else.

Obviously, I would charge more now but that's OK, isn't it? $7,500. I put in less than an hour a day, not even working really, just checking things. I did this, did you get this? Did this happen? Can you send me a photo? Send me photos then I can get you paid, thank you. Then I send the report on.

The investor is busy and wants a full report of what is happening each week. They want someone to manage the process for them. Someone that is on their side making sure everything is on time and cost efficient.

Word started to get around what I was doing, and people started asking if they can be next.

So out of that first no money down deal, in a hospital, with no job I made $80,000 income. My wife said to me, you may as well just stay in bed the rest of your life. I put in zero and I made $80,000, that's the important thing.

A SYSTEM SHOULD BE REPEATABLE

Do you want more investors to come along with more and more projects? Learn the skills, become a specialist and repeat.

Here's another no money down deal.

BUY $898,000

PROFIT $300,000

This one cost $898,000 to buy. We developed that property as you see in the picture above and we made a $300,000 profit.

BUY $565,800

PROFIT $300,000

Another one, and these are all deals I've actually done. Bought this one for $565,800 well, I didn't buy it I sold the concept of a profit split to an investor. They buy it for $565,800, then we develop it and we sell them all off. The profit out of that was $300,000.

BUY $570,000 **PROFIT $400,000**

He's another one. $570,000 to buy this. We developed it into four townhouses, and we made $400,000 profit.

I put no money into any of these deals and we all profited.

And it's a good deal. It's a win-win situation. They've got good jobs but no time, and you are able to use your skills to produce these types of profits that produce your margin.

Can you see what we're doing here? It's not dependent my wage. I don't actually have a job and I'm making $400,000.

Would you like that? You don't have a job and you make $400,000?

That's the reality of it. You pay wholesale but the actual value of it is increased selling it for retail. So that's how you make that $400,000.

The big secret is you get the skills, you find the deals and the money will find you.

WHAT DOES THE MONEY PARTNER WANT?

Why would they do this? What's the sense in this for them? What do they want to see?

Well, they want a better return than the bank. If they put $450,000 cash in a bank in a long-term deposit, they get $26,100.

If they put the $450,000, into a property development you are managing they can earn a lot more.

They will actually buy the property in their name. They own it but you control all the steps and processes of the development.

Within two years, I can make $287,000 on the $450,000 cash that they put in. So, on a typical deal like this small one, that's $450,000 returned to the investor plus a bonus of $297,000 on top. That's the type of profits that are being made. That's why they want to do it.

People are looking for opportunities and they want a sound business strategy. They want someone that they can understand. They don't have the time or don't understand property development. They don't want to work with councils, builders, designers, marketing and so on.

You explain to them in detail how we take a block of land, we split it in two, we get two separate titles and build two brand new homes. But we don't pay retail value. My system allows us to acquire the land, then I get my team of professionals to get all the approvals, build the houses, everything. At the end of the project, it's valued at more.

So, you can keep it if you want or we can sell it.

It's the easiest thing for investors to understand. They love the idea that it is a retail product.

PROFIT FROM YOUR NEW SKILLS

How do we use these new skills to profit even more?

- **Deal Flipping** – we find deal and sell a deal on to another developer
- **Plan Creation Fees** – we charge a fee for preparing a Development Application (secret - we are leveraging others to do this)
- **Management Charge or Split on an Entire Build** – could be a joint venture profit split with property owner.

HOW TO FIND DEALS AND FLIP FOR FAST PROFITS

How do I and my students make chunks of cash on a weekly basis?

Here are a few quick ways.

- Students find deals for other students and charge a fee
- Students finding deals for public – sell with an option contract
- Students doing part-time preparing an application by delegating the process of an application and charging a $50,000 fee.
- Students getting licensed to on sell their deals with a report and charge a healthy 2.2% commission. This is a quick way to make $26,000 in 2 weeks worth of delegated work.

How would you like to make $26,400 for two weeks work? Are you interested in that?

$26,400 for two weeks work and you don't have to put any money in. It's the skill that I teach people every week.

There are other property developers in my community, they're looking for deals and opportunities. You find a deal; you do the numbers on it with the feasibility tools I will give you.

You put together an IM (Information Memorandum), its easy you copy mine; you present it to potential interested parties, you've got a buyer's agent license and you sell it off to them for 2.2%.

So, 2.2% commission is yours. That's a $26,400 cheque in your hand.

Is that really possible Jason, you ask. Yes, it is, because I've done it.

Above is a property example of a raw site where you can build town-houses and make a profit of $570,000.

You charge an up-front fee of $26,400 for passing on the deal.

Like you, developers are in the high profit game and have cash sitting there waiting to pay people with the skills I teach.

Above is an example of a finished deal done by another part time property developer who doesn't have time to look for properties. This deal has a profit margin of over $500,000. He paid me to find him an opportunity. The fee was 2.2% of the buy price of the deal.

He is very happy to pay a small fee for it, happy to do that on every deal.

The secret is learning the whole process that any other developer would follow. You can then prove the profit margin the same way they would evaluate it.

If you did 5 of these fees a year, and each had a $20,000 fee on each deal you would replace your average income and only work part-time you would have endless clients waiting for you to keep bringing them deals.

PLAN CREATION WITH A LAND OWNER

Another popular high paid part-time strategy you can offer is a service to an existing property owner.

You have many tools that allow you to see untapped opportunity for current land owners. You approach the owner of a property that you know have untapped potential. You present an opportunity for current owners to use your services to untap a higher value of their land through a development permit.

You tell them you have a team that work together to form a plan, not actually build, but just get an approval, which will increase the value of their property by $1 million dollars.

You ask them if are they interested and for your work you them a 10% value fee.

So that means, if we increase the value by $1 million, I'm going to charge you $100,000.

The property will be worth a million dollars more than it is right now and this is just some paperwork.

We never touch the property.

The owner can keep doing what they're doing but it'll be worth $1 million more than what is right now with DA (Development Application) approval.

You have learnt the skills along with the process that when followed correctly allow you to leverage a team to do the all the work you as you delegate the process. I need you to understand it's part-time minimal hours on your part, as you are now the planner not the earn-by-the-hour employee.

You have time and are following a smarter strategy by swapping skills for income instead of exhausted time for income.

You are not working on that approval – your team is.

There's another way you can get paid whilst not putting in a cent of your money.

Allow people to value your skills more than your money injection. They have money, but they don't have the skills.

The investors are pretty smart. They actually leverage you to make money for themselves.

It's a win for you because you did not need the money injection and can actually do this part-time. The bonus to you is you can do several of these at once.

Imagine a situation where you did not put money into deals but where paid a profit split because they value your skill to invest their money in Let me tell you about a deal where we did exactly that.

The owner bought this property at retail price of $855,000. They paid top dollar for it. They can't do anything with it, and they were only getting $495 a week in rent.

So, they said Jason, property developer, can you remove this house and put two new ones on there? And our idea is we'd like to sell one and keep one.

We took one house away and built 2 new homes worth 1.3 million each. One of those new homes is sold and they keep one.

The result for them was a brand-new home that rents for $1,200 per week. That's a lot better than $495, plus they made money when they sold the other one.

I got $300,000 and they got $300,000 profit.

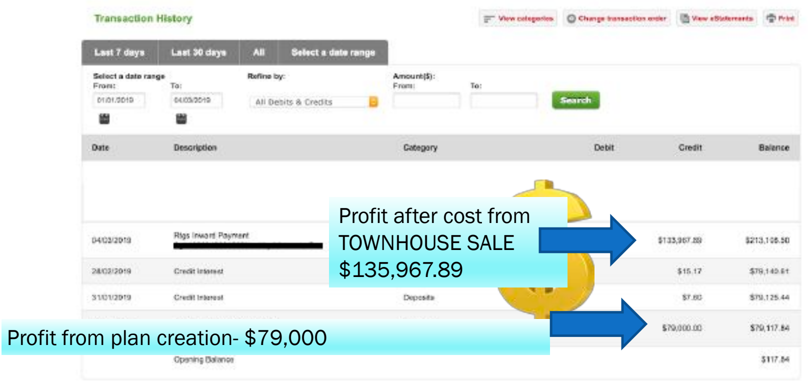
Do you see why they happy to do these deals with me, because they're profiting.

They got a better product that is renting out more, it's has more value. But they don't have time to do it themselves or they don't know where to start and that's fine.

These opportunities happen all the time.

Imagine your bank account when you are using these skills.

Here's one of my bank account statements.



I don't normally share this but, what the hell let's go.

This just shows you the strategies used in tandem. The $79,000 is a profit from plan creation. The $135,967 is the profit from a townhouse sale.

The cool thing is when you have money in the bank, you get interest which is pretty good too.

$79,000 was a 10% fee for a $790,000 uplift when a busy owner paid me to do the process of for them of a development application.

The $135,967 is the profit after the sale of another finished townhouse. Would you like your bank account to look like that, where money comes in from something other than your wage? Something you don't work on full time?

Your team does the work, because your delegate them with the unique process you can be taught of leverage in property development.

And that's a side hustle, that's not wages. That's finding something that will work while you're still at your job or while you're not working at all.

And the money comes out of converting a wholesale product and selling it at retail or from selling your services.

You should be doing this. You might say, "but I have no technical or building development experience, no idea to put the puzzle together."

Good, that's fine. You can still do this. I'm telling you. You can.

SECRET #3: ACQUIRE THE SIMPLE SKILL OF KNOWING WHAT A HOT DEAL IS AND WHAT IS NOT. THEN OFFERING THAT DEAL TO HUNGRY PROPERTY INVESTORS.

It's the new model. The new model is to discover that you can acquire these skills and learn how to recognise what is a hot deal and what is not.

The skill allows an opportunity offered to hungry property investors that are cashed up.
You say hey, I know how to find the best deals.

I know how to build something at wholesale and sell it retail, with a massive chunk of cash in between. And that's the profit that we're going to make on this.

WE USE SECRET WEAPONS TO ONLY PAY WHOLESALE

Imagine going out tomorrow and you're only competing against 1% of the market, because **99% of market don't know how to do this**. They don't have the strategies, don't know how to get an investor's money on board or they are just wanting to buy one house and they want a house to be quite nice. They are seeing the value in buying houses that are complete.

That's what the average property investor looks for. They expect to get a 4% return, a 3% return or even zero return on the rental. They're just trying to buy houses long term; they're doing it the old way.
If your turning up to houses that other people are also turning up at then you're competing and cannot secure a "below the market" and "off the market" deal.

How can you profit if everyone else is competing against you?

Imagine not having to compete with 99% of people in the market, I don't. 99% less competition, how would you like that?

The properties that we buy, we aim to convert to a higher value. This means that 99% of the market don't have that skill and therefore, they don't compete with us.

Our deals don't even get to the public. We have secret agents that deal directly with us and never talk to the public.

Now let's go back to that 99% and see how we actually profit from them.

As I said before, they are looking for retail product. They are emotionally attached to a property and that emotion goes crazy when they are offered a new product.

Often our products are affordable purely because they are on smaller blocks of land. The products we build are desirable and affordable. Our buyers are the 99%.

The skills I teach are secrets that can make your profit margins ten times that of the average investor.

You don't even compete with the full 1% because most property developers do only one or two developments at once, over two years.

I do about five deals at once. Now before you start thinking that sounds like a lot of work remember I have multiple strategies available to me. All the deals I do are part-time.

I teach people how to scale with a locked in repeatable system. A couple of small ones and a couple of medium deals.

We also get a nice commission for services at the same time.

Why not? We have the team, we have the system, we know where to get the deals. Let's make it work for us.

My new method teaches people how you can do deals not limited by your cash going into deals. If you want, I can show you how to do four or five over a year.

Market fluctuations don't worry me as I am building the value way beyond what I paid for the properties. The trick is to be always following a system and know where to go, what to build and how to always add value. Like any great system it can be taught and copied.

The system also has some secret tools.

Let me share with you a secret tool that is not commonly used by the novice investor because their lack of training won't allow them to untap the profits.

Once you have this strategy, we can use these tools.

You can be taught the system, you're going to have the team, you're going to know how to do it and the best thing is you're going to know exactly where to do it.

So, these secret weapons tell us the where the profits margins are to be made.

Even better, the council support me to make that profit.

We work together. They give me their LEP maps showing me areas I can increase the potential of the land. I stay away from the areas they don't want me and where I don't profit.

Simple right, let's not go somewhere unless we profit. LEP Maps, Google it, you'll see it is free information. They want me to focus on areas within that map and will support me.

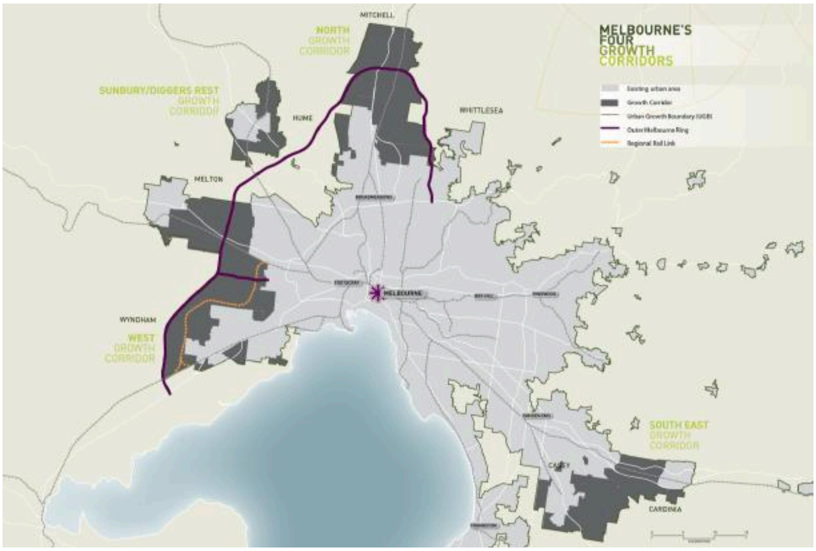
You probably haven't used it before, because you didn't need it. Maybe you're doing it the old way. Nothing wrong with buying property, but I like to buy property and make massive amounts of profit, so I don't have to work.

That's the strategy that's working for me, and it can work for you.

Instead of just going to one area, **I target the areas called Growth Corridors**. This is another one of my secret weapons.

These are areas where the council is saying, we need you here (not we want you) we NEED you here, because these are the areas that we designed for growth.

Growth means more density, which means we need property developers cutting properties up, so more people can live here. That's it.

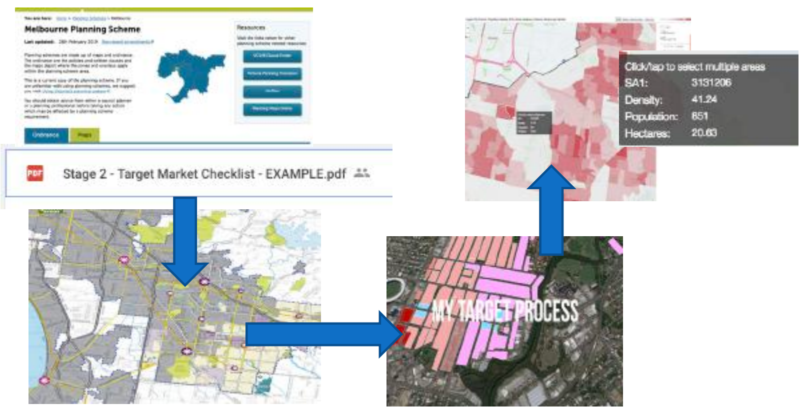


This is a growth corridor map of Melbourne.

We use these types of maps and we correlate them, then we break it down to the best potential profit areas. I will train you to do this. We target the area with the easiest and highest profit margins. Where the council actually direct us to go to help them develop the suburb. We don't go anywhere else, we go there, I can pinpoint it.

We overlay all these methods to pinpoint the exact two streets that we're going to target.

Most people say the hardest thing to do is finding a deal. I can fix that. I'll show you the top three or four streets in the area. That's where we're going to do a deal.



And we only do deals in those areas which are zoned able for a higher density. That actually makes your job a lot easier. Narrow down the deals that don't make money and your left with the ones that do.

I don't look, I know where the money is and is not.

The major advantage to being taught these techniques is you never again waste time.

Imagine spending time to learn the secrets behind one strategy that when followed correctly, will accelerate your wealth in a few years, leading you to an income fit for retirement.

Your life changes dramatically, you leave behind your wage and all that worry about how you're going to retire.

If you're just the average old investor using the old model wealth will not happen fast enough for you to enjoy your life, and it will actually hinder you from producing wealth.

The old method ends up taking longer and costing you more. It will extend your stress as you constantly work missing out on life, being stuck in a job.

Imagine if you could learn a way this can speed up the profits – wouldn't that be worth it to your retirement plans!

FIND THE DEMAND. FIND THE TREND. FIND THE PROFIT.

How do we produce an affordable product?

You get one house, take it away, and put two houses there. It can be a lot cheaper than building just one big house.

Producing smaller convenient affordable products. These appeal to many markets.

A major demand shift lately has been the mature age downsizers.

They are looking for one level apartments without the hassle of stairs. They also need to be located in a convenient area with all the facilities.

We can offer a great product at a price they can afford.

Who else will buy our products?

Many people are very happy for their first buy to be a smaller townhouse. It's cheaper and more convenient and an investor can rent it out – bang, like that.

Imagine the ability to build four townhouses, make profits and the last one you keep, for little to no debt.

Developer's make hundreds of thousands out of these sales, so why not just learn to be the developer?

There is a way to transition to a new way. You source deals at wholesale, lock in the 20 to 30%.

You don't need any money to start. There's plenty of people that will invest in your strategy, in your business, your idea, whatever you want to call it.

So, there's three big secrets that are going to help you with this.

SUMMARY SO FAR

The old model is slow and dangerous.

The new model is fast, doesn't need your money and it's repeatable.

Secret #1 – You have the skills to source wholesale deals and lock in 20-30% upfront in profit – They are undervalued in potential – We unlock them with knowledge

Secret #2 – You find the deal and the money finds you – no money down

Secret #3 – Find deals and flip them on to hungry developers for extra chinks of cash.

Next two secrets to come.

Secret #4 – How to create BIG CHUNKS OF CASH AND POSITIVE CASH FLOW REAL ESTATE

Secret #5 – How to implement my system even if you have zero experience right now

NOW I'M GOING TO SHOW YOU SOME REAL CASE STUDIES.

I'm going to show you how to maximise property development, so you can make maximum cash flow and have the maximum chance of success. I'm going to show you all those types of deals.

But I know some people reading this right now are saying, you've got me. I understand it now.

I need you to understand it. This is why I wrote this book. I need people to understand that it is a new way.

To help you understand it you need examples, you need proof, you need to understand the background, the secrets behind property development that you've never even heard of before.

You will see townhouses going up and you will say to yourself, someone's making money.

I did that and I always wondered how they did it. I would drive around an area and see developments and think "if only I knew how to do that, I would".

Now I know it is possible and I am happy to teach people.

When I started I had no idea that there were so many options I could choose from to make profits. It's really exciting and I will share that now with my next two secrets...

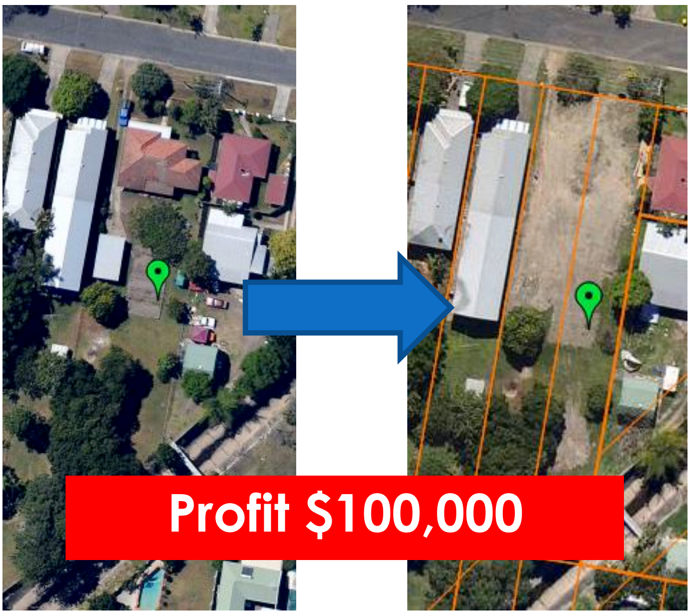
SECRET #4: HOW TO CREATE BIG CHUNKS OF CASH AND POSITIVE CASH FLOW

BIG CHUNKS OF CASH DEALS

Once you are educated in property development you have the skills, you have the tools. We call them '*schools*', skills and tools.

With them you can do these simple, very profitable things.

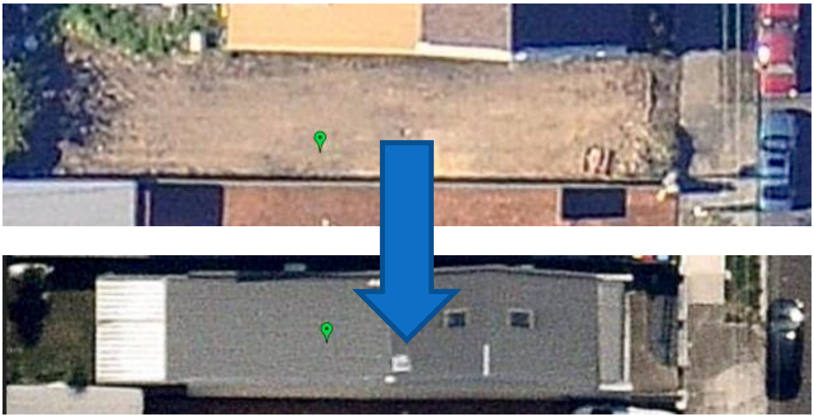
1. Subdivide and sell off land



You take a property, divide it into two or more blocks of land and sell.

Made $100,000 profit.

2. Build a house for wholesale on a block of land



Profit $300,000

You find a block of land and we build one house on it – for a profit of $300,000.

3. Split a block in 2, then wholesale build 2 houses

Profit $380,000

We demolish one house and split the block of land with our subdivide skills. We then build a brand new house on each block and sell them. This is all within the space of nine months. I like these as we can do them on the side. I'm doing four at the moment.

How can I do 4 at once? I'm not using my money, so I am not limited.

The repeat system we use is a copycat system.

The funds for the project are 100% covered by my investor. They see these as an easy flip for their money. They like the profit margin.

They are happy with the 50/50 split. They are making good money.

$380,000 divided by two.

Half ours and half theirs. Would that change your life?

Think about that right now, how would you like to look at your bank account and see half that amount? $190,000 in less than a year.

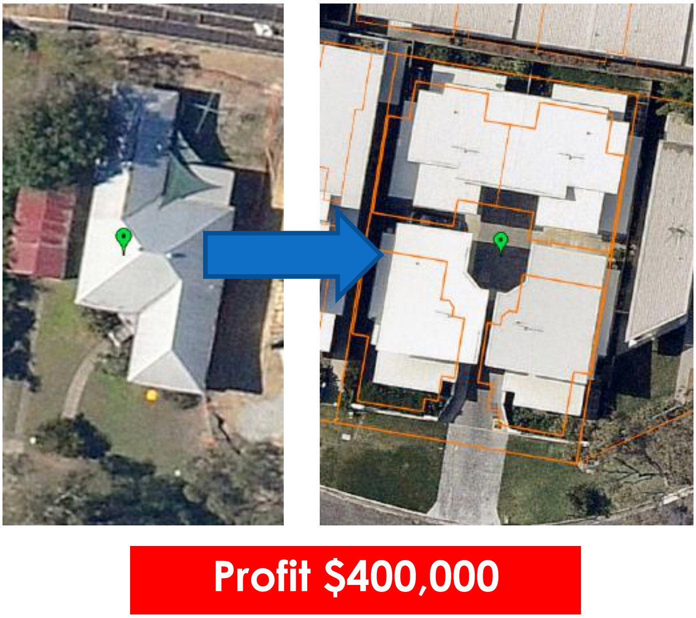
If your starting to understand the margin is there because of a retail uplift, your thinking right.

If you are starting to understand that investors like the strategy of taking old and building a brand new product because it is a great way to double their money – now you're really understanding it.

The third thing is to understand is that you have now discovered how to make a system work for your income with a team instead of just one person. A team can grow and your income is not dependent on you.

Yes, you are the limit to income, a system has no limit.

4. Subdivide land into townhouses and sell

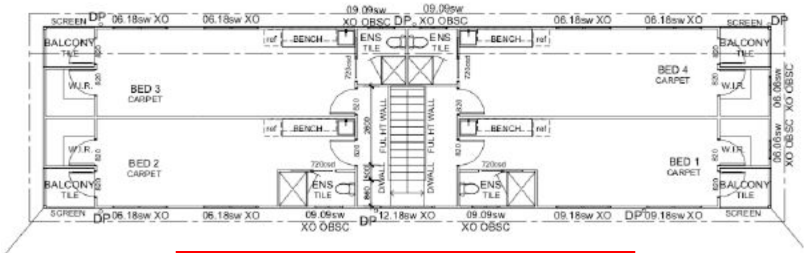


This deal made $400,000 profit. Its debts are paid off by the three townhouse sales and the last townhouse holds all the profit.

Now let's talk about positive cash flow.

POSITIVE CASH FLOW DEALS

1. Rooming Houses



INCOME $78,000 pa

You will gain the skills to be able to develop rooming houses. Rooming houses are 100% approved, there's no development application process with the council.

Its private certified, you find the land you build the house, that's it.

The income out of these is $78,000 per annum. Imagine that.

You know how to develop. You know to find the right area. You know, the right size and you know how to do it wholesale, where the end value of anything you do is worth more than you started

And at the end of it, the income out of this is $78,000 per annum.

2. Boarding Houses

INCOME $286,000 pa

How about doing boarding houses? We can do that. You'll definitely have the skills to do that. You'll definitely have the strategy to do it.

You'll definitely know how to do it, where to do it and will have the team to do this for you.

Income out of that is a whopping $286,000 per annum.

Imagine that – $78,000 or even $286,000 – you're going to be happy.

It's funny when you start, people will start going, NO, what are you doing in property development, really, you think you can do that?

And then they'll start saying, "I'm warning you", or "Did you read the newspaper articles" and they'll say, "Oh, this newspaper article is saying its risky and the market is risky".

Fair enough. They have no idea about your solution or your strategy, but that's fine because these people love you. I'll never ever have a go at someone for looking out for me.

But what happens is after one or two years, they start coming to you and ask for your help. Your good at this stuff.

That's interesting, because that same person that was warning you is now saying help me.

Someone will be saying, "I can see that this is working for you, your always making money. I thought property was a bit risky."

I say, well, it is risky if you don't know the value of things, but I know the end value and I know my costs, before I even start.

Then they start asking for help and that's really cool.

3. Multiple Room Leasing Houses

INCOME $72,000 pa

This is just a normal house built by you to a strategically controlled design that has different areas that you can rent out separately 100% legally for $72,000 per annum.

$72,000 per annum! This is done from a design I have. I'll show you how to do that.

4. Childcare Centers

INCOME $267,280 pa

Developers do these every single day, no problem. You can even do these for childcare providers.

They actually are looking for developers to find the site, build the site and they will sign up to buy it off you at the completion.

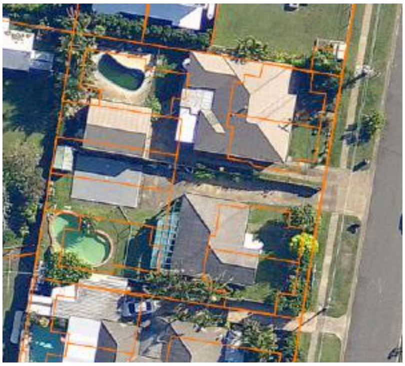
Or you can keep it and lease it to them too. Or better still, you can do it all yourself.

It's business, and it generates $267,280 per annum.

At any time, you can sell the whole site with a business locked into the lease. These are *very* transferable cash reserves.

Who would like couple of them working for you? Wouldn't it be easier to just be sitting back and making that type of money? That'd be a lot easier, wouldn't it?

5. Rent Roll (Rental Agent)



INCOME $22,464 + $29,100

When we become property developers and we start to build all these products eventually we need to find people need to rent them. So, I can set up a side hustle, on top of the side hustle.

After I sold all my townhouses or units, I go back to each buyer and I offer to rent it out for them, find a tenant and manage the property. Then I charge them a commission. The rental commission out of that nine pack in the picture above is $22,464 per year.
They all say YES because I can offer a lower rental commission than the agents.

Hang on you own one of the nine yourself and the rental income on that is another $29,100 per year, put those two figures together.

Hang on, let's look at the product, it's a brand new. It rents straight away.

SECRET #5: HOW TO IMPLEMENT MY SYSTEM EVEN IF YOU HAVE ZERO EXPERIENCE RIGHT NOW

I told you before and I'll tell you again, you don't need to be a builder, architect, town planner, building surveys or civil engineer.

They are your team.

They've got all the education and now do all the work. You don't need to do the hours that they do and you don't need to do the education they have.

It's actually better if you don't. Let's concentrate on accelerating you to the top. **I want you to be the General of the Army**.

I want to hand you the battle plans and hand you the right people for your army. You're going to be the the boss straight away, rather than the foot soldiers in the trenches.

Let's stop learning how to work and start learning how to direct.

You'll have a system and you run that system, which means you make the profits while others work in your system.

I need you to stop right now and ask yourself a question.

Are you currently working in someone else's system right now?

Would you like to charge that in the quickest possible time so that next year when I ask you this question you say actually, I have my own system?

I know what stops people.

Is the lack of time and money an excuse you find yourself using for not being able to do something?

Here is a proven system that does not need your money to start.

I have shown you the profits, I have shown you the plan and I can teach you the skills.

If you have no time. You lack time because you're working too much. You need a team to help give you time and you hand your work to them. Take some time off for yourself.

If money is something you never seem to make enough off then again – it all just comes back to how you make money.

Is every cent you make dependent on you?

Change that now, make a decision to focus on a system to making money where you not limited to just *your* time.

It's clear, you have to agree, the best way to be wealthy and to be successful in this world is to have a system and an army.

Henry Ford did it. He didn't know anything about cars. He knew the right people to put in his system to pump out cars at a wholesale price, selling it as a retail product. With a massive chunk of profit in between that.

But you don't need to know how to make cars – it's too competitive anyway.

But I can tell you the least competitive way right now is doing property development, because you can make a huge chunk of money out of one site.

My system has proven itself for over 10 years now and I can prove it has worked for many other people too. All you need to do is start using this system for yourself. You're the boss at the top.

What happens is you work out the figures that will show you how much profit you're going to make straight up.

You inject some money into it. Whether it's your money or someone else's money.

And then you work out how much time you need to put in and how much time your team needs.

You can put in as little as five hours a week to do this. That's what I work, just five hours per week on my system. Now that time is really efficiently done.

What do we do in those five hours? You manage the projects and tell other people what to do. You give these people 75% of the work.

You can even replace yourself if you get a project manager on board.

When you're making $500,000 a year, you can pay them $80,000 a year to do your job. They will run your system.

So now you're only doing 5% of the work.

Your project manager is now looking after your army – your town planner, your architect, your builder, your real estate agent, your accountant and your money partner.

These are all deals that I've done. I've perfected this system in a way that I can now train you how to do it yourself.

WHAT IS SUCCESS?

Success is you, your system, your team of people producing a profit every year. That is the secret to success.

I've done all the work for you. You don't need to figure it out. You just need to follow it. Are you OK to do that?

Are you OK to follow someone else's system step by step to make profit every year?

If the answer is yes, great, here's a summary of the things that I've covered.

Transition to the new way, I showed you how to buy undervalued properties and turn them into profit.

I showed you how investors beg you to bring them plans for better returns.

I showed you many ways you can produce multiple cash flows from potential deals and new skills.

I showed you multiple revenue streams, flips, fees for service and joint ventures with landowners.

I showed you how you can move forward and repeat the system.

You are the boss and the system has a team doing the work for you, to produce a product and you sell that product for a massive profit margin.

It means that once you are trained and begin, you can implement it over, and over, and over again.

You'll have something that you can use as a side hustle or go into full time.

Quit your job or keep working, or even don't work and let the products work themselves.

So, don't be on wages anymore. I'm not on a wage anymore and I don't want you to be on a wage anymore.

I want you to have a system running like this generating cash for you on the side, so you're not dependent on the wage anymore.

And you must be positive. My group is all positive people.

That's over 1000 members now.

I don't want people that are negative or excuse makers.

I don't want to hear that you can't do this, that you can't do what I say.

I am doing it. I'm using this system; I'm using these exact strategies. Many people like you have implemented my system and are now the bosses of their own systems.

This is the opportunity I have out there for people who want to invest with me in this private group, a very supportive group and I'll tell you more about that in a second.

I like to qualify the people I work with and get to know a little bit about them. It starts with a free session with one of my coaches. We need to find out about you first.

What are your needs? Where do you want to go? And are we the right fit? Is this going to be good for you?

And then you'll be 100% committed and that's what I need.

I need to make sure that if I'm going to give you this training, that you're going to be able to do it and you're going to commit to it 100 percent.

So, we have 12 places we offer at a time. I don't how many of people, are in the process right.

So, click on our link and make an appointment.

Locked in now and those people will be making arrangements to call you at a time that suits you.

Yes, this is a free coaching session targeting your needs and ability where we can see if we can offer you all the tools you need to make this happen.

I was offered an opportunity like this when I started. A chat with someone to see if this suited me and I strongly suggest you do the same.

Now for a quick bonus section, who loves bonuses? I do.

Here's three amazing case studies and examples of what's possible if you believe in a better future than your present situation. As these guys did.

PAUL

Meet Paul, he uses my system and he's achieving 10 million dollars' worth of projects in just over four years.

Paul was a human resources manager, that was his job. It was very dependent on his wage; he didn't get to see his family at all. There was a lot of responsibility with that job.

He had debt too. A lot of people out there are in debt at the moment. How would you like to do one deal a year and pay off that debt?

Then every single year have that type of cash flow. You paid off your debts and now that cash flow is coming in because you were smart enough to adopt a system.

Paul learned the system.

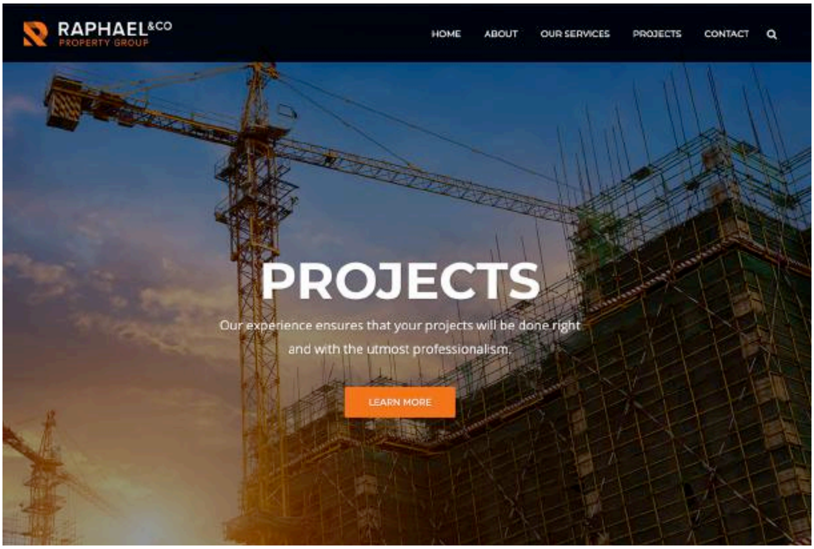
Paul started with adopting my lessons on creating his brand.

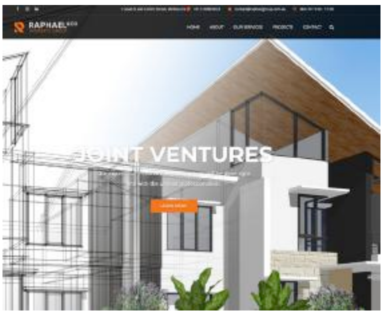
Something else I teach you to do is how to brand your property development business. I make sure you understand the most important thing as a property developer is selling that retail product.

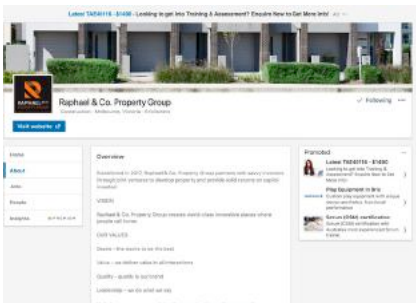
So, you've got to look fantastic.

As a developer you take something that it hasn't reached its full potential, something that's in pieces, and you put it together like Lego. It's not much different. You build something that was all in pieces and put it together, so it's got massive retail value to it.

But to do that we're going to have you branded professionally. I show you how to do it. Follow my system – it works.







So Paul business is Raphael & Co.

How would you like to look like this?

How would you like to have a professional image so you can display to people your logo, your branding, what you do.

Paul's First Deal (2016)

The first deal he did was a 'three-stack'.

Developing his own home with a 3-stack strategy and tax-free
– Renovation
– Subdivision
– Construction

The Development margin was 48% and a profit of $424,000.

He held it, so he didn't pay tax. He made $424,000 profit.

These are real deals. Finished. Done. Moved on.

Deal #2 1 into 4 new build (2017)

4 Townhouses (Melbourne Outer East)
Early access with a 12-month settlement
Close to public transport & shops
30kms from Melbourne CBD

In 2017 Paul committed to a townhouse project with someone else's money. Funded from an investor.

He used the exact process I used. He follows the program I designed.

He uses it to find the perfect location. He uses the feasibility I outline making sure he will get the highest possible retail price when he sells.

He attracts the money partners by implementing a version of the exact process I use. He starts from an experienced level.

He is recognised as having a system and implementation process.

It’s the system we taught him, so he does not start at the beginning. He is actually copying my system that I developed over ten years. He knows what to do and how to act. He knows every single stage of the process.

There’s a lot of tricks and I’m going to share every single one of them that I use with you.

I’m going to show you how you get fantastic returns, what the systems and processes are to find them.

Here’s Paul’s finished product. Four townhouses.

The mix of design, the materials to use – I’ll teach you.

The best thing about this project is it has a massive retail price tag to it, because the wholesale cost was done so well. It wasn’t overpriced, it wasn’t over capitalised, just a brilliant product.

Do you want to see what looks like inside?

Very appealing, beautiful design, done economically with a profit margin built into every product. It's the perfect match for the buyer. Exactly what they need, exactly what they want. Brand new products.

That one had a profit of $456,000.

Paul does not stop there; he enjoys the system and repeats it without limits. Let's move on to the next one, deal three.

Deal #3 JV Subdivision

This is a dual occupancy subdivision.

This subdivision sold the vacant lot (Dec 2018) Development margin 15% & IRR 87%.

Profit for Paul was $65,000.

With this one Paul charged a fee to do the development for someone else.

Small deals on the side. Why not do this simple process for others and make some money on the side?

Deal #4 Dual Occupancy

Dual occupancy subdivision / construction (Aug 2019)
Development margin 18%
Internal rate of return of 50%
Expected Profit $160,000k
Expected completion late 2019

This one is a Dual Occupancy. The profit on this is expected to be $160,000. These are quick, easy get-in/get-out deals, not using any of his own money. Another person funds the deal and they split the profits.

Deal #5 Duplex

Duplex side-by-side subdivision / construction
Settlement (August 2019)
Development margin 16%
Internal rate of return 87%

Expected Profit $305,000k
Expected completion mid 2020

A duplex development, you can keep one if you want. Sell one keep one. Why not?

Using your wholesale value method this product that's now worth $700,000, but it cost you only $200,000 to build. You have a massive opportunity now. Sell for a chunk of profit or keep for cash flow

Would you like to do that? These are deals that Paul is doing using the system exactly the way that I use it, over and over again.

Deal #6 Multi-Unit Development

6 Townhouses (4 bedrooms)
Settlement (April 2020)
Development margin 22%
Internal rate of return 124%
Expected Profit $746,000k
Expected completion late 2020

This six townhouse project completes in 2020, profits $746,000.

Now Paul was accepted into a group because he's someone that likes to give back to the community, that's very important to me.

Like I'm giving back to you guys now with this education, Paul will do the same for you, you'll constantly see him on our private community supporting you, showing you what he's doing, saying come along and have a look at what I'm doing.

But he doesn't want to deal with the public, I can tell you that now.

He wants to deal with other property developers and that's the best part about the community.

And that's fair enough. He doesn't want to waste time with people that don't know the processes and how it works. He just wants to deal with our property developers and talk about the system we all use.

You can see from the projects he has done how he's become so strong at this.

He holds himself accountable and he has a sense of connection with people now that he's never, ever felt before in his life. People that are all about using this system to create wealth. People who are all about self-improvement, about doing better and better. People that have time, people that have energy, people that commit to things.

Being part of this community drives him. He's a new person.

The funny thing is, he's going to have more and more kids, I know that because that's exactly what happens when you have a property development business going on the side.

You get so much time you figure, hey, let's have another kid.

LAURA

Laura is an amazing woman. She's a real shining light in our group.

She's a wife, she's a mom. She's a business woman. She's a property developer.

She uses property development to give her the life that she desires.

She was another HR Officer for a Government Department, just by coincidence, but always loved property, always wanted to create amazing things.

She had no property experience but she got right into it. Laura could see other people doing this, she just needed to know how, she just needed a system. She needed someone to teach her, someone who is a leader in the industry. Someone willing to share a system, show her step by step what to do. She was passionate about it.

Laura joined the community in 2015 and straight up said, I'm going to do this full time. She wasn't happy doing a nine to five job and raising a young family at thee same time. That's not what she wanted, it wasn't a plan.

Deal #1 Purchased land in Bowral for PPR

Purchased land in Bowral to build a PPR but opportunities in QLD transpired so they sold the land and profited $100,000. They were very lucky in this instance.

Then they said, no, we're doing property development now and we didn't get enough value out of that deal. We want to add value. So they learned the system.

Now the great thing about Laura is that being around the right crowd is where she shines.

That's where you will shine as well, you need to be around other property developers, not just the general public. That's why I offer not just a course where you are handed my system, but you also belong to a community following the same system.

You need people that are following one system, one way, so that you can get stronger by seeing how they do it, and they get stronger by seeing how you do it. Not trying things this way or that way because it's not always going to work.

You could go out and try and do this on your own. But you're going to have steps that you'll miss or that you didn't know about. I know this because I've been around for 10 years now and I've made some of those mistakes myself.

I know what you have to do and I'm happy to help people that are trying to figure out property development. The best way I can help is for you to copy me.

In the picture above, that's Laura in the middle in the green dress.

We go out the site with our property developers, we look at sites through the development process and discuss exactly how to get the best profit margin on it.

Students telling all the other students about what they know about things and what they see happening. Everyone understands each other because they've learned the same system. We have a lot of fun in the process.

Laura is also someone that gives back to my community and that's the kind of people I want in this group. Those that are willing to learn, adapt, become leaders and then give back.

Laura is also someone that gives back to my community and that's the kind of people I want in this group. Those that are willing to learn, adapt, become leaders and then give back.

She gets involved sharing what she is doing on our private community, our private club.

How would you like to join a club like this one, where you learn a system and strategy to build wealth with like-minded individuals?

With other people going on that same journey, you can talk to them, you can see what's going on for them and they can help you. And you can get joint venture partners.

If you need some cash, you can say, hey, who wants to do this, I've got a deal. Or, I've got too many deals at the moment. Who would like to pay me a buyer's agent fee for buying this one off me?

Laura is doing this stuff and she has her kids beside her in her home office. If she wants to go to lunch for two or three hours with the kids. No problem.

That's her lifestyle now as she's replaced her income.

Laura has replaced her income by five, six times already. And she's been doing this for less than a year.

She knows exactly what to do next because she's following the same system that we used. She is just implementing it.

So, it's not just about my system it's how you implement it.

Her branding is amazing. Copying our strategies, copying our systems, making them her own.

Instagram, Facebook, LinkedIn. This isn't about Laura. This is about her company, her property development company. She's got the branding; she's got people interested in her product even before she's finished it. That's what true marketing is.

And she's developing at the moment, she hasn't finished the deal yet but that doesn't matter. She sells off two them to start seeing the debt being paid down. That's the best thing about property development.



Here are some images of the research she does, to make sure that she creates products that have a great retail value to them.

On the right is a photo of a product that she could buy. It's run down, no one else wants it. She wants it because she knows what she can do to it. She is strictly using all the targeting and calculation tools we offer to assess each deal.

She knows the achievable profit margin before she buys. She'll work out all the costs, using our feasibility tools to make sure that she has a good profit margin. She does not look anywhere. She has used our target strategy to simply not waste time. She knows the exact team as outlined in the program. She runs the system and delegates the process and plans her day to have balance of project time and free time for going to beach and spending time with her kids.

She's unleashed her skills in design, focus, consistency and hustling. Determination is what got her there. Determination to change her life. She's helping others now.

She's is constantly in our community helping people, putting groups together, doing catch up groups and using our system.

Development #1

She's selling her first development of the plan. It's a four-townhouse development. Two get presold and then they build.

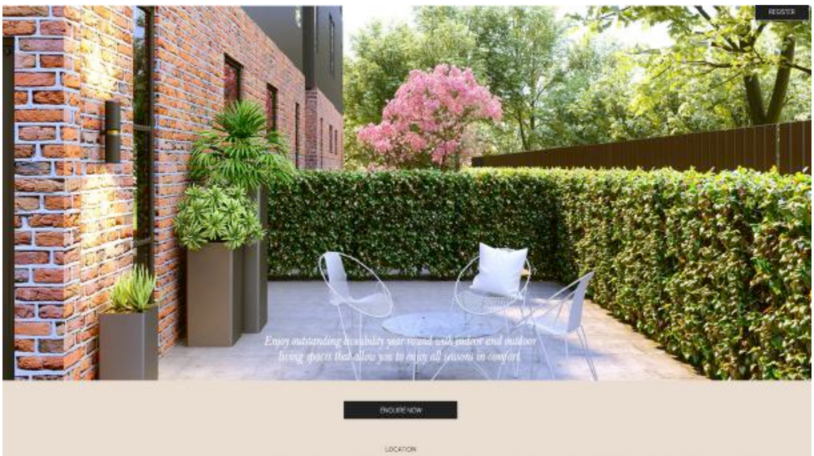
What do you reckon that means? That means you're paying down debt. When she sells two or more the debt is paid off. That's it, the last one's all the profit built in.

There's a photo of the house on the left. She hasn't started construction yet. All the planning, approvals and pre-sales have been done within the space of a couple of months. All approved and ready to go. No problem. She is still getting rental return on the existing house while she's doing the plans.

She's also been finding sites and selling them on to other property developers within the group. She's speaking at events now about how to be a successful property developer. And she's really positive and solution focused. Her family's life has changed; she's got a strategy for life now.

This is what her first development is going to look like.

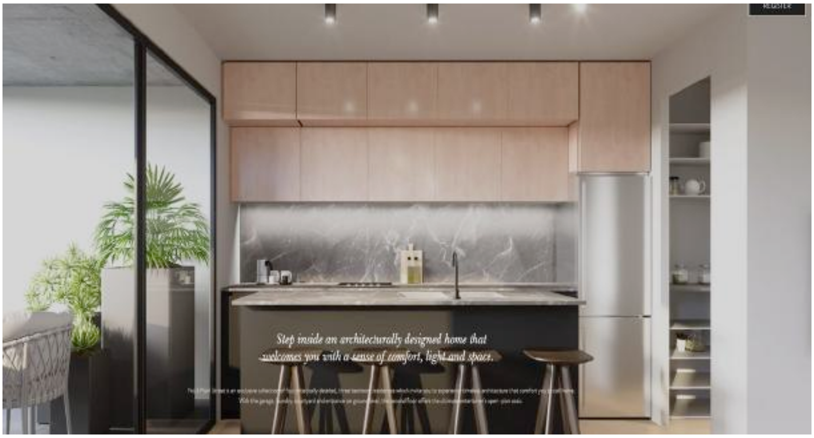
That's exactly what it's going to look like. The bedroom, the bathroom, we teach her exactly what she needs, exactly what photos and renderings to show potential buyers.



Here's an example. You always need a lifestyle shot. That's the backyard because it's not just about the inside but the outside. And the website must have the right text, the right colors, the right look to it.

It must be professional, it can't be amateur. The best way to start is copy what we do, we will show you exactly how we do it and you can copy it word for word. You use the words we use, the same system, the same people, the same strategies and pay the same prices as we do.

We pass on our wholesale suppliers to you. After ten years of buying products for our townhouses we know who will give you the best prices at wholesale discounts. We are happy for you to use our history to order direct from them too or use the prices to match other suppliers.



Here's the kitchen. Who wouldn't love to be in that kitchen?

"Step inside an architecturally designed home that welcomes you with a sense of comfort, light and space." See? Very specific.

You've got to sell a retail product. It's got to look fantastic. It's got to appeal to people. This is a big part of it. And we want you to copy our success the same way we've done it.

That's the development and it's already locked in starting to build by the time you read this.

Development #2

Another JV deal locked in done, secured. Laura's not financing the first one and she didn't put any money into this second deal either.

Is she going to make money?

Yes. She has already locked in the profit. The profit margin is around $400,000 on both of them.

How does she know that already when it's not finished?

I'll tell you how. She knows the wholesale price. She knows the retail price. She presells two and she locks in the retail price. She knows what the price is to build it. She knows what it was to acquire it, she knows it's in the right area. That means she knows the retail value.

Now she knows her profit is at least $100,000 out of each one of those that she makes. That's the sense of property development, it's easy because the margin can be calculated once you know the retail value.

This is what's really important though. This is what it all means to Laura. It's about gratitude. It's about her saying what's important in life.

It's was quite emotional for me reading this when we first got it on our page.

"Our lives and routine before Next Level was disconnected, Joel would leave for work really early and be home really late. I work three days a week in a job that became just a paycheck and I was missing out on raising my daughters for those days.

When I started in my journey and Next Level to now and how much I have gained from Jason and Amy and this group has really set me up for a successful life. Joel and I can go down to the beach in the morning, connecting with our family and the earth. I know that experience. I've done that with my daughter many times in the morning, going to walk, going to the park. We've been able to break our habit of disconnection and have a mind of opportunities.

Once you can break the habit of being yourself and truly change your mind, your life will never be the same.

I welcome to hear others journey and how this is changing their lives."

That's one thing she wants, to help other people not only help herself and a lot of our community members are like this, they become part of a club and they want to give back to that club and help other people.

There's no commitment for people to do that, but it just proves that the right type of people are within my community and they are not just for here for the training.

So, you could be like Laura, you could be our next success story.

LEANNE

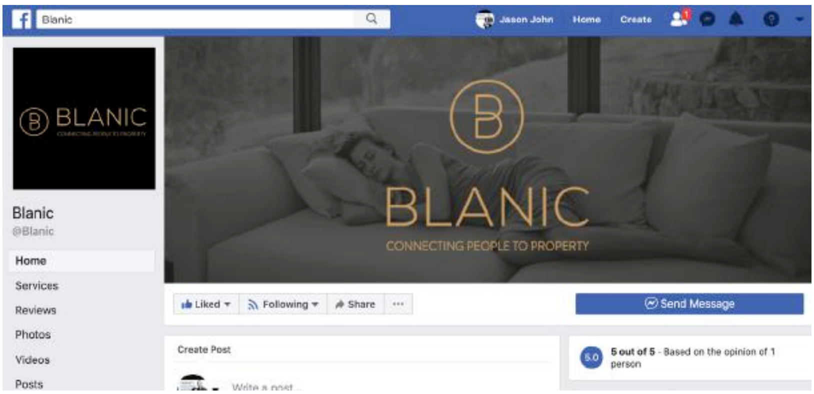
Let's look at another student.

Leanne started out renovating two houses and renting them as rooming accommodation. Good way to property develop. Then she had a child, did an extension to a PPR to increase the value on it. She has two deals on under contract for development.

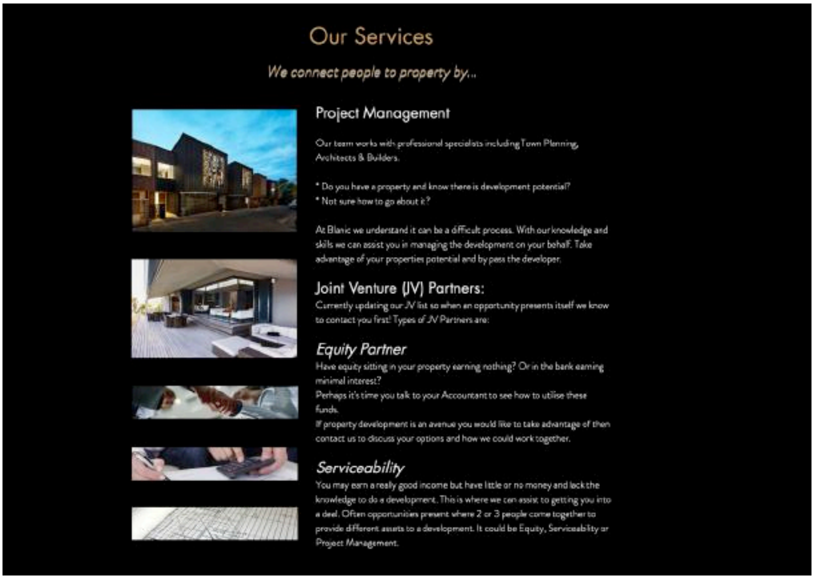
She overcame her weaknesses of control, patience, having too broad a focus, being too self-critical and making time for herself.

Often people become critical because they don't have a plan or strategy for life. They don't know where they're going tomorrow.

Leanne definitely knows where she's going tomorrow.



She's Blanic, that's her property development company. It's all about her connecting people to property. That's her focus. That's the strategy she's using.



These are her services as a property developer. She's been able to learn valuable skills she can turn into cash – property development, joint ventures, equity partner, serviceability and more.

Deal #1 Under Construction 1 into 3 – JV Duplex

This is her first deal. She found a property with a house at the front of the block, it's got intrinsic value so she will renovate the existing house to bring it up a bit in value. She rents the house and gets rental income. She will build out the back.

But not just another house, she's building a duplex at the rear of that property.

It's already going ahead. These deals are happening right now. You'll be driving along the street and you'll see stuff going on and you'll be asking yourself, "I wonder what strategy they are using, maybe they're a student."

I've got over 1000 students so they could be.

This is a team and you really need to understand that you do not do this alone. A common problem I hear from people is that they don't have any experience when they start. But you will get the training from me and the support from other members to guide you to success.

I will share my professional contacts with you. You will gather a team including your builder, architect, town planner, building surveyor, civil engineer, and more

You are the boss, but all those people they are part of your team and they're happy to work for you. They're happy to be your army. You're financially supporting their lives as well, but they are independent contractors, which means you don't employ them directly or have staff to worry about.

You have a team and they do their jobs at a very professional level. It's like having a company full of people but not the hassle of employees.

The team has the experience and you manage finding the deals and running the system they can fit into. Their experience is your reputation. It's like starting a football team and you're the coach. You pick the team with the right experience then you go out with a strong team that represents you.

Leanne is currently building a duplex with a JV (joint venture) finance partner where they split the profits or maybe keep one each.

Land Subdivision (5 lots) plus a Childcare Centre

She is currently working on developing a Childcare Center and also has an opportunity to build seven to eight townhouses.

She gives her prospective investors an Information Memorandum (IM), she copies ours word for word, presents it the same way and she's able to get investors on board.

Leanne is also very much about giving back to the community, like the others I've introduced you to in this book. She loves doing video posts sharing the stages she is to up to in her developments.

This is the reality of where our students are at and what they are doing right now.

MICHAEL

Michael has his own development company called Chatham Projects. Michael is the 'Little Emperor' and he likes that. That's what he calls himself now, because he has a whole family of people behind him. They are looking to him for solutions to help them, because they've been doing property the old way.

Michael is also part of a big company that his dad owns, but that's his dad's business. He does very well, and he works full time in it. But he wanted to have a side hustle that was his own.

The money that he's earning from his day job, or any share of the profits he gets, he doesn't put it back in to his father's company, he puts it into his side hustle, into property development. He knows eventually that his dad's company will get to a point that it may go overseas or the market could change and get too competitive. He has seen that the future of some industries is volatile and he wants to protect himself. He knows the property development side hustle will always be available to him.

It's the best way for him to take the money he earns and make wealth. So that's what he's doing.

Project #1 The Granny Flat

His first project was just a simple granny flat. He was able to do it at wholesale cost using our strategy. He was having issues before he joined us, so he started applying developer fundamentals to granny flat and got it built faster.

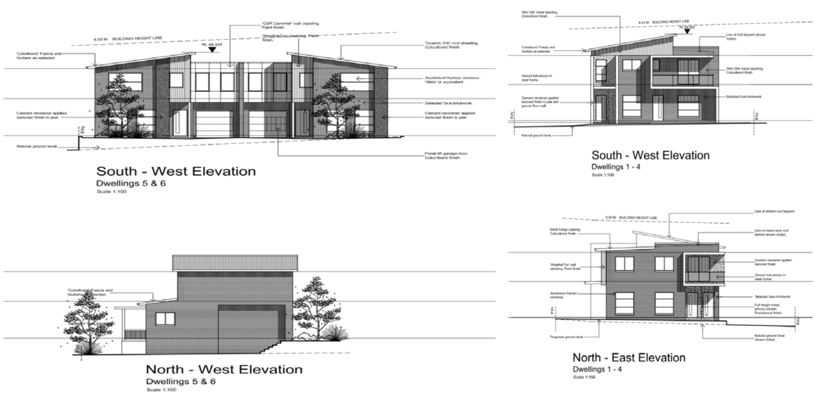
He got it done on time, with the right people, with the right products. So, it's worth a lot more at the end than the total cost of what he paid for it. And he's proud of that.

Now he's moving forward with his own company. He's even got his wife on board, totally refitting his own offices.

He knows how to do the planning. He knows the right system. He knows what to look at and what not to look at.

He shares all this with the group.

Project #2 Affordable Living – Six Townhouses



He's taking advantage of certain policies that the council is pushing for – they want affordable living developments. They need this policy in this area and they will let you do more than the average council.

That's how he's doing six townhouses where people are doing four. He's using the strategies that are available to him as a property developer. The training has allowed him to see the new ways experienced developers and their team can make extra profits.

Michael can still do his day job with the family business as he's only spending 10% of the time as a developer, he's telling his team what to do for him and he is having fun.

Like I said before, he's really into affordable housing, social housing and disability housing, he's developing property which is in urgent need.

As soon as he finishes, it's all rented out or as soon as he finishes it, he can sell it for profit.

He's constantly sharing his research within the community, showing this type of housing and the Government assistance that is available to developers.

This is a strategy based on the next generation boarding houses or rooming houses. He's sharing all of this with the rest of the community and he's happy to do that.

He has no real competition and it's better when you can go forward with a whole group, not just on your own. He shares his research about how this strategy works and how he applies what he has learned from our group. He loves to help others.

He's one of the key people on our Facebook group now and he's doing daily posts or answering questions from people.

I'm constantly answering people in our group, and he is as well, sharing strategies with everyone else out there. And it's really cool. I even get him to come along and talk on stage with me now.

He is really happy, look at that smile. That's the smile of a guy that has his life set up. He has a hustle and is making money on the side, his family is proud of him, his wife is proud of him and he knows his future is set.

He's got deals going on the side that are going to create enough equity and enough cash flow for years to come.

His wife is on board with him now, she loves getting involved in design. She loves doing the accounting and going, hey, we should buy this because there's massive profit. By using a system that works he is able to present it to the family and say, let's go ahead and do this.

So, do you want to have what Michaels has got?

Do you want an epic future? Well it starts with getting access to us and our system.

So, guys, one last thing before the end, I want to talk to you about results and how do you get them.

Discover How I Made 10 Years Wages In 24 Months

FREE MASTERCLASS

Discover how an underpaid cameraman turned his spare time into a mountain of money.

In this free webcast you'll discover:

1. **How to acquire sites below market value** – even if they are not for sale right now (this is where you can make money going into a deal – before it's even developed)
2. **How to maximise any site for increased profits** so you make more money out the back end of the deal as well.
3. **How to make sure you have the right site** – get this wrong and you'll get stuck with a dud that can can't turn to a profit.
4. **How to mitigate risk** on any deal and lock in your profits or secure a free property upfront.
5. **How to find money partners** who will jump at the chance to fund your deals over and over again.
6. **What to ask when negotiating** to take the risk out of signing the contract and lock in the right deal.
7. **How to make money before a single shovel has broken ground** – this is where you also show the banks why they should lend you more for your next deal.
8. **How to copy and paste your process** or the processes of other successful developers to not only get the most from your deal but also be able to do it again and again.
9. **How to make your properties more attractive** to buyers than other properties – this can make for really fast sales and more money in the end.

Book your free seat and join Jason today! **BOOK YOUR SEAT NOW**

EVERY ACTION HAS AN EQUAL AND OPPOSITE REACTION. THAT'S A RULE.

So what action are you taking right now? And what are your results?

If your results are not giving you the reaction you need. Change your strategy.

Let's look at it like this. Your actions will give you a certain result.

Maybe that action was a lack of action so your stuck in a job.

Maybe that action was another strategy that did not give you an amazing result.

I know from my experience I kept trying to force things I was doing to try and get a different result, but I know how that turned out.

Then I decided that I would take a completely opposite action, something I had never done before and I can tell you the result was very different.

If things are not where you want them to be, its simple, change what your doing. You might just be that one action away from amazing results. A completely different life, a better life, a better future.

That's why I love the third law of Sir Isaac Newton "For every action, there is an equal and opposite reaction."

Print it out now and post it up on your wall. Every time you're not getting a result look at this.

It gives me chills right now thinking if only I had not applied that rule, I would still be in a job, I would still be behind in paying my bills, I would be on struggle street.

The first step to change is to seriously look at what you're doing right and its limitations. You don't have enough time. You don't have enough money. Time to change your action.

I'm giving you a direction and opportunity right now to change your action. so, you get an equal and opposite reaction. You weren't making money before; it was taking too long, or the strategy didn't work. OK.

Do the opposite and you're going to get different results? You will have more time, you will have more money, you will have a system to follow.

You will also have a community. Friends that are on the same amazing journey. Using the same system, you will use and sharing the steps and maybe even doing a deal with you or funding your next deal. Yes, there are many people in the community that gain confidence from other members and are happy to fund their deals.

Why is this? They have done the same training you have done and so they know a good deal when they see one and they trust you will apply what the system that you both now know.

Let's look at the benefits of the results and what you could do with not only the money produced from profits but your knowledge.

If you make money doing this then what do you do with that money? What do you do with your profits?

Because money is something that you can use to change things.

That's what it's done for us, it's changed our lifestyle. We have nice holidays, we support our family, we're able to eat healthier, we're able to go to communities and change their lives.

The skills we have are worth more that the money alone.

We're able to build them toilet blocks, build them orphanages, put people through education for a year – that's what it should be about to you too.

If you had this strategy and you're able to produce these profits, what would you do with those profits? It is important because that will drive you to your next project, and your next project, and your next project.

With the abilities that you have, you'll be able to replace your retirement income. Then once you have a sense of security for yourself you start to look at how you can benefit others.
Even better for us, we replaced our parent's retirement!

We did a deal for them where they made $300,000. That gave them a bit of more retirement money locked in.

Now they are our full-time babysitters. Not really, but they don't have jobs or a worry about saving money because they know their security is locked in. Now they have time to relax and look after the grand kids or come on overseas holidays with us to Hawaii.

They are both retired now, because they've got $300,000 in the bank, and that hasn't stopped at $300,000, it has kept building.

They've got time to spend with us now. Time to do things they love. They don't have jobs anymore and they just hit retirement age.

They didn't really have enough for retirement in their super funds, but it is enough when you add another $300,000 to the nest egg.
Now one thing about property development is what you do with your money?

Another is what do you do with your skills?

It wasn't just about making money; it was about developing the skills.

Here are some water pumps we put into Nepal. Now, as a property developer, I have the skills to gather a team to be able to put these in.

I can't just give these people money, that won't change their life at all.

But I can arrange the right people to source the water pumps, then to get the right team to put them in the ground and send me a photo when it's all finished. Job well done thanks guys.

I can manage a team anywhere.

Change other people's lives with those profits, that's what it's about.

I want to say thanks for staying with this book to the end.

We look forward to helping you and your family achieve financial independence success.

Are you going to take action? Let's literally build a better life for you.

Yours in success,

Jason Byron

New webinar: Former Camera Man and now Property Millionaire reveals his 9 new ways to make money in real estate.

BOOK YOUR SEAT NOW

In the exclusive online masterclass, Jason pulls back the curtain and shows you his formula for rapid wealth and success.

In this free webcast you'll discover:

1. **How to acquire sites below market value** – even if they are not for sale right now (this is where you can make money going into a deal – before it's even developed)
2. **How to maximise any site for increased profits** so you make more money out the back end of the deal as well.
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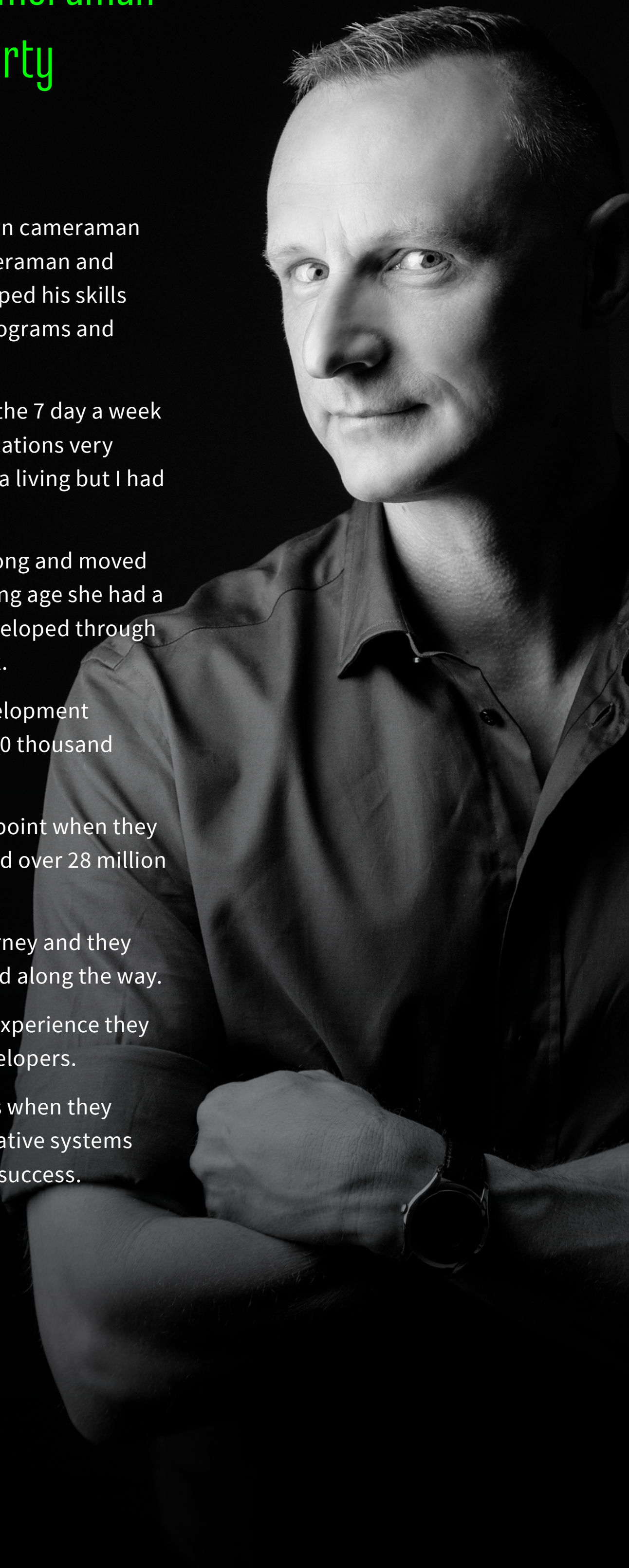
How Jason went from cameraman to multi-millionaire property investor in just 5 years



Jason began his working life as a television cameraman in partnership with his father, also a cameraman and television producer. Jason quickly developed his skills and was soon in demand for television programs and major sporting events.

He knew his skills were valued but found the 7 day a week schedules and the time spent away on locations very demanding. As Jason says, ‘I was making a living but I had no life!’

Jason’s partner, Amy was born in Hong Kong and moved to Sydney at the age of seven. From a young age she had a flair and passion for design which she developed through her education and time spent in New York.

Jason and Amy began their property development journey just eight years ago with a mere 30 thousand dollars in the bank.

In this short time they have grown to the point when they can proudly say their company has created over 28 million dollars in projects.

From $30,000 to $28 million is quite a journey and they would like to share what they have learned along the way.

They want to impart the knowledge and experience they have gained in their lives as property developers.

The truth is they were complete amateurs when they started but they quickly developed innovative systems and techniques that have led to business success.