SECRETS OF SUCCESSFUL PROPERTY INVESTORS REVEALED

VOLUME 2

14 Amazing Stories Of People Who Have Changed Their Lives

DYMPHNA BOHOLT

SECRETS OF SUCCESSFUL PROPERTY INVESTORS REVEALED

Disclaimer

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All figures and statistics recorded in the book are accurate at the time of publishing however may be subject to change.

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Introduction

The Australian real estate market remains full of challenges for property investors but as you will discover in this book, there's opportunities to be found in every market.

You'll read about Basia (p. xx), a mother of four who made a million-dollar profit out of a single deal in Perth – even though economists were telling her that Perth was a 'disaster market'.

You'll also read about Natasha (p. xx), and Sanjeev and Illa (p. xx), who leveraged cheaper deals in regional areas – places that 'smart' investors wouldn't touch. This strategic focus on entry-level properties has allowed these people to get their portfolios cranking and create full-time careers for themselves and their families.

You're also going to read about Dan and Leanne (p. xx), who created a $92,000 per annum turnaround in their cashflow position, and Peter and Kerrie (p. xx), who went from losing $100,000 a year, to making $100,000 a year – all while 60 Minutes was scaring the pants off young investors.

So, yes, there still isn't a lot of sparkle in the headline numbers. But with every challenge there is opportunity, and the amazing success stories you're going to read about in this publication are proof of what you can achieve if you have the passion, education and correct mindset.

Oh, and while you read these success stories, I want you to pay attention to one more thing: that financial transformation often goes hand-in-hand with profound personal transformation. Each story features someone who decided to take their life in a new direction. They decided to re-write their story about who they are, what they deserve and what they can achieve.

You'll read about women like Desley (p. xx), a life-long farmer who had never even filled out a tax return. With our help, she was able to generate a $160,000 yearly tax-free income for her and her family. You'll also meet women like Christine (p. xx), a mother of seven who escaped from an abusive relationship. Despite her husband's attempts to erode her sense of self-worth, Christine took charge of her financial situation and found a way forward for her children.

Behind these heroic success stories is the incredible I Love Real Estate (ILRE) community. Essentially, it's a group of people who believe that change is possible, who will support anyone looking to live a more courageous life, and that celebrate your victories – with two champagne glasses in tow.

This is my community and I couldn't be more proud of it.

In closing, I'd like to say one last thing about the stories you're going to read on the following pages. These success stories belong to my students and were shared with us at various I Love Real Estate events. I didn't pay the students to share their stories and I've taken them at face value. I haven't verified their accuracy or done any forensic accounting on the numbers and their deals.

It's also important to note that individual portfolios are constantly changing, as many of these students are active investors. This means that their equity, debt and cashflow positions are likely to have changed since the release of this publication. That's the nature of investing and real estate.

And while these stories are fantastic, I don't want you to think that they're 'special'. I genuinely believe that anyone can achieve these kinds of results – as long as you're willing to study hard, have a passion for what you do and are open to growing and becoming a new person. We've got the tools and resources you need but the rest is up to you.

Details of upcoming events can be found on my website: www.iloverealestate.tv

Heath & Monique

How an army veteran saved his family through property … and ended up saving himself.

Heath and Monique joined the I Love Real Estate (ILRE) community because they wanted to help their families battles with property.

For Heath, it was about helping his ailing father extract himself from a sprawling, heritage listed home before the bills and the maintenance destroyed him.

For Monique, it was about fighting off the bank lawyers and saving her mother's house – all of which they've managed to do.

They've also managed to improve their own financial situation as well – creating a substantial equity gain in Heath's Canberra investment property and buying the block of land they've always dreamed of, setting themselves up to live completely off the grid.

However, it was finding a sense of family again in the ILRE community that really unlocked their lives. As Heath says, "the hardest time in the army is when you leave. It's like moving to another country. For 10 years the army's your family and suddenly it's gone."

This newfound community of support, along with the self-development practices that are part of the ILRE training has totally changed their outlook on life. They are optimistic about their future. Heath is no longer plagued by the crippling anxiety and suicidal thoughts resulting from his military experience and is now committed to helping others, particularly returned service men and women.

Deal 1: Many Rooms in My Father's House

For over three years, Heath had been covering all the costs of his father's place. It was a large seven bedroom heritage home in Bendigo, with just Heath's father rattling around inside. Heath's father was ready to sell, but there was no way they could get the price they wanted with the property in the condition it was in.

Heath couldn't buy the property off his father so, using the templates he received with his training, he created a joint-venture with his father, with Heath covering the costs of renovations.

All up, they spent over $300,000 on the renovations (with $30,000 of that just going on paint!). It was a special place and they really wanted to do it justice.

However, the money is well spent, with the valuation uplift coming in at over $400,000. With his father's property sorted, Heath and Monique were then able to move on with their own property journey.

DEAL 1: HERITAGE RENOVATION
$300,000+ on the renovations. Repainted, new period fence, replaced galvanised roof, landscaping, smart home automation/security
Uplift: 400K+

Deal 2: A week in Canberra

Still partway through the renovations in Bendigo, Heath and Monique decided to renovate their Canberra investment property – a unit which was originally Heath's PPR.

Giving themselves just a week, they arrived and went straight to Ikea for a new kitchen.

Heath had been looking to refinance this property and was surprised that valuers were only giving him $160,000, when he was sure the market was at $230,000. He realised that it all came down to that one box to tick as to whether the property was renovated or unrenovated. And so, with a cheap cosmetic renovation, costing less than $15,000, they were able to increase the value of the property by close to $100,000.

DEAL 2: CANBERRA RENOVATION
PPR – 1 week reno blitz. Body corp – sinking fund, New front fence – street presence, Rendering car-ports/coverings
Uplift: +80K & rent +15%

Deal 3: Lawyers at the Door

A short while later, they had to apply their newfound property knowledge to get Monique's mum out of trouble. She had a large six-bedroom house in Perth, but with the market stagnating, and struggling to keep up with repayments, the banks were threatening to repossess her house.

Heath had seen how well people had been doing out of Airbnb, and Monique's mum's house was close to the university. And so, while Heath sat there and pretended to watch television, he signed Monique's mum up to Airbnb. She couldn't understand why suddenly there were all these enquiries coming through on her phone.

Her first client – a German university student – signed up for three months, and the property is rarely empty these days.

With this extra cash flow and the staved off threat of foreclosure, they now have a healthy buffer to work with.

DEAL 3: PERTH AIRBNB
Monique's mother's 6 bedroom home is close to a University, so they put three of the bedrooms on Airbnb resulting in cash flow to help with her mortgage repayments.

Deal 4: Sub-division, nothing fancy

Still waiting to apply their property knowledge to their own situation, Heath and Monique were then called on to help Heath's mum. Heath's step-dad had a sudden seizure and came within an inch of death. While he managed to pull through, the seizure had taken its toll on his mind. He could no longer answer even simple questions.

With medical bills mounting, Heath's mum wanted to know if there was anything they could do with her investment property in Bendigo. Heath's research showed that a similar property had recently been subdivided, with a duplex development being built on the back block.

Heath's mum was happy with the idea of a subdivision and this is in train, set to deliver a welcome $200,000 in profit. She's reluctant to commit to the idea of the duplex development so, this might be something that Heath and Monique will do later.

Deal 5: The Dream Block

With a clear vision of where and how they want to live now, Heath and Monique have bought a beautiful 100-acre block near Melbourne. The unique biodiversity of the place has meant that negotiating plans with council has been a long xjourney and the bushfire regulations in particular are complex.

They also spent so much time helping family in recent years that they've been unable to put as much energy in as they'd like – they've even had to live through several winters without heating!

However, they now have a temporary shipping container on site (which Heath describes as 'cosy' and Monique describes as 'tight') and with 18 solar panels and rainwater in place, they are already living the dream of living completely off the grid.

DEAL 4: SUBDIVISION
Subdivision - Front/Rear Access, 1040m^2,
20m Frontage. Develop Rear Duplex
Uplift: +$200K

Those who Serve

Taking power into their own hands and using that power to help their immediate family has been a profound experience for Heath and Monique.

Heath is amazed at his new-found confidence. There was a time where he couldn't share his story with anyone. To find himself on stage sharing his story with hundreds of people, is a sign of the transformation he's been through in a relatively short period of time.

Heath and Monique also want to stress the importance of having a formal joint venture agreement in place even when you're working with family. It just keeps everything clear and above board. When money's involved, things can get tricky and the best intentions aren't going to save you or your relationships. Which, after all, is what it's all about.

PRE-DYMPHNA
(Properties in own names and passive approach)

Property	**Value**	**Equity Available**
Total	$890K	$475K

POST-DYMPHNA

Property	**Value**	**Equity Available**
Canberra Unit	~$240K	+$80K
Perth Unit	$270K	-$10K
100 Acres	$650K	+$200K
Bendigo Reno (Dad)	$1.8M	+$400K+
Bendigo Subdivision (Mum)	~$200K+	+$200K
Portfolio (Inc Family deals)	**$1.13M / ($3.4M)**	**$270K+**
Total Cash/Profit/Uplift	**Approx $1.35M**	

Josh & Kara

With this unique strategy Josh and Kara found there's good money to be made in every market.

Josh and Kara live in regional QLD, in a mining services town. They both had their own houses when they met, and then went and bought a parcel of land together.

However when the mining boom turned to bust, their local market fell 30 per cent in three years. Vacancy rates rose to an eye-watering eight per cent. Their investment properties were costing them $64,000 a year in negative cash flow, and their properties were worth $200,000 less than what they owed. They wanted out, but "you just couldn't sell anything" in that market.

With Josh working away at the mines 28 days on, six days off, Kara knew she had to turn things around. She moved the family back in with her parents to save money, and attended one of Dymphna's three-day boot camps on the Gold Coast.

With Josh's income giving them decent serviceability, Kara knew their focus had to be on building equity and manufacturing their own growth.

Kara also realised that there was high demand for smaller, self-contained accommodation options in her market. Using a 'house in multiple occupancy' (HMO) strategy, she created a product that is in demand, even in a market with high vacancy rates.

Scrimping and saving, and working on the renovations themselves, Josh and Kara have managed to turn their situation around in a very short time. In just 10 months they have improved their equity position by $90,000, and improved their cashflow by over $65,000. What's more, as the deals in the pipeline come to fruition, there should be an extra $20,000 pa heading their way in 2017.

This is their journey.

The disgusting first deal

Josh and Kara's first deal was an entry-level investment. They purchased a two-bedroom, one-bathroom unit in regional Queensland for $90,000. It was mortgagee in possession and was in need of serious work. In fact, it was "gross".

They took out a personal loan to fund the deposit and the renovation costs, working late nights and weekends doing everything they could themselves to keep costs down. "Kara was a harsh supervisor. She was always happy to crack the whip."

After renovations, Josh and Kara had the property revalued at $195,000, for an equity gain of $90,000. Kara then rented it out privately herself, to tenants paying $300 a week. The property is now positively geared to the tune of $4,500 pa.

FIRST DEAL AFTER ULTIMATE BOOTCAMP
RENO – REGIONAL QLD 2 BED, 1 BATH UNIT

Purchase price: $90,000
$18,000 of renovations
Revaluations: $150k & $180k
Equity gain of up to $89,200!

Rented Furnished for
$300 per week
Positive cash flow $4,500+ pa

The HMO conversion

Having completed the renovation, Josh and Kara then joined a program focusing on HMO strategies. This gave them the vision they needed as to what they could do with their existing properties.

With the equity they'd freed up from the previous deal, they converted Kara's PPR into a HMO. With separate tenants, they have turned this property around from losing $4,000 pa to being $8,000 pa positively geared.

HMO COSTING $900 PER WEEK! NOW POSITIVE $8000 PA

Rinse & Repeat

The success of converting Kara's PPR to a HMO identified the market demand for small, furnished living arrangements. The formula was down, all they needed was to copy and paste.

This time, the property belonged to Kara's ex-boyfriend and was part owned with his father. The house was the same build and same floor plan as Kara's. Josh and Kara did all the leg work on the deal, from sourcing furniture to arranging tenants. They now make $12,000 pa off a property they don't even own!

WHY NOT DO IT AGAIN! POSITIVE CASH FLOW OF $12,000 PA

"We had tenants all ready to go. The flat-pack furniture arrived Friday. The tenants moved in on Saturday."

More on the way

With the HMO strategy reaping dividends in their market, they have plans to develop more purpose-built HMO deals in the near future. They plan to convert Josh's PPR to HMO in the next six months, which will take them from a negatively geared position of -$4,500 pa to a positively geared $6,000 pa. They also have plans to develop a HMO on a vacant block of land, which will deliver an estimated $19,000 pa. Advice to Investors

Josh and Kara admit their starting position was daunting. However, their education and training showed them that there are always options, and they have found it extremely satisfying to take back control of their financial futures, and to be able to help others within their community.

Kara also says that you should never be afraid to lean on other people in the community. Opportunities will come to those people seeking win-win outcomes.

DEALS IN THE PIPELINE

- BUILD ON VACANT LAND – PURPOSE BUILT HMO
- ESTIMATED $19K CASHFLOW
- JOSH'S HMO CONVERSION 6 MONTHS TIME (-$4.5K TO +$6K)
- JV DEALS WITH SIS AND BRO

"Even in a terrible market you can achieve great things."

Sanjeev & Illa

How one couple launched their investing career with just $20,000 … and have almost replaced their income in three years!

When Sanjeev and Illa's baby girl was born, they wanted a way to escape their 'hectic' jobs. Initially, they started small and focused on building cashflow. Three years later, they're just a deal or two away from replacing Sanjeev's income, and having the family time they so desperately wanted. Despite having cash flow as their main focus, they've managed to increase their equity 10-fold.

With a baby on the way, Sanjeev and Illa were desperate to find a revenue stream that could give them breathing space from their day jobs. After attending one of Dymphna Boholt's one-day events, Sanjeev knew it was the right course for them.

"Sanjeev called me from the event and he was so pumped up. I said, 'OK, let's talk about it and maybe we'll sign up for the Quantum Program.' He said, 'I already did'." - Illa

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Starting out, they had about $80,000 worth of equity in their principal place of residence (PPR), $35,000 in a deposit for an off-the-plan apartment that had yet to settle, and $25,000 worth of credit card debt. They were cashflow negative and thought it would take a long time to get out of that hole.

However, Sanjeev and Illa diligently applied everything they learnt from Dymphna and made headway at an astounding pace. This is how they did it.

Deal 1: From little things, big things grow

With just $20,000 to work with, Sanjeev and Illa had no choice but to start small. They spent their weekends scouring regional areas within a 100km radius of Sydney. They looked at more than 30 properties until they found land with sub-division potential.

Following Dymphna's advice of using a joint venture to increase their muscle, they bought the property for $85,000, spent just $2,000 on the subdivision and created two parcels of land worth $80,000 each. This first step boosted their confidence and hunger for more.

Deal 2: The ugly duckling renovation

With their focus on affordable regional areas, Sanjeev and Illa began looking for properties where they could execute multiple strategies at once. They found a property with potential in Bathurst for just $299,000. They spent $50,000 in renovations and added an extra toilet so they could rent the property out room by room.

They earn $11,000 off the property each year and created $50,000 worth of equity.

Deal 3: The build and the bonus

After increasing their cashflow and serviceability, Sanjeev and Illa opted to build on the land they bought in their first deal.

After realising that the standard four-bedroom home would not give them the cashflow they desired, they built a house and granny flat under the same roof, creating a dual-occupancy, dual-income property.

With a construction cost of $410,000, Sanjeev and Illa created $140,000 worth of equity. The main house brings in $350 per week in rental and the granny flat brings in $280 a week, which puts in another $10,000 into their pocket each year.

DEAL 3: BUILD HOUSE WITH GRANNY

Land Cost	$50K
Construction Cost	$410K
Manufactured Equity	**$140K**
Rent	**$630wk**
Cashflow	**$10K**

Deal 4: Sell the unit

Sanjeev and Illa's off-the-plan unit had settled and with the rental income it was creating, it was cashflow neutral. Sanjeev and Illa used the opportunity cost framework they had learnt from Dymphna and realised they were better off selling. They sold the property a year after settlement for a profit of $116,000.

DEAL 4: SELL THE UNIT

Purchase Cost	$351K
Sold Price	**$467K**
Profit	**$116K**

"We had to educate the real estate agents on what our room by room strategy meant, but they could see our passion and see it was a win-win outcome for all of us."

Deal 5: Turning a home into a cash cow

After considering everything they'd learnt about property investment, Sanjeev and Illa started wondering if their PPR was pulling its weight. After exploring a couple of strategies, they decided to rent and renovate their PPR. They spent $20,000 and turned their second living area into an extra bedroom. Now, they rent the property out room by room. This pays them an extra $20,000 a year and has increased their equity by $60,000,

DEAL 5: CONVERT PPR INTO INVESTMENT PROPERTY

Purchase Cost	$614K
Conversion Cost	$20K
Rent	**$1,200wk**
Manufactured Equity (just by conversion)	**$60K**
Cashflow	**$20K**

Deal 6: Another Bite of the Cherry

Going back to the cheapie they bought in their second deal, Sanjeev and Illa realised they could subdivide the property and build another house which they could rent out room by room. They spent $350,000 on construction and estimate to pocket $1,050 per week in rental income. This deal has increased their equity by $150,000.

DEAL 6: SUB-DIVIDE AND BUILD PLUS ROOM BY ROOM RENT

Land Cost	$0
DA+CC Cost	$30K
Construction Cost	$320K
Rent	**$1,050wk**
Manufactured Equity	**$150K**
Cashflow	**$22K**

Ready to quit your day job?

In just three years, Sanjeev and Illa have increased their equity from $90,000 to just shy of $900,000 but, more importantly, they've have increased their cashflow to $62,000 a year. Sanjeev estimates that he is just one or two deals away from being able to quit his day job.

Property investing has been incredibly gratifying for Sanjeev and Illa's financial position and family life – they've even been able to put their nieces in India through university!

Their story shows that with commitment and passion, any amount of money can be leveraged to create a better life.

"If my mother called and said she was sick, I wanted to be there for her, to have time for her. Property investing is making that possible."

PRE-DYMPHNA	VALUE	EQUITY	CASHFLOW
PPR	$650K	$80K	$0
Investment Property (Not settled)	$350K	$35K	$0
Credit Card Debt	–	-$25K	$0
Total	**$1M**	**$90K**	**$0**

POST-DYMPHNA	VALUE	EQUITY	CASHFLOW
Deal 1 (JV + Subdivide) + Deal 3 (Build)	$600K	$231K	$10K
Deal 2 (Reno)	$400K	$90K	$10K
Deal 4 (Settled + Rented +Sold)	NA	$116K	$0
Deal 5 (Convert PPR into Invest)	$950K	$300K	$20K
Deal 6 (Subdivide + Build)	$500K	$150K	$22K
Totals (PROJECTED)	**$2.45M**	**$877K**	**$62K**

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Jason & Amy

Jason and Amy started with just $30,000 and they're now earning more than $1M per year in property!

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

Using the knowledge, attitudes and the network they tapped into at Dymphna Boholt's Ultimate Program, they have gone from a small renovation in 2007 to a major multi-level unit development currently in process, with profits for 2015 already topping $1M.

Bringing the Right Attitude

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.

Before they started studying with Dymphna, Jason and Amy had made a conventional property deal with conventional results. It was a $160K house, which they 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.

Deal 1: The wrong way to paint a roof

To really make a deal profitable, they would need to put in a little more effort. They went looking for a property that had potential for plenty of manufactured growth, and they drew circles on a map outwards from Sydney until they found a location they could afford.

Five hours from the city in Narrandera, they finally came across the right property. It was an old house on a large lot, which is exactly what they needed for the plan they had in mind. The first step was renovation, and they made the long drive to the site every weekend to save money by doing the work themselves.

Neither Jason nor Amy had any prior renovation experience, so the process was not a fast or easy one, and there were plenty of lessons to learn. When it came time to paint the roof, Jason went at the job with plenty of energy but not exactly the right tool. At the hardware store, instead of a sprayer or even a large brush, he bought a one-inch paintbrush and painted the entire roof with it!

After renovating the existing house, they subdivided the lot to make room for another dwelling. Instead of building, they found another old house nearby and had it moved onto the second lot.

Once finished, this project left the couple with more positive cashflow, a solid equity position to fund their next purchase and a good introduction to renovation to make their next project a little easier.

Deal 2: Make your PPR pay

Now they were ready to head back to Sydney to find themselves a new place to live. They understood the importance of making their primary residence another profitable investment, and they planned accordingly.

Instead of renovating an existing home, they located a small lot in the inner west of Sydney that had been on the market for a while. Jason wondered why it hadn't sold, and by searching online records for the property address, he found two rejected development applications.

They guessed that the rejected DAs may have deterred other potential buyers. The reason for the rejections was obvious: they were for two-storey buildings on a street that was all single-storey houses! Before buying, they went to the town planners with their plan for a modest single-storey dwelling. The plan was approved, and they went ahead with the deal.

Here's where they got clever: it was a single-storey house, but it also had an attic. After the initial construction, they hired a private certifier to approve a new staircase and a bedroom in the attic. Taking the house from two bedrooms to three drastically increased its market value at quite a low cost.

They approached 10 different builders for the same design and received quotes ranging from $170K to $400K. By choosing a builder from out of town rather than central Sydney, they were able to save over $100,000 in construction costs.

All told, the land and construction cost them $610K, the project took approximately 18 months, and the property revalued at $950K at the end of the process.

Jason and Amy are waiting for the right time to apply for further valuable improvements to their home, adding a full second storey with another bedroom and bathroom.

Deals 3 and 4: Maintaining momentum

For the year and half that their home was under construction, all of their funds were tied up, but they didn't want to let that stop them investing. They performed a grid analysis to find ideal lots for development in Brisbane and Sydney, spotted the property they wanted and reached out to some acquaintances in the Ultimate program to find a cash partner for their first joint venture.

Their JV partner signed on to bring in the cash, and Jason and Amy went to work. They did enough research to be confident that there was plenty of value in the land alone. After subdividing the lot, they could either sell it straightaway or build on the second half, and they would profit either way.

Ultimately, they did decide to build a second dwelling on the empty side of the lot. They made a quick $180,000 on the deal and immediately launched another one in the same area with the same partner. They looked at a house on a double lot that was up for auction, and again they realised that the land alone, after subdividing, would be worth more than what they paid.

This time, they removed the existing house and cashed out of the deal, leaving the building to their JV partner.

Deal 5: The goldmine

The two JV deals went very quickly, and after they were done, their home still wasn't finished. So they connected with another Ultimate Program student and sourced a run-down property that Jason dubbed their "goldmine" in inner west Sydney. It promised a huge increase in value after renovation.

It took only six weeks and earned them a profit of $80K.

Deal 6: Stolen from auction

Once their home was completed and they had some more cash to work with, they were ready to do some bigger deals on their own. A realestate.com alert tipped them off to a house on a dual lot in inner west Sydney, and Jason quickly drove to visit the property on a Tuesday.

It had a sign advertising an auction on Saturday. Jason asked his agent to show him the house right away to see if he could get in ahead of the auction. When the agent stalled a bit, Jason just went ahead and knocked on the door. The students who were renting the place were happy give him a walk through.

His agent still wanted him to wait for the auction, but Jason argued until the agent agreed to get the process moving, and Jason drove around town to execute all of the necessary paperwork and get a written offer accepted midweek.

On Saturday morning, all of the other renovators and builders in town showed up for the auction and found that the house had already been bought.

It was an expensive project that they pulled off with strategic timing. They renovated the existing house, revalued it to pull out some equity and used that to help finance the construction of a new dwelling on the second lot.

Deal 7: A $100,000 dinner

Amy's parents were concerned about the way they were spending so much time and incurring so much debt on properties. A couple of years later, after hundreds of thousands of dollars of profit had come in, they were less sceptical, and they asked for help with their own place.

Amy's folks lived in an old house in Sydney. She asked them to go overseas for a few months, and while they were gone, Amy and Jason spent seven weeks on a cosmetic renovation which added $100K to the value of the home. In return, both Amy and Jason's parents treated them to a celebratory dinner.

Deal 8: Big money for charity

Even when their incomes were low, they set aside some money for charity, and as their fortunes grew, so did their ability to give back.

They picked up a nice home in Sydney from a politician who was going through a divorce and wanted to get out of his expensive place. Following their tried-and-true strategy, they knocked the house down, subdivided the lot, and built two luxury four-level terraces.

This time, they made a point to sell one of the houses to BoysTown, who offered it in a lottery and ultimately earned over $4M. Meanwhile, they ended up with a $300,000 profit on the two houses combined. And the project took less than a year.

Deal 9: Going pro

Several years of investing had given Jason and Amy the skills to get started with large-scale development. A friend of Jason's father was sitting on some useful land and had been watching their successful investments. He asked them for help with a unit development.

Since Jason and Amy signed on with their new land partner, the zoning on the land continued to change, increasing from a 10 level maximum up to 15, and then to 20. The owner is not in a rush to move, so they are all waiting for the right time to take action. It may turn out that they can create a worthwhile profit just by getting an approved DA and selling the land in that state rather than doing any development themselves.

Deals 10+: Building big

Jason and Amy decided to move from Sydney to Brisbane. Within six weeks, they had moved, researched the market, negotiated and bought four properties in Brisbane on newly zoned light-medium residential blocks.

This was development on a scale greater than anything they'd done before. With a few different partners supplying extra cash, they planned and started building a total of 21 new townhouses on their four purchases, pre-selling the houses to cover construction costs. One of the projects has now finished, while the others are underway. Jason and Amy's share of the profit on the deals they originated in 2013 will be over $1M.

Changing lives

Jason and Amy never could have jumped into these big development projects without starting with their small renovations and working up. They are more than happy to contribute their expertise and connections to help fellow investors enjoy the same success.

Their parents have now put cash into joint ventures to secure their retirements, while Amy's brother has attended Dymphna's Ultimate Program, and Jason and Amy gave him a hand with his first deal.

Meanwhile, they continue to allocate a percentage of their profits to charity. They're supporting a village in Fiji with projects such as rainwater tanks and painting their church. They're planning to fund the construction of a new orphanage in the Philippines, and when they travel on holiday, they pay for local children's medical expenses.

With a baby on the way, the future will see Jason and Amy supporting a child of their own while continuing to develop property and share their success with everyone.

"We are doing what you love …
and loving how we're doing it"

Wilson

How an unemployed refugee became an international property millionaire and started paying himself $180,000 a year!

Wilson came to Australia 40 years ago as a refugee. When he lost his job in IT, he turned to property investment to turn his life around. With a focus on the US market, Wilson has built a six-figure salary for himself from scratch and has never been happier.

Wilson calls himself a ‘slow learner’, but that hasn’t held him back. What he might lack in speed, he certainly makes up for in vision and passion.

And when you look at what he's achieved in just five years – dozens of deals to his name and a passive income of $180,000 a year – it makes you wonder what Wilson's definition of 'quick' is!

Wilson has leveraged his opportunities. He partnered up with some experienced investors through the I Love Real Estate (ILRE) network to skill-up as quickly as he could, and has set up multiple income streams through the intelligent use of management rights.

When he told his family about his plans to transform his life through property, they were sceptical. "Sometimes your family can detect the changes that are happening to you, and they resist it. It makes them uncomfortable. But you can't let it stop you. You just have to tell them that you appreciate their love and concern, but this is something you need to do."

When Wilson made his first forays into the American market, he made a decision not to tell his family until after the deals had become successful!

But now, his family are happy. The proof is in the pudding. When he joined Dymphna Boholt's Platinum Program five years ago, Wilson had no job, no income and a pile of debt outstanding on his PPR. Now he works two months on, two months off, earns over $180,000 p.a and has 10 properties in the US alone.

Putting in the time

Wilson's story is all about hard work. He was able to reach his goals through tirelessly seeking new deals, always continuing his learning and contributing his own labour to take an additional share of income.

By contributing so much time and effort, Wilson was able to attract partners to cover for his lack of experience and cashflow. Eventually, with Dymphna's advice, he was able to gain the serviceability he needed to do his own deals.

When his joint venture investments started generating income, it enabled him to start prospecting in the U.S., where he took advantage of a weak U.S. dollar to put in a lot more work and landed a string of successful deals. Now he's in a position to just keep building his portfolio and enjoy the life-style he wants.

"I had the confidence to move forward by myself, but I still couldn't borrow money. So I needed a partner who could get financing."

Deal 1: A hand up

Although Dymphna Boholt's Platinum Program taught Wilson the strategies for success, he had no income and was unlikely to be able to secure the finance he needed to get started.

Fortunately, working with Dymphna also connected Wilson to a community of other investors. He sold his house, and took the cash from that sale and found a serviceability partner to make his first deal possible.

They started with a major renovation in Killara, Sydney. Working alongside his JV partner gave Wilson some hands-on experience and proved the worth of the investing techniques he was learning. More importantly, it lent him the confidence he needed to take his next steps.

The renovation was so impressive that it is now one of the examples Dymphna uses for successful renovations!

Deal 2: Hunter Divider

One deal wasn't enough to give Wilson a lot of purchasing power on his own, so he found another serviceability partner to do some prospecting in the Hunter Valley.

They found a good property, renovated it and subdivided the lot. But in hindsight, Wilson realised that they moved too slowly on their development application. By the time they had an approved DA, growth in the Hunter had slowed, property values had plateaued, and moving forward with their building plans would no longer be the best use of their money.

Demonstrating the power of buying well, the renovated house was still positively geared, and they have the subdivided lots ready to build on when the market picks up again.

The Next Few Deals: More Ups and Downs

Feeling more confident after the first Hunter Valley deal, Wilson quickly bought another house in the area and subdivided that lot as well.

This time, he had more information about the market situation, and he took his builder's advice to sell the vacant lot after subdividing. The land sale offset much of the cost of the house, which now generates additional positive cashflow.

Wilson then picked up two mining town properties in Archer and Casey. They paid off handsomely at the time, although the recent downturn in mining has undermined property values since then.

Wilson's peg in the sand: Gaining an income

Wilson realised that what he really wanted was a better lifestyle, and for that he needed an income. After asking Dymphna for advice, he decided his path forward was through management rights.

It took six months to find the right joint venture partner for the deal Wilson had in mind, and then another year of arguments between lawyers to get all of the necessary financing approved. At the end of it all though, Wilson closed on an excellent apartment building in Chelsea Park, and the management rights strategy left him with three income streams from one deal.

"I found a very experienced partner, and I learnt a lot. He has given me the confidence to go forward."

First, Wilson agreed to personally manage the building, controlling the common areas and earning a salary for his work. Second, as a shareholder in the management company, he was entitled to a share of the profits from any leftover strata fees. Finally, his role as manager allowed him to earn commissions from sales of units within the building.

Together, the three sources of income add up to $80,000 a year. The management rights arrangement also gives Wilson the option to take back his free time and subcontract the building management in exchange for part of his salary.

America: The land of opportunity

With an income stream making it easier to secure financing, Wilson decided it was time to start investing in the US In 2011, he took advantage of the weak US dollar, which was exchanging one to one with the Australian dollar. Since then, exchange rates have moved in his favour, adding 30 per cent to all of his gains in US currency.

Housing markets all over the United States were on the upswing at the time Wilson was buying. He found some very cheap deals on properties that appreciated quickly, giving him plenty of free equity while also providing passive income.

He tapped into his super fund for extra cash to make a series of eight purchases, keeping his focus on income generation.

In Atlanta, Georgia, he found a townhouse and another house for $35K and $60K. When a hedge fund also decided to invest in Atlanta and bought a lot of housing in the area, the property values skyrocketed to $80K and $110K.

Wilson met with similar success in other locations. In Dallas, Texas, he picked up a home in a gated community for $145K, and it's now valued at $170K.

Next, in Pittsburgh, Pennsylvania, he took on a duplex requiring substantial rehab. The purchase price was $16K and the rehab cost another $90K, but the property's estimated price after renovation is over $200K.

Finally, after seeing the housing market in Pittsburgh firsthand, Wilson went ahead and bought four properties. Two of these came so cheap that he turned around and resold them with rent-to-own agreements. The new buyers will pay them off at the higher market price—plus rent and interest—directly to Wilson over 30 years.

All told, Wilson's streak of American investments will provide him with net rental income of roughly $76K per year in US dollars. At today's exchange rates, that's about $100K Australian.

So… What next?

Through every deal, Wilson always kept his mind on his real ambitions. It was never the money itself that he was working for, but the lifestyle that the money would give him. Whenever he lost sight of his strategy and considered making the wrong investments, remembering his peg in the sand kept him on track.

Now, Wilson has reached a turning point. After five years, he's reached his goals and now has plenty of time and money to spend on the things that are really important. He's not sure exactly what he'll do yet, but he will certainly work hard and do it well.

"Never give up! You could be so close to your goals and never know it."

Free Gift 2

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Do you know how much you would need to retire… Exactly?
Do you have a precise plan to get there?

DO you know the exact type of deal you should be looking for right now?... and next?

By the end of this training sessions, you WILL know the answers to all these questions and exactly how to get that achieved in the next 3 years!

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Mark & Amanda

Mark and Amanda have found a way to generate $100K in passive income a year … and spend a heap more time with the kids!

Mark and Amanda's business ventures earned them a living but kept them too busy to "be there for their kids". After a few lessons in real estate, they've engineered a massive reduction in hours and a huge increase in pay.

They were 75km outside of Melbourne when they received a call from their son's school. He had been hit in the head with a cricket bat and needed a ride to hospital. With a business to run, Mark and Amanda were both tied up and had to ask family to pick up their son.

That was the moment when a light bulb went on, and they realised it was time to find a better way to live. They had started five businesses across outer Melbourne, not all of which were successful, and the returns simply didn't justify the responsibilities and all the time spent driving around.

They were sitting on some investment properties with modest positive cashflow but couldn't do much while waiting for them to grow. They knew they needed more knowledge before they could take the step into full-time investing.

A customer at one of their businesses had had some success investing in rooming houses, and he gave Mark a tip about real estate educator named Dymphna Boholt. Mark dragged Amanda with him to a one-day event, and that was the beginning of the education they'd been looking for.

Although they were short on cash, the seminar helped them find start-up funds right in their backyard. They realised that they were sitting on a dual title opportunity with their PPR, which had a tennis court and a valuable ocean view in the backyard. They gave up the view, got some cash, and hit the property market.

By specializing in developing rooming houses, they were able to build both a successful management business and a profitable real estate portfolio, with over $500K in equity and a passive income of $100K annually.

Become an expert in something

Mark and Amanda's singular focus on rooming houses has set them apart from other investors and led to benefits beyond just the investment income. Managing their own rentals saves them management fees and gives them the option to make extra money managing other landlords' properties at premium rates.

They had three purchases in progress when they joined Dymphna, and the first step was to review those deals to maximiSe their value. Instead of buying finished products to rent, they learned to apply as many strategies as possible to improve each property, and stacking strategies like this has made a big difference in their returns.

Deal 1: A spa for somebody else

The first deal immediately proved the power of their new strategy. It was a single family home priced at $210K. Before their property education, they had intended to rent it as-is for around $300 weekly, doing just a little better than break-even on the rent.

Instead, they spent an additional $40,000 to convert the dwelling to an eight-bedroom rooming house. With a fancy ensuite, the master bedroom alone rented for $280 per week and has not been vacant since.

After renovation, renting all of the rooms gave Mark and Amanda $30K in passive income, and the renovation released an additional $45,000 in equity.

Deals 2 and 3: Keep doing what works

The other two properties that were in progress turned out a little less impressive than the first, but they were still solid deals after renovation. The second house cost $190,000. Converting it to a five-bedroom rooming house at a cost of only $5,000 raised the total rent from $250 to $500 per week.

The third one, quite a bit larger, was a five-bedroom, two-bathroom home for $367K, originally renting for $900 per week. With $30,000 in updates, they converted it to a seven-bedroom, three-bathroom and rented the rooms for $1,300 per week; the difference in rent would make up for the renovation cost in just a year and a half.

Their first boarding house where they added additional rooms and greatly increased the cashflow

Deal 4: Who needs toilets?

At this point, they needed to start finding some more capital gains to keep funding their investments. From Dymphna's course, they knew they could have it all if they found the right properties to subdivide, selling some parts while holding others for cashflow and future growth.

They located a house on a corner lot that had enough space behind it for two new rooming houses and bought the property for only $115K, inviting a joint venture partner to help plan and build two five-bedroom, two-bathroom structures.

The DA approval took 12 months due to a few errors. At one point, it was approved but without provisions for sewers, so it had to be redone.

Fortunately, the existing house is rented for $400 per week, so Mark and Amanda are currently making a modest income from it while they wait. Once the development is done, they intend to sell the new structures for capital and then manage them on behalf of the new owners for 30 per cent of the rent.

Deal 5: Building bigger

From there they started ramping up the scale of their deals, helped along by another JV partner. The next property was another big lot; this time, they planned to tear down the house and build three new rooming houses. In this case again, the DA approval was delayed, but when everything is finished they will keep one house, sell one for cash and manage the third for their partner.

Deal 6: Go bigger

Working with a new JV partner, Mark and Amanda's next deal was a corner lot with a six-bedroom, one-bathroom house. They set to building two nine-bedroom, four-bathroom structures behind it.

With each deal, they refined their tactics to try and maximise their returns and determine what worked best. With this deal, they began planning their builds to include more ensuites and kitchenettes in the bedrooms to attract tenants who would appreciate the extra privacy and amenities, and who would also tend to stay longer.

On this property, they will keep the original building for themselves and manage the other two on behalf of their JV partner.

With each deal, they refined their tactics to try and maximise their returns and determine what worked best.

Deals 7 and 8: Making it look easy

Repeating the same kind of deal several times has made the standard process much easier for them.

Their seventh purchase was a house that came very cheap for its area, only $132K for a two-bedroom structure. They converted it to three bedrooms and rented it quickly for positive cashflow while securing approval to build a seven-bedroom, four-bathroom rooming house in the back.

For the eighth deal, they've got a lot with a DA approved to build three three-bedroom, three-bathroom units, a step up in luxury from their normal builds. They're just waiting for a new JV partner to bring in some money for the construction.

One of the current properties that's going to be knocked down and replaced with three boarding houses

Deal 9: Fast cashflow

Most recently, Mark and Amanda picked up a smaller deal: an existing rooming house to renovate with no subdivision or construction required this time.

They got vendor financing so they didn't have to put up much cash, and they converted the place from four-bedrooms, four-bathrooms, four-living rooms and one kitchen to five of each, effectively creating five separate full rental units that only share a laundry. The renovation went quickly, and the property now rents for a total of $1,000 per week.

The power of knowledge

Before meeting Dymphna and learning about property, they had some acquaintances who were into unit developments but they were intimidated at the idea of doing that kind of project. Now they're experts in their particular real estate niche, with 19 properties generating income and they feel like they can do anything.

They have become a go-to source of information on rooming houses for their fellow investors. Mark helps developers negotiate with local councils who sometimes hold up deals due to misunderstandings, and he is working publicly to get local laws changed to make rooming houses more attractive investments. He hopes that his efforts will help put more low-cost housing on the market.

Since 2012 Mark and Amanda have gone from 10 properties and negative $841 per week to 19 properties and over $100,000 positive cashflow – plus an increase of equity of over $500,000

Free Gift 3

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Most investors need an upward cycle to make money in real estate. I'll show you, if you have the right skill-set and you know what you are doing, you can create capital gains, and more importantly, passive income, in any market.

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David & Zoe

Accountant finds a low-risk way to build $1M of equity in just 18 months… with $2M more already on the way!

When David's work started drying up, he and wife Zoe left Perth to try their luck in Canberra. They wanted a way to take charge of their financial future, but Zoe, a trained accountant, didn't want to take any risks. It seemed intractable, but a full-day property seminar with Dymphna Boholt gave them the answers they needed.

They had made a number of poor investment choices over the years, piling money into ventures in apple orchards, wine and even coffee plantations. However as they listened to the power of Dymphna's methodology, they realised that property was for them.

Signing up to Dymphna's *Quantum* Program, they went to 'car university', listening to Dymphna's audio lectures in the car on the way to work and pouring themselves into the course materials.

Sorting out their existing investments, David and Zoe became the money partners in a development joint venture. Watching over the shoulder of their knowledge partner, they saw that property development could give them the freedom and security they needed. In less than 18 months, they have increased their equity position by over $1M, with plans in place to deliver a further $2.8M over the coming two years. Their portfolio is also paying out $32K passive income a year.

David and Zoe are using their newly found financial freedom to invest in their grandchildren and children across the world. They support a number of development initiatives, including eight sponsor children in Africa.

The Three E's: Education, education, education

For Zoe and David, property development was the key to independence. They were looking for a career that gave them freedom, and the freedom to move back home to Perth.

Focusing on education made everything possible. Investing in their own skills, and spending time with some of the most successful investors in the game, they learned to invest with a self-managed super fund, to use the most effective asset protection structures, and to make business decisions based on sound facts and reasoning rather than emotional appeal. Working with an experienced developer on their first new project helped them break into development on their own.

With a combination of Dymphna's proven techniques and some hands-on development training, Zoe and David went back to their existing properties and turned them from dead weight into profitable investments.

Deal 1: A big first step

The first deal they launched into after attending Dymphna's boot-camp was a big one – and a profitable one.

They became the money partner in a joint venture with someone they met through the I Love Real Estate community. The knowledge partner agreed to mentor them along the way, with fortnightly hook-ups keeping them up to speed.

Drawing down the equity on their homes in Perth and Canberra, they put $750K into a high-end subdivision in Kenmore on the Brisbane River. In exchange for funding this deal, Zoe and David were guaranteed 28 per cent pa fixed interest, paid out 18 months later for a total return of $319K, or 42 per cent.

They also picked up two blocks of the new subdivision for themselves, with a land purchase price 2.5 per cent under the initial bank valuation. The bank's initial valuations came in around $810K in July 2014. Before Zoe and David paid a cent for it, a Colliers valuation in November boosted the price to $1.2M, allowing them to flip the property for an easy gain of almost $400K in four months.

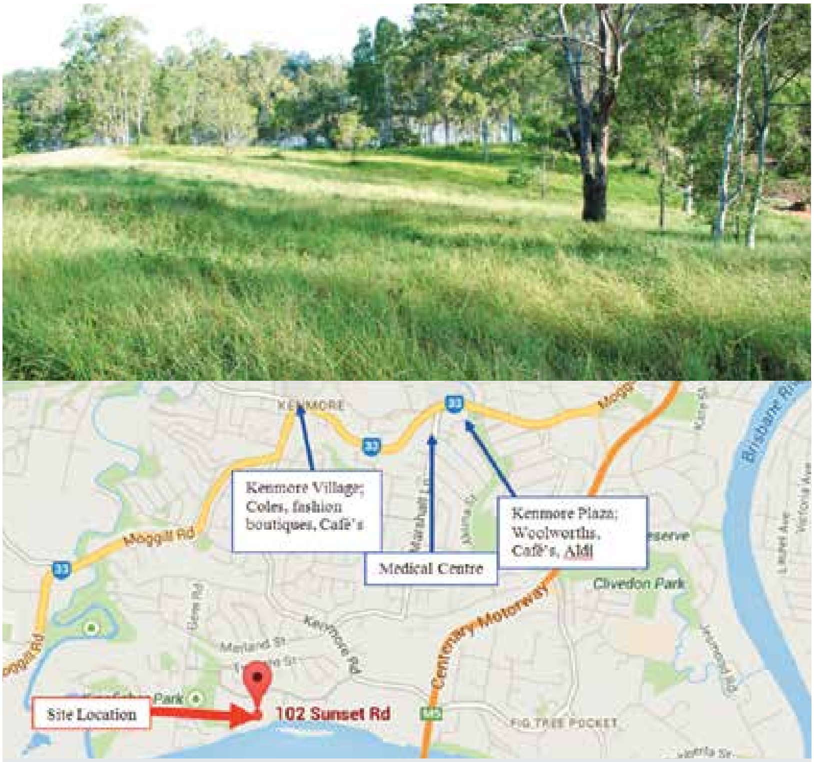
"One of the things that we've learnt is to do creative strategies… try and get as much value out of what you're doing"

Meanwhile, they were learning a lot from their knowledge partner – getting hands on experience with routing powerlines, traffic control, street naming and all of the other details of development.

With this valuable new knowledge and a careful analysis of the local market, David and Zoe were ready to do their own build on the second lot they purchased. The project is still underway with a total cost of

$1.7M and an expected sell price of $2.4M, for a net gain of over $600,000.

All told, the subdivision deal has created three separate pay days for the: $319K from the loan, $400K from the flip and $600K from the new build, totalling $1.3M in two years from an initial investment of just $750,000.



The Richards' first highly profitable JV deal.

"It doesn't matter where you are. If you start and you head down the road, you can do it"

Deal 2: You can sell the trees, too

Having nearly tripled their equity, David and Zoe now set out to build passive income to fund their retirement. They took Dymphna's advice and looked at their old PPR in Perth for subdivision potential.

Thirty years ago, David had planted some eucalyptus trees around their house in Perth. He didn't realise at the time that the trees would grow to over 50 metres, and take over the backyard. He was concerned that removing the trees would be expensive, but a little creative thinking led to a perfect solution: he hired a company with a portable mill to convert the trees to useful timber onsite and pocketed the profits.

With the trees out of the way, the backyard was clear for a new build. They have an application with council now, and when it's approved, they will set up a new trust and sell the back lot to the trust to minimise their tax liability. This method of Dymphna's will enable the whole deal to work out in their favour.

Once the build on the back lot is done, Zoe and David expect to rent it for a passive income of $11,950 pa after costs, plus a substantial equity gain from the subdivision.

Deal 3: Different city, different rules

The backyard build in Perth showed them the money-making power of subdivision. They didn't think the same thing would be permitted at their current residence in Canberra, but one day, Zoe noticed a backyard dwelling on their street. Instead of privately looking into the property she saw, she called the council directly for permission to subdivide, but the answer was a quick and definite no.

However, dual-occ's are an option in Canberra. So they set out to increase the earning power of that investment by spending $185K on a secondary dwelling that they expect will provide another $9,000 per annum in passive income.

Deal 4: Keep your options open

Most recently, Zoe and David have contracted options on three house and land packages in the first stage of development in Burpengary. With six months left to close, they are expecting plenty of appreciation in value that will leave them with considerable equity.

They are keeping an eye on the local market and still have an opportunity to back out of the deal before it closes. But if the value of the properties holds steady or rises within the next six months, they will have three houses for a total cost of $387K, generating an estimated $14K in annual passive income with plenty of room for growth.

Reaching out

Zoe and David have only been investing for 18 months, but in that time, they've increased their equity by over $1M, with another $2.8M on the way after their current projects wrap up, and $32,000 in positive cashflow.

They have a long-term plan in place to accelerate their growth through more building and development. Their way forward is guided by the strategies they've learnt from Dymphna, their continuing passion for education and the promise of greater rewards in the future—not for themselves, but for their children and for the rest of the world.

David and Zoe are particularly passionate about contributing to development projects around the world. They currently sponsor eight children through Compassion and the Irene Gleeson Foundation, and plan to take on more children in the near future.

But, first thing's first. They have a lot of projects lined up with the grandkids, and they are grateful to be able to spend so much quality time with their family.

Jaye & James

Dymphna's Quantum program gave Jaye air to breath again, freeing up over $30,000 in just 30 days!

In 2015 Jaye and James owned five properties, but they were bleeding so much cash they wished she had none!

Jaye and James had made all the classic property mistakes. They had almost $2M in debt and were negatively geared to the tune of $67,000 a year – on a combined household income of just $100,000. Then in 2013, Jaye had a series of seizures. She took herself to hospital, but it took them some time to diagnose what the problem was, and she lived with the disruption of regular seizures for several months. Her husband James, who had lost his first wife, wanted to take time off to look after her, but they had such a huge debt to service.

They just wanted to start over

Jaye heard about Dymphna's course and signed up for the Quantum Program before she had a chance to talk it over with her husband. James noted that there was a 30-day money back guarantee, and said that "if you can make the money back before the 30 days is up, we can keep the course."

Starting with Dymphna's wealth-check, they got a lot of help "undoing all the advice" they'd received until then. This wealth-check allowed them to save $30,000 a year (three times the program cost!), straight from the get-go. They kept the course.

They then used the education they'd received to turn their situation around. They have since increased their equity by $200,000, all while reducing debt by $450,000, and are on track to achieve positive cash flow of $80,000 by 2018.

It all started with the wealth-check.

Wealth-Check

The wealth-check, from trained property professionals, undid a lot of the unhelpful advice they had received from 'experts' in the past. With specialist property tax advice, and rolling money from GESB to Rest, which allowed her to pay insurance from her super, Jaye freed up over $27,000.

They also told her to look at the depreciation schedule for one of her investment properties – a property other experts had told her not to bother with – and that saved her a further $3,544.

All told, they had managed to free up a much-needed $30,000 a year – in just 30 days!

With their immediate cash flow concerns contained for now, Jaye started giving their portfolio a total work over.

*"The wealth check-up is so worthwhile.
It just puts everything into place and gives you
a foundation to build on."*

Ditch the PPR

They started renting a company house as their home, and sold their original PPR. Taking advice to give the property a simple landscaping facelift and a few minor touch ups to make it more attractive to the family market, they sold the property for $775,000, paid off $480,000 worth of debt, and were left with $275,000 cash to roll into a smarter investment.

SOUTH OF PERTH PPR
Landscaped, touch-up and sold for $775,000, paid off $480,000 of debt.

Brissy Sub-division

Jaye used that money to purchase a property in Brisbane to demolish and subdivide. She then had the property revalued and was able to get a loan to build two four-bedroom, two-bathroom double-story houses

Jaye plans to keep one house as a positively-geared rental that will return $12,000 pa, and sell the other house to release $400,000 to put into her next deal.

BRISSY SUB-DIVISION
Used remaining $ to demolish subdivide Brisbane.
Building 2 houses.

Getting momentum going

Under the guidance of one of Dymphna's Platinum Mentors, Jaye began thinking big. She scouted a block in south-east Perth that would be suitable for a triplex development.

However, instead of building the standard three units, Jaye envisioned a total of four rentals. Her plan is to renovate the existing house, build another three bedroom, two-bathroom house and give each house their own two-bedroom one-bathroom granny flat.

Jaye plans to keep all four rentals (though possibly selling one to her SMSF), with their positive cashflow of $32,000 pa.

The Ugly Duckling in the Goldfields

Next, Jaye set her sights on a commercial property in the Goldfields. There were four units (built by four friends), which had already been on the market for two years. There was no formal strata in place; just a "country agreement" to do whatever needed doing, and there was no tenancy agreement with the tenants. This scared a lot of buyers off, but to Jaye it was an ugly duckling – no renovations were needed and the rental returns were high.

Following Dymphna's methodology, Jaye found lawyers to assess the agreements in place, formalise and update the strata, organise insurance, set up a management agreement and install a three year lease with new tenants (with a monthly rent of $2,100). In the end, Jaye's ugly duckling delivered her a golden egg of a property. It cost her a total of $195,000 and returns $23,000 pa in positive cash flow.

SMSF DEAL #1
Commercial property in Goldfields. Cost $195,000.
Returns $23,000 PA

Emptying the Store Room

Jaye then purchased a four-bedroom, four-bathroom residential property in the Logan area, QLD near to Griffith University. This property had been on the market for eighteen months, and had been badly advertised.

One of the rooms was being used as a store-room. The previous owner had hurt her back and was unable to clear out the junk. Negotiating a good deal, Jaye purchased the property for $160,000, hired a truck and removed the furniture herself. She spent $3,000 on new furniture and appliances and each room now rents for $180 a week, (and the carport for an additional $40 a week!). Even accounting for University holidays, the property returns $19,000 pa positive cash flow.

Advice to Investors

Jaye has found that taking control of their finances has turned their whole life around. It has brought Jaye and James closer together, and she loves having income streams that she can fit into pockets of her life. She is proud of the role model that she can offer her kids – as a woman who is independent, creative and makes a contribution to the family finances.

Jaye's journey has also highlighted the importance of the basics. You just don't know what you're doing wrong until you sit down with someone who really knows what they are doing. There's so much money just sitting under your nose.

"Forget what broke and unhappy people tell you. Just start."

SMSF DEAL #2
4x4 with University nearby. Cost $163,000. Potential returns $19,000 PA

RESULTS	**PRE-DB**	**POST-DB**
Portfolio Value	$2,770,000	$2,986,000
Debt Level	$1,984,000	$1,526,000
Negative Geared	-$67,000	-$7,700
Properties owned	5	7
Developments happening	0	3
SMSF property rental return 2016	N/A	$42,000
Projected SMSF return 2017	N/A	$55,000
Projected positive rental in 2017	0	$5,300
Projected positive rental in 2018	0	$32,300

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Shirley

Would you drive 1,000km each month for financial freedom?

It's a sunny Tuesday afternoon, and Shirley is sitting on 'Champagne Rock' on the banks of her Baffle Creek property in Queensland. This is where her and her friends often gather to celebrate victories over a drink. Shirley has a lot to celebrate. Through investing, Shirley has created an enviable lifestyle for herself and her family. But, the road to financial freedom wasn't always a smooth path.

She grew up in a remote country town in central Queensland. Raised by her aunt in her teenage years, Shirley was brought up with the attitude 'to serve'. This led Shirley to train and practice as a registered nurse.

After 20 years of working in the operating theatres - as well as spending time overseas helping people in poor villages - Shirley left to teach at TAFE.

And she did this until she was headhunted to run a retirement village. "Running a retirement village gave me the management, financial budgeting skills and confidence to buy the management rights to a large resort on the Sunshine Coast when the opportunity arose," explained Shirley.

Shirley's risk paid off and the business turned over a very healthy profit for a number of years. "It was a challenging and rewarding venture that I very much enjoyed, but unfortunately in 2014 I had to sell the management rights when I was diagnosed with breast cancer," said Shirley.

It was in 2014 that Shirley came across Dymphna Boholt and the I Love Real Estate community.

"Before meeting Dymphna, we did own a few properties and of course, we had made the classic rookie error of putting the properties in our own names," explained Shirley.

"Despite not having structured our portfolio properly, we were in a pretty good position. We owned a farm, industrial sheds, offices and a couple of other investments. But having met Dymphna, we immediately realised that we were doing some things 'wrong' in our investing ," said Shirley.

"We went on to restructure our portfolio and also purchased a couple of duplexes. Each gives us a nice return of over five per cent each," said Shirley. "All of these things have helped us to have the lifestyle we enjoy so much."

"I was so impressed with Dymphna's teachings that I brought my husband along to one of her events and we immediately got involved."

In late 2016, Shirley decided to get even more involved with the ILRE community by getting involved with the Platinum Program.

Since then things began to fast-track for them. “I really loved how supportive and friendly the community is. I have made many real and lasting friendships through ILRE,” said Shirley.

So how valuable does Shirley find the I Love Real Estate Community? Well, every month, Shirley drives 1,000km to attend monthly IRLE property investor meetings!

“The value I get from those events and meetings is worth every kilometre! I listen to lots of real estate CD’s and use the time for thinking and planning,” said Shirley. “I know that the more I learn, the more I earn and grow.”

This is the sort of attitude that Dymphna really encourages in her students. That’s because the more you learn and take action - the more you can earn financially and grow as a person too.

DUPLEX PAIR IN BUNDABERG 1	
Purchase Cost	$315,000
Rent per Annum	$23,140
Expenses	$6,975
Positive Cash flow	**$16,164**

The fruits of her ‘what-ever-it-takes’ attitude, are certainly showing up in Shirley’s financial results.

In fact, since getting involved with Dymphna and the IRLE community, Shirley has achieved the following:

- Subdivided rural acreage in smaller blocks - with a potential profit of around $113,000
- Bought an investment property on a canal in the Sunshine Coast – which has since gone up in value
- Bought a unit in Brisbane, which helps her kids as she lets them rent it at a cheap rent
- Bought two Duplexes with yields of around 5.1 per cent and 5.8 per cent
- Started the process of investing in a development project in her family SMSF – with an estimated return of around 15 per cent
- And best of all…Shirley bought 81 industrial sheds with 100 per cent occupancy and a yield of 8.2 per cent.

This is a true cash flow bonanza!

She is even looking at putting a solar farm on the roof of these sheds to skyrocket her cash flow even further.

All of this in just four years! Shirley now enjoys a sizable six figure income from her portfolio – and she is really just warming up.

Like many of the IRLE community, Shirley loves to share her knowledge and help others get started on the road to financial freedom.

81 STORAGE UNITS/SHEDS BUNDABERG

Purchase	$1,510,000
Income	$162,787
Expenses	$34,473
Interest	$72,680
Profit	**$55,634**

Plus, 2 extra containers + owners shed + 3-bedroom house @ $20,952 = **Total Profit of Approx $76,586 pa.**

"The best way to get started is to simply begin," said Shirley. "Use the mentors available to you, and your peers - everyone here is willing to help and has different experiences.

"Everyone has a different starting point, so choose the strategy that suits your position and personality best. Talk and network – building relationships is so important.

That is how we landed on of our best investments. We made friends with a Real Estate agent and one day he rang us up with an offer to purchase storage sheds coming on the market – so we bought 81 sheds which provide a very generous 8.2 per cent return," said Shirley.

Shirley has learned many lessons on her journey to financial freedom. "Asset protection was one of the biggest takeaways from Dymphna's teachings.Due diligence and following processes is absolutely paramount before any new venture or investment. Never buy from marketeers (I learned that one the hard way!)" said Shirley.

DUPLEX PAIR IN BUNDABERG 2

Purchase Cost	$300,000	Expenses	$5,360
Rent per Annum	**$22,880**	**Positive Cash flow**	**$17,519**

“The good thing about being part of a community like ILRE is that when you hit a hard patch, as you invariably will, there is always someone who can help.
One of the key things I’ve learned on this journey is to be daring and get out of my comfort zone.”

Part of the joy of this whole journey for Shirley is being able to give back and help others.

“Everyone here is willing to help and has different experiences.”

During this journey she has done volunteering overseas in Cambodia and off a remote island in Vanuatu. She plans to do much more work like this, because there is an urgent need for it.

So yes, some would call her 'crazy' for driving 1,000km to an investor meeting.

SUBDIVISION DEAL GOOBURRUM BUNDABERG

Purchase Cost	$620K
+ $62K for machinery (sold to our farm)	
1:5 RURAL ACREAGE BLOCKS	
Cost of Subdivision	$361K
Anticipated Profit	**$113K**

But we would say she's a living example of what's possible when one combines a big vision…with the right support and education, and massive action!

PRE-DYMPHNA

PROPERTY	VALUE	NETT INCOME
Farm - partnership	$1.5m	$2,000
Industrial Sheds - p/ship	$1.1m	$89,000
Offices - SMSF	$500K	$36,000
Set 4 x 1 flats - my name	$450K	$14,000
Management Rights - Trust	$2.4m	$184,000
Unit – Brett's name	$625K	$26,000
TOTAL	**$6.575m**	**$351,000**

POST-DYMPHNA

PROPERTY	VALUE	NETT INCOME/PROFIT
Farm - partnership	$1.5m	$2,000
Industrial Sheds - p/ship	$1.1m	$101,298
Offices x 2 - SMSF (currently vacant)	$350K	-$11,000
Set 4 x 1 flats - my name	$500K	$18,170
House – Trust	$740K	-$5,286
Unit – Trust	$440K	-$10,732
Duplex – Trust	$330K	$16,164
Duplex – Trust	$330K	$17,519
Subdivision – Trust	$1.194m	$113,646
Storage Sheds – Trust	$1.51m	$76,586
TOTAL	**$7.994m**	**$318,365**

Anna & Melvyn

Anna and Melvyn thought they were never going to make it, but with the right advice they've now built a massive $3.5M property portfolio with $30K in passive income.

Anna was determined to find a better way to live than working in the corporate world. Despite failed business after failed investment, she refused to quit, and now all of her effort has paid off. Nine years after moving to Australia from Kenya, Anna and Melvyn are enjoying great success, and they've certainly earned it.

Coming to Australia had been a lifelong dream for Anna. Between poverty and political unrest, she and Melvyn always knew they would need to leave Kenya to find a better place to raise a family.

The opportunity came shortly after their wedding. They gave away all of their new wedding presents and reached Sydney with two suitcases and $10,000 in cash to start a new life. They started with no work, no family and no connections.

After they immigrated, Anna found a new dream. While both she and Melvyn found regular employment, she began spending her free time studying for professional accountancy exams and launching new businesses, desperately trying to gain a passive source of income.

One day, she stumbled upon a Dymphna Boholt seminar invitation inside a motivational book. She and Melvyn were inspired by the seminar and quickly dove into Dymphna's Ultimate course. Now, after five years of practicing what they learnt, their investments have reached $3.5M in equity and are generating $30,000 pa in passive income.

Never give up

Perseverance and determination are the foundation of their success story. Due to the difficulties of adjusting to life in a new country and trying to make time for both work and study, Anna failed her professional accountancy exams twice before finally passing on her third attempt. Her business ventures were another string of failures, but she never stopped learning and searching for the project that would finally pay off.

The final setback before their luck turned around was an ill-advised property deal in 2009. It was an off-plan unit in southern Sydney with extremely high strata fees to pay for a gym, pool and lifts in the building. It was losing them money for a while, but fortunately, with the general rise in values across Sydney, it has since become cashflow neutral.

In 2010, after nine months of carefully working through the Ultimate course, they made their first investment with their new real estate strategy, and it turned out to be just the kind of success they were waiting for.

Deal 1: The surprising springboard

Anna and Melvyn's first priority was still passive income, and the first property they found was a three-bedroom, one-bathroom home in a mining town in Queensland. They picked it up for $200K, and it rented for a decent price right away.

Then, the mining boom suddenly lifted the value of the home to $320K, which was faster than anyone had expected. Anna and Melvyn took this windfall and drew cash out of the home to fund their subsequent purchases.

The value of the house has dropped considerably since then, and it may be underwater soon, but as their mentor told them, this doesn't necessarily make it a bad deal. The money that Anna and Melvyn took out of the home has been well-used in other investments, so it's up to those other properties to make up the loss, which they definitely have.

Purchase Price: $200,000
Current Value: $330,000 **Rental Yield: 4.7%**

Deal 2: Make sure you insure

Next, they started buying closer to home, with a quick renovation on a two-bedroom 1950s unit in southern Sydney. The total cost was $343K, including $36K in cosmetic updates that made the place easy to rent for neutral cashflow. It has since appreciated by $84,500, which they are redrawing this year to spend on newer investments.

There was one complication with this deal: a while after it had been rented, Anna and Melvyn found that it was occupied by six people living in two bedrooms who had done some damage to the property. Their agent had failed to conduct the appropriate inspections. Fortunately, insurance reimbursed all of the damage, so they didn't lose any money in the process.

Purchase Price:	$317,000		
Current Value:	**$430,000**	**Rental Yield:**	**7.4%**

Deal 3: The bad breakup

For their third deal, they stayed in southern Sydney and bought a three-bedroom home for another simple renovation. It was rented immediately, making it cashflow neutral, and the renovation was completed in 2014.

Unfortunately, just a month after the renovation, they had another tenant problem. The couple who were renting the home had been good tenants—until they split up. One of them didn't handle the break-up very well, and he put holes in the ceilings and walls. As before, the good news was that at least Anna and Melvyn had insurance to cover the damage and the lost rent.

They recently got approval to build a granny flat next to this house, which they expect to rent for $7,000 p.a, making the whole deal strongly cashflow positive.

Deal 4: Driving all day

The fourth deal was an excellent find, but it took a lot of work. It was a distressed triplex in the Hunter Valley, which had been sitting on the market for a while.

Anna and Melvyn bought the property for $405K and spent $160K more on a major renovation. To reduce costs, Anna personally managed the project, but that meant constant three-hour drives to and from the place with her four-year-old daughter.

They spent 12 weeks on the renovation and spent the final day personally cleaning all three units well into the night. After their final long drive home that night, they were treated to a nasty surprise: their house had been broken into and trashed.

The burglars had taken a little bit of cash that the family had been saving as a reward for themselves after the renovation. Unfortunately for Melvyn, when they called the police over, he learned that he would have to clean up all of the fingerprint dust himself—just after spending all day cleaning the rental property.

But at the end of the project, all of the work and inconvenience had really paid off. The three units are now generating a total of $15,000 in positive cashflow, and even after the costly renovation, the property has appreciated in value enough for Anna and Melvyn to draw $68K back out of it this year.

Purchase Price:	$405,000		
Current Value:	**$690,000**	**Rental Yield:**	**14.4%**

Deals 5 and 6: Overseas sickness

For her next deal, Anna wanted to try something different, and a friend of hers had had some success investing in the United States. She booked a ticket to a five-day real estate investment conference and flew 23 hours with her young daughter to attend.

At the conference, a number of properties were being sold to attendees in a lottery process. Anna had her daughter pick numbers out of a hat, and her "lucky angel" got them three wins. Anna gave one up to a woman at the conference who would otherwise go home with nothing, and went ahead to purchase the other two.

She bought these two properties in Texas for $62K and $74K (Australian dollars). They are bringing in $15,200 in net rental income, and in two years, both have appreciated in value by nearly 100 per cent.

Deal 7: A major find

Returning to Australia, Anna and Melvyn lined up their biggest deal yet in South Sydney and turned a tough seller to their advantage.

The seller was making it difficult for anyone to see the property, which turned off other potential buyers, but they were able to figure out what a great deal it would be and made the purchase without competition. This was a large house with an entire lower floor built as a dance studio; it was a perfect opportunity to manufacture value by converting the lower floor into a separate unit. Building a separate secondary dwelling would typically cost upwards of $120K, but in this case they were able to plan a renovation for just $70K.

With a total cost of just over $1M, the estimated new value of the property will be $1.1 to $1.2M, giving Anna and Melvyn a substantial immediate return on their investment along with two rental units for more passive income.

Persistence has paid off

Every one of their property deals came with some hardship or difficulty that they needed to overcome, from destructive tenants to late night drives and burglars. But they never let any of their setbacks stop them, and now they have a portfolio of 12 units bringing in the passive income that Anna had always hoped for, with plenty of equity available to let them keep investing.

Remembering their roots, the couple is using some of their funds to sponsor impoverished children abroad. Their goal is to sponsor one new child every year, and they currently support two girls in Kenya and one in Bolivia. They have also picked up the therapy costs for Anna's father, who became partially paralysed after a stroke in 2009.

Anna and Melvyn say that the most important steps they took were investing in their education and connecting with like-minded people to inspire one another and share the journey.

POST-DYMPHNA	
PROPERTIES:	**12**
TOTAL VALUE:	**$3.5M**
INCOME:	**$30K**

"I had to just really support her, work as a team and trust her to know what she was saying."

Brian

DAMNING ADMISSION: "As an accountant, I was telling everyone that negative gearing was the way to go … I WAS SO WRONG!"

Brian wanted to be a wildly wealthy woman. Well, not quite. In 2004 Brian was dragged along to a seminar at the Brisbane Convention Seminar. Little did he know it was to an event called 'Wildly Wealthy Women', and he ended up being one of only two blokes in the room!

Still, it turned out to be his lucky day. It was there that Brian first met Dymphna, and it was there that of his journey into real estate success really began.

Because Brian had been doing everything wrong. On the advice of several “experts”, Brian had every property he owned negatively geared. He also worked as a tax accountant and would tell all of his clients that negative gearing was the way to go.

“I thought negative gearing was the way to go … Until I saw I was losing $184,000 a year!”

For a long time, negative gearing was the received wisdom. It’s just what everyone did. It was what every accountant recommended. However it led Brian up the garden path. Eventually the banks refused to lend him anymore money, and his properties were costing him $184,720 a year!

Meeting Dymphna, and joining the Ultimate and Platinum Programs has been a revolution. Brian has totally reworked his portfolio, and rather than losing money, his property portfolio now provides him with passive income of $65,000 a year. In less than three years!

With his own financial future secure, Brian has now begun helping his children build their own property portfolios, with his youngest son Luke looking to join Dad as a full time investor.

A Total Portfolio Makeover

On the basis of advice he’d received from other real estate “experts”, Brian had sought out negatively geared properties, drawing down equity once a year to pay the bills. Eventually, Brian found himself with a portfolio that was costing him $184,720 a year, and totally cut off from further credit. It was time for a total portfolio makeover.

Brian started selling down non-performing properties, and putting the rest to work, manufacturing growth through renovations, splitters and DA uplift.

Deal 1: The dream that wasn't

Prior to joining Platinum, Brian had a property in Macgregor that he was renting out as student accommodation. It wasn't a great performer and had a pool, which was expensive to maintain.

However the council rezoned the area where the property was located to three stories and then to five stories. Brian got a DA approval for a five-storey unit complex, putting a lot of time and energy into the design and architecture.

However, when they did the numbers with Dymphna, they figured it would take them 18 months to complete, and tie up all of their finances and leave them unable to do anything else.

So Brian put his ego aside, and put the property on the market as is, with DA approval, and it looks set to gain considerable DA uplift.

Deal 2: NZ subdivision

For a while, Brian was working in New Zealand as the Waikato University librarian in Hamilton. While he was there he purchased a property, and has now decided to subdivide, turning two lots into four.

This deal has been delayed by a tenant who has refused access to contractors – which tenants have a legal right to in NZ. The tenant has since decided to move on, and Brian is hoping to move ahead with this one in the near future.

"I'd been working as a tax accountant for 16, 17 years, and when clients came to me asking 'How can I save tax?' I would suggest negative gearing. It's just what everyone was doing."

Deal 3: An infrastructure play

While he was in NZ, Brian bought another property in Hamilton, near the regional hospital and another private hospital, and a short walk to town. The plan now is to subdivide the property in two, keep the lot with the house, and sell the remaining land.

Deal 4: A road to nowhere?

Brian found a property in Sailsbury facing a non-existent road. The council had plans to put a road in, but the plans were scrapped, and now there was a stalemate between the council and the previous owner. There was an opportunity here for Brian to subdivide the land, and get the road put in for the house himself.

He paid $330,000 for the original house and land. After the subdivision he sold the vacant land left over for $350,000 and kept the house, scoring a house for himself practically debt-free.

Deal 5: Renovation gone rogue

On his next deal, Brian set out to do a minor renovation on the bathroom, and give it a quick lick of paint. However, there was a leak in the shower and once Brian's eldest son (a builder) got involved it quickly escalated into a major reno.

In the end they totally redid the bathroom, ripped out the floor, put in a new kitchen and even added a new deck.

However, the renovations paid off and they were able to increase the rent. The property is now cash-flow positive and they have decided to keep it.

Deal 6: Entry into Commercial

Dymphna's advice to Brian was to then diversify his portfolio and get into commercial property. Brian decided to use a SMSF to make his first commercial.

His search started looking for tenanted properties, but when that turned up nothing, he expanded his search to include untenanted. It was there he found one that, when you read the ad closely, was listed as untenanted but only because there was doctor who had been there 17 years and his lease was up for renewal. The doctor had every intention of renewing the lease and so Brian's eye for detail really paid off.

There is also a major commercial development next door, so if the doctor doesn't renew his lease they'll just mirror that development. Brian says he kind of hopes the doctor leaves, but says he's happy either way. And with $29,000 passive income, guaranteed for five years, why wouldn't you be happy?

Deal 7: Government tenant in Taree

His next property was another commercial property in Taree, tenanted out to the NSW government. They spent over $1.5M doing the fit out (due to tight security requirements) and won't be going anywhere any time soon.

With a tenant in place and guaranteed rent, this property has been delivering $40,000 passive income from day one.

This government tenant spent $1.5M on the fitout due to tight security regulations so they wont be going anywhere soon – **This property created $40k positive cashflow from day one.**

Helping out the kids

With all the expertise that Brian's gained, he's started turning his focus to giving his kids the best start in life he can. Under his guidance, all three of his children managed to get into the first property by their 21st birthday. The youngest son, Luke, also has two properties to his name – a sturdy and reliable rental in Inala, and a Queenslander built on 852m2, with a lot of development potential.

For his middle son, Jonathan, Brian applied what he had learnt about staging and presenting a property, and helped him sell his house for $60,000 above expectations, setting a new bar in the neighbourhood.

He then helped them find a new place – a house on a large block of land for $630,000 – and they already have a DA in place to subdivide the land. Land in the area currently sells for around $450,000, so there's potentially $900,000 worth of value plus a roof over their heads for a few years.

For his daughter-in-law Trinity, he's currently mentoring her through a DA/BA process on fibro palace. The plan is to create four rentals, by splitting the existing dwelling and building an additional two three-bedders.

His eldest son James has two properties in his name. The first was a termite infested two-bedder that he picked up for $119,000. James is a builder, so he was able to live in it with a mate and completely do it over and add another bedroom. Now a rental, it's currently worth around $430,000. On his second property, he put in a granny flat downstairs where he currently lives, and rents out the three rooms upstairs, room-by-room.

TOTAL RESULTS SINCE 2012
FROM NEGATIVE -$184,000 TO $65,000 POSITIVE CASHFLOW
THAT'S A $249,355 TURNAROUND

A life of learning

Brian believes education has been the foundation of his success, and has attended over 40 of Dymphna's events. He says, "I still attend as many events as I can. Each time I will learn something new that I can apply to our situation. I may have heard it before but there is always something that will suddenly click."

With a number of successful properties in the kids' names already, and Dad at the helm, Brian's family's legacy looks secure.

"I am grateful that Dymphna was able to see a potential in us – at a time when we didn't believe in ourselves. It's been an amazing journey."

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Manny & Sarah

After eight long years of losing money on investments, one timely tip helped this couple surf the Sydney property boom to $2M in equity!

Manny and Sarah needed help to get their investment strategy on the right track. A three-day boot camp with Dymphna Boholt tipped them off to a coming real estate boom, and they used it to launch a brand new life.

Sydney's recent property boom has gifted Manny and Sarah with huge capital growth over the past four years. For a long time, though, their portfolio was going nowhere.

They had purchased four off-plan units in 2003. They eventually sold one at a loss, one to break even and one for a modest gain, but between the costs and the time spent, they considered their investments to be losses overall.

At the end of 2010, between their PPR and the remaining investment property, they found themselves with $440K in equity and no strategy for moving forward; however, at an Ultimate boot camp in Noosa, Dymphna showed them piles of data indicating an upcoming boom in Sydney.

All they needed to do was maximise their starting funds and buy in the right areas, then watch their capital grow. With attention to detail and some smart decisions, they managed to land three great deals and increase their equity position by $2.1M in four years.

Manufacturing growth

The first step was to gain as much equity as they could in their existing properties to maximize their purchasing power. They did some cosmetic renovations to their PPR and their one investment property, then drew down their equity to make the next purchase.

Deal 1: Build your own and build fast

To get the most out of their money, Manny and Sarah bought unregistered land in the Ponds from a developer and constructed a four-bedroom house on it for immediate capital gain instead of buying off-plan.

Because they had done their research and were paying close attention to market details, they were able to take advantage of an offer to waive stamp duty by beginning construction within 26 weeks of the purchase. The land and construction cost $676K, and the property is now worth $1.2M, equating to $174K a year for three years!

PROPERTY 1

Total Cost :	$676,000.00
Current Loan :	$688,000.00
Current Value :	**$ 1,200,000.00**

Capital Growth of $524,000.00 in 3 years!

Deal 2: The extra $100

Manny and Sarah worked with Investor Legal Network to tap their self-managed super fund for the next deal. They found a house in Winston Hills, but the buyers market was very competitive. They needed an edge to make sure their offer was accepted.

The seller's agent asked for offers in writing at 3 pm and would accept the highest bid. Manny had done careful research on RP Data and was prepared to spend $646,000 on the house. But instead of bidding the exact amount, he bid $646,100.

Manny's intuition was right. The next highest bidder had offered exactly $646,000, and they won the deal.

The sale closed in October, 2013. Since then, the property has appreciated in value to $840K, for a gain of nearly $200K in a year and a half.

PROPERTY 2

Purchase Price:	$646,100
Stamp Duty :	$24,584
SMSF Structure & Legal Cost :	$8000
Repair & Renovation:	$15,000
Total Cost :	$693,684

Capital Growth of more than $145,000.00 in 20 months!

"You've got to be selective. Listen to people who have done it themselves. We're riding on this property boom because we listened to Dymphna in 2010."

Deal 3: An easy conversion

By early 2014, Manny and Sarah were able to draw down the equity from their first deal to help with a new purchase. In Blacktown, they came across an excellent property with a unique feature.
The house had been built for dual occupancy but was now occupied by a large family who had converted it into a single-family home. This presented a perfect opportunity for them to restore it to two units with relatively low expense and no challenges in council.

After spending a total of $730K on the purchase, fees and renovation, they were able to immediately rent both units for neutral cash-flow, and the property has now been revalued at $850K, a gain of $120K in one year.

PROPERTY 3

Purchase Price:	$665,100
Stamp Duty :	$25,420
Trust Structure & Legal Cost :	$6000
Repair & Renovation :	$35,000
Total Cost :	$731,520.00

Capital Growth of $120,000.00 in 12 months!

What next?

Keeping well-informed has enabled Manny and Sarah to stay ahead of a favourable market, putting them in a strong position. With $2.5M in equity at their disposal, they could draw funds from some properties to pay off others and create as much as $50,000 in passive income if they decided to retire. Instead, they've got their eye on larger deals for even greater growth moving forward.

They have also seen the value of having a strong financial position in recent times. Sarah's mother passed away not long ago, and her brother is being treated for cancer, so Manny and Sarah have provided financial support to their family. They are also providing aid to friends in their homeland, the Philippines, who were affected by the recent typhoon.

Manny says that following Dymphna's investing strategy has really improved their mindset and their lifestyle. They pay more attention to education, spend more quality time with family and friends, and are now teaching their two daughters the same values.

PROPERTIES:	**5** INCL PPR
TOTAL VALUE:	**$5.35M**
NET EQUITY:	**$2.58M**

Rebecca & Sarah

What do you do when you hate your work?

These two friends quit their day jobs and launched careers in real estate together. Now they have $10 million-dollar careers!

Rebecca and Sarah have been lifelong best friends since meeting way back in year seven. In 2009, they were ready to begin their real estate journey. Both of them had put tremendous effort into reaching this point, and they were desperate for a change.

Sarah worked up to 15 hours a day, nearly every day of the week, with frequent overseas travel that took her away from her children. She worried that they were growing up without a mother.

Rebecca put all of her resources into a homewares business in 1997, which floundered for five years and ultimately left her with nothing. For another five years, she lived in poverty to save as much money as possible for a new start.

Overcoming adversity, they started investing, and they never slowed down. After lining up an impressive string of deals, they were both able to quit their jobs around the beginning of 2015, and within the next two years, their combined portfolio is projected to exceed $10 million.

The first step is the hardest

After Rebecca and Sarah attended a three-day boot camp with Dymphna, Sarah returned to work full of ideas but still not sure how she was going to get started. Rebecca wasn't quite ready yet, but Sarah went on to join the Platinum Program, and her first step landed in her inbox.

Deal 1: Rising waters

Another couple of investors, Jason and Amy, were looking around the Platinum community for a joint venture (JV) partner on a deal in Brisbane. When Sarah got a message from them, she jumped at the opportunity.

Still working long hours, she didn't have much time to devote to the deal, so she went in as the cash partner to purchase a house on a large lot. They subdivided, renovated and sold the existing structure to recoup some of their costs, and built a new dwelling on the second lot.

After the deal closed in 2010, they actually lost money due to the GFC and the Brisbane floods; however, Sarah had done enough research on the market in the area to be confident that property values and rents would pick up, and the purchase got her foot in the door of the real estate world.

Deal 2: Getting Rebecca on board

Happy with their partnership, Jason and Amy invited Sarah to participate in their next deal, which was quite similar. Again in the Brisbane area, they found a property to subdivide. This time, they demolished the original structure, and they sold one side of the divided property to Rebecca, who was now in a position to begin investing alongside Sarah.

They built new homes on their respective halves of the property, and despite some loss in value due to the floods (not directly damaging the property but affecting the citywide property market), they finished the renovation $200,000 ahead of their starting position, holding on to the properties to benefit from future gains.

Deal 3: Rinse and repeat

In 2013, Sarah was still tied up by her work, so Rebecca took responsibility for sourcing their next deal along with a new JV partner. Purchasing a house on two lots in Wynnum, they closely replicated their previous deal. They demolished, divided, built and held for another $220K profit … in less than a year!

Deal 4: A needle in a haystack

With some funds available from their first few deals, Rebecca started looking toward properties that would generate some cashflow. She fancied owning a place on the Sunshine Coast, although her father told her it was a bad time to invest there.

She did her own research, saw that the market was beginning to change in the area, and came across an incredible find. It was a $470K, six-bedroom house in an excellent location. She had it under contract less than 12 hours after finding it. Rented by the room, the place is now pulling in over $25K in passive income.

BEFORE: 1618m² land, 1 title, 2 lots, 3 bedroom Queenslander

STRATEGY: Separate into 2 lots, demolish the existing dwelling and build 2 new dwellings

RESULT: $220,000 profit in less than 12 months

Deal 5: The nasty neighbour

At this time, Sarah's employer went into liquidation and she found herself temporarily out of work. Now that she was able to put more of her own effort into investment, she wanted to start scaling up.

The next find was a 1940s Queenslander in Morningside. They purchased it off market through an agent who Rebecca knew. They weren't allowed to demolish the original house, but instead, they lifted it up and moved it forward on the lot to make room for two new townhouses in the rear.

One of the neighbours was upset about the off market sale – he wanted to buy it himself and took them to court over it. He attempted to delay proceedings and interfere with their project as long as possible, but fortunately, the judge was on Rebecca and Sarah's side, and the lawsuit ultimately only cost them two months and $30,000. They were free to move forward.

After completing the subdivision, renovating the old house, and building the new dwellings, they were prepared to sell the whole property for a $380K profit, but they reconsidered. They decided that selling would not leave them any better off than holding and drawing equity while the property was likely to continue appreciating, and now, two years later, the total profit on the deal is closer to $500K.

Deal 6: Still scaling up

The two friends were moving faster and faster as they gained more development experience. They found themselves in the right place at the right time to jump right into another deal much like the last one.
It was another 1940s Queenslander. This one was in bad shape and would need plenty of renovation, but just like the last one, they picked it up, moved it to the front of the lot, and planned three townhouses in the rear.

Due to an encumbrance on the property, they were forced to give a four-metre strip on the front of the land to the town council, which made the space very tight, but they were able to proceed with their plan.

The construction on this property is currently underway, and Rebecca and Sarah expect to sell it this autumn for a profit of over $600K, the first major cash payout they're taking from their investments.

Eyes on the prize

While the two Queenslander deals were underway, Sarah had to find another job to make sure she had an income. She ended up working for a year in China and leaving her kids in boarding school. Meanwhile, Rebecca had also fallen into a pattern of 13 to 14 hour work days, and the stress was taking its toll on her.

They both needed to free themselves from their day jobs, and to do that they needed to generate more income from property. With several successful development deals behind them, they were now in a position to approach new JV partners with the skills they had learnt.

Deal 7: Other people's money

The same agent from their first Queenslander development found them another one with room on the lot for three new townhouses. This time, Rebecca went in on a JV with a money partner so they could keep funding deals of this size.

They started a major renovation on the dwelling – at least they didn't have to lift it and move it this time – and got a DA approved for the new structures, which are set to begin construction soon. After the project is completed, they expect a return of $650K, split with their JV partner.

Deal 8: Finally free

Finally, they were ready to make their move. They were fed up with work, and at the end of 2014, they had enough cash to live on until their major chunk payout in October or November. Sarah quit her job at the end of the year, and Rebecca followed soon after.

They tried something slightly different with this deal, working with their old JV partner from the Wynnum deal and splitting another block in Camp Hill. This time they could destroy the old house and instead of townhouses this time, they planned two high-end luxury homes with much higher property values.

Once the build is complete, they expect a $350K return on this development, split with their partner.

Deal 9: Left hanging

On the same day as the Camp Hill purchase, the two friends went in for a bigger development with a new money partner on a property in Greenslopes. They purchased with extended settlement terms and planned to build five townhouses.

Planning for the project went ahead, but unfortunately, months into the process, their JV partner walked out and left them without funds. They're currently negotiating a new settlement term so they can keep the deal and finish the development on their own.

Once the new arrangements are sorted out, they're looking at half a million dollars in gains from this deal.

Deal 10: The next level

Now that property was their day job, Rebecca and Sarah wanted to step up to bigger, more challenging, and more profitable investments. They hooked up with yet another JV partner who was able to bring plenty of cash to the table.

Their latest project is a development on three lots in the northern beaches suburb of Manly. They bought from two different sellers with extended settlement terms and are planning a total 15-17 units. When the project is completed in the next couple of years, they expect a return of $1.5 to $2M.

They made it

Once they started investing, Rebecca and Sarah picked up momentum fast, and they show no signs of slowing down. In the six months since quitting their jobs, the two friends have already launched three development projects.

They aren't working 16-hour days anymore, but they're clearly keeping busy; just not too busy. Sarah used to worry that her kids never saw her. Now she gets to drop them off and pick them up from school.

PROPERTIES HELD SINCE ATTENDING DYMPHNA'S BOOTCAMP

VALUE	AREA
$500,000	Sunshine Coast
$730,000	Wynnum West
$830,000	Cannon Hill
$850,000	Morningside
$890,000	Morningside
$1,200,000	Botany
$2,250,000	Morningside*
$7,250,000	**TOTAL VALUE OF PROPERTIES**

* (Due to complete October 2015)

PROFIT FROM CURRENT SITES IN DEVELOPMENT

$600,000 (Boundary Rd) Lift, shift, reno of existing house + 3 Townhouses

$660,000 (Combles Rd) Lift, shift, reno of existing house + 3 Townhouses

$360,000 (Melbourne Ave) Splitter Block, 2 Luxury houses

$550,000 (Earl St) Demolish + 5 new Townhouses

$1,500,000 (Ernest St) Demolish existing, build 15 units (under contract)

$3,670,000 Total Project Income in the Next 2 Years

Esme

With a cheating husband and her business stolen from under her, Esme was left "walking around like a zombie".

Having since built a property net worth of $1.9M, Esme is having the last laugh.

Seven years ago, Esme's deceitful husband left for Malaysia and never came home. At the same time, her successful café was forced to close. With her life in tatters, she wandered in a daze from seminar to seminar, desperate for an answer, but it wasn't until she attended Dymphna Boholt's one-day event that she found the direction she was looking for.

Despite the cruel blows that life had dealt her, Esme refused to be defeated. She is now almost halfway towards her goal of owning 50 properties, and has emerged as an inspiring woman of ambition, renewal and courage.

It all started when her husband went away. Soon enough, Esme received an email saying that their 20-year marriage was over. A little later, Esme opened her husband's life insurance letter to find that he had two children she had never known about, and not one, but two other wives! What's worse, her own name wasn't even on it.

Esme then lost her successful café business. The owner of the shopping centre where the café was located, who would regularly come for coffee at Esme's café, suddenly died. The new owner refused to renew her lease (which was later sold to a competitor!) and gave her one month to sell her business and get out. Esme was left reeling.

For a time, she went from seminar to seminar, unsure of what to do next or how to make a living. She had $100,000 from her business and that was it. She remembers attending a Dymphna Boholt one-day event and the feeling of the lights coming back on. She woke up.

"I went to one of Dymphna's events. Suddenly, she snapped me out of the zombie state."

Esme had never worked with goals, but for the first time in her life, she put pen to paper and made an ambitious commitment to buying 50 properties.

With newfound drive and direction, she threw herself into her property career. In the first year alone, she had completed seven deals. That was back in 2008. Now she has over 20 properties, both here in Australia and in the United States.
Following Dymphna's advice, Esme developed a two-fold strategy to create what she calls her 'cash-cow' business; firstly, to acquire the

properties, secondly, to go back and add value. She didn't have quite enough to get started, but what she did have was an avid interest in antiques. She sold her Lalique French art, her Ken Done, antique furniture and pop-art, counting her lucky stars that she was into antiques rather than shoes.

She began buying properties that were on the low end of the market, often in rural towns, always on the lookout for investments that gave her some creative opportunities for the future. In this way she slowly built up her equity and loan capabilities until she was able to score a few strategic deals in Sydney. Then, after attending a Dymphna boot-camp on US property, she began investing abroad.

After just seven years, she has developed a portfolio of 20 properties worth a total $5M, with $1.9M worth of equity, and an annual passive income of $50,000.

Using her new power to help others

Stepping into becoming her own woman, Esme has become a crusader for the underdog. She sees great purpose in what she has achieved and now has the ability to contribute aid to women who are suffering.

Her chosen cause is women in Africa who suffer from obstetric fistula, a condition that is caused when their baby dies in the womb. Left unable to control their own bodily functions, it is a horrible and tragic condition, but costs just $600 to fix.

Motivated by genuine compassion for people such as this, Esme intends to keep growing her little cash-cow business so that she can continue to care for and help others.

Deal 1: Strategic Sydney

After thinking long and hard about the most strategic location in which to make a big investment, Esme finally settled on a unit in Blacktown, close to Parramatta, which is tipped to be the next major city centre of Sydney. She bought a deceased estate for $149,000 and spent $21,000 on renovations. That was in 2009, and she sold the unit for $280,000.

Recognising that this area is a prime place to do some investing, Esme made several more investments in the area.

Esme's first property was a deceased estate where the owner was found dead in the living room. Unperturbed, Esme gave new life to the property with a renovation and sold it, at a profit to the new owners who needed a home.

Deal 2: Creative shops

Esme bought a shop in Parramatta, which gave her good business up until her tenant left. Unable to get another tenant for almost two years, Esme began to get creative with the space. After getting approval from body corporate, she spent $100,000 and turned this little shop into an apartment. Bought for $288,000, this unit is now worth $450,000.

"When my tenant left, I had a bit of difficulty renting it out, and also trying to sell it was no good, I could only get about $250K. So I had to think outside the square. I renovated it and turned it into an apartment."

Deal 3: The Parramatta penthouse

Esme then landed a very profitable and lucrative penthouse. Initially bought for $630,000, she thought it would be an investment to sell off quickly; however, Esme is a believer in intuition. This property has had several offers over the past couple of years. In fact, in 2013, she was offered the price she wanted, $780,000.

Amazingly she listened to her gut and held on to the place. Now she is thankful she did, and her intuition about Parramatta becoming a hot spot has paid off. This property is now worth a cool $1M.

Deal 4: Laughin' Whalan

Always looking for little twists and creative ways to create a profit, Esme was attracted by the instantly profitable purchase of a Whalan house and granny flat. Usually not one to trust auctions, this time Esme bravely gave it a crack. On offer for $580,000 and in a "mad" Sydney market that could jump $20,000 in a week, Esme made a low-ball bid of $520,000.

This was rejected, but Esme has now learnt that determination pays off. A few days later she made another offer of $550,000, which, to her delight, was accepted. This has proven to be a great investment since she can rent the house and the granny flat separately.

Deal 5: Texas bootcamp

In 2013, Esme ventured to the United States, and by taking advantage of the low buys and strong Australian dollar, she bought her first property in Texas for only $50,000. This was another deal where Esme was using her creative eye.

The property had a house and also a vacant lot that she can rent out to caravans. She's currently holding on to this property as a development opportunity for the future.

Still a long way to go

Now that Esme has 20 properties, she has begun to focus on value-adding and deepening her strategy with what she has already purchased. Still not able to believe how she has achieved so much in the last seven years, she is the mum everyone knows and loves.

A little timid and bashful, she has some words of encouragement for anyone else thinking of getting into property.

"I did it all alone and I'm a single mum. I think if I can do it, anyone can do it too. And also, one might think 'It's too late for me,' or 'I'm too old,' or whatever, but think again. I only started driving in my late 30s, I was computer illiterate until a couple years ago, and I'm a really slow learner. So if I can do it, anyone can too."

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Do you like investing in real estate and finding out all the secrets of how real estate millionaires invest? Well I do too… And, I like sharing this info with others!

I Love Real Estate Movement is a "Closed Facebook Group" for ALL existing property investors, future investors, and anyone who just wants to learn about my Real Estate Investing Secrets.

Find it here:
www.facebook.com/groups/ILoveRealEstateMovement

I will be providing heaps of behind the scenes information, insights and LIVE messages, including my student's success stories.

The I Love Real Estate Movement Facebook group is an open forum where you can share your real estate investing questions and challenges. It is a place to be among others who share the I Love Real Estate bug.

I also discuss things outside of investing, like your mindset, which plays such an important role in your own success. The focus is on you getting out there and achieving you own goals, or as I like to call it achieving your own "Peg in the Sand".

There are no real rules except respect, positive attitude and zero spam! I decide who to allow in or not and if your timeline is full of overly promotional posts, you won't be approved. Anything not in alignment will be deleted and if you try twice you will be banned from the group. Please focus on learning and supporting other investors.

Like any great group I encourage you to ask your friends to join, however just make sure you ask them and don't add them without their approval.

Thanks, and let's make this year the best yet,

Dymphna

www.facebook.com/groups/ILoveRealEstateMovement

Other books available by Dymphna Boholt at

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Asset Protection Secrets of a Real Estate Millionaire
by Dymphna Boholt

In this brand-new book, Dymphna Boholt reveals strategies, secrets, tactics and tips on how to bullet-proof your real estate empire.

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by Dymphna Boholt

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