Seven Steps to Financial Freedom

Through Buy to Let

Peter Jones BSc FRICS

Copyright © More Than Two Publications

First Published 2014

First Revision 2015

Second Revision 2017

Third Revision 2018

More Than Two Publications, Nottingham

All rights reserved. No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording or otherwise without the prior permission of the copyright owner.

FOREWARNING

THIS PUBLICATION DOES NOT CONSTITUTE ADVICE WITHIN THE TERMS OF THE FINANCIAL SERVICES ACTS (OR ANY SUBSEQUENT REVISIONS, ADDITIONS, OR AMENDMENTS).

The contents are a general guide only and are not intended to be in substitution for professional advice. All readers are strongly advised to take advice from their solicitor, accountant and surveyor before proceeding with any property purchase.

Contents

About The Author 4

Seven Steps to Financial Freedom Through Buy to Let 5

Number One - Decide on What You Want to Achieve From Property and Why. 12

Number Two – Choose the Right Strategy to Achieve What You Want to Achieve 13

Number Three – Find The Right Property or The Right Types of Property That Fit With Your Strategy 15

Number Four – Find, Negotiate, Finance and Buy Your Property. 17

Number Five – Add Value. 19

Number Six – Let and Refinance Our Property. 20

Number Seven – Go Again, Repeat The Process 23

How I Bought £2m of Buy to Let Property in 4 Short Years Using The Seven Steps, and How You Can do The Same 24

About The Author

Peter Jones is a Chartered Surveyor, an author and a serial buy to let property investor.

He has been involved in property for over 30 years having graduated from the College of Estate Management, Reading University, and then qualifying as an Associate member of the Royal Institution of Chartered Surveyors in 1983, before being elected a Fellow in 1992.

By the age of 35 he was a Salaried Partner in a well respected firm of Chartered Surveyors, and was managing partner of their West End of London Office. His specialty was commercial property but during the recession of the 1990's his specialisation became redundant, and so did he.

Finding himself with no regular income, and with no savings, but with a wife and 3 young children to support, he borrowed some money from a relative and bought a house to refurbish and sell-on. That was the start of his own property business and, despite starting with none of his own money, he quickly assembled a multi-million pound property portfolio.

Peter is still actively involved in buying and renovating property, and regularly flips properties for profit.

Peter has written a number of successful property books. The first, *An Insider's Guide to Successful Property Investing*, was first published in 2000 and was one of, if not the very first, book of its kind which was written for what we'd now call buy to let investors.

On the back of its success he was invited to be a guest writer for Property Secrets, and wrote Spanish Property Secrets, French Property Secrets, and Portugal Property Secrets.

He is now a guest blogger for Property Secrets.

He has since written a number of other successful titles dealing with UK investing including *63 Common Defects in Investment Property and How to Spot Them*, *The Successful Property Renovator's Workshop,* and the highly acclaimed *The Successful Property Investor's Strategy Workshop* in which Peter describes step-by-step how he built his own property portfolio, starting with virtually none of his own money. Details of his books can be found at:

www.ThePropertyTeacher.co.uk

He has also written for Property Investor News, Property Auction News and Hot Property Alert, and has been a guest blogger for Progressive Property and LandlordZONE.

He is also a previous host of the Progressive Property Podcast.

Peter's blog can be found at www.ThePropertyTeacher.co.uk

And his Facebook page www.Facebook.com/PropertyTeacher

Please also visit Peter's YouTube Channel - The Property Teacher

Seven Steps to Financial Freedom Through Buy to Let

Would you like a few buy to let properties to supplement your pension?

Would you perhaps like a few buy to let properties to supplement your current income?

Or perhaps you would like to be more aggressive and would like to put together a portfolio of buy to let properties so that you can be financially free and sack your boss?

Whatever your property aspirations are, I'm looking forward to helping you. In this short eBook I'm going to introduce you to my seven-step system for finding and buying your buy to let properties, so you can put together your own portfolio.

But before I do let me tell you a profound truth that I've learned in my thirty plus years in property. It's this:

"The secret to being a property millionaire is to buy the right property". That might sound like an obvious statement but you'd be amazed how many "un-educated" property investors buy <u>the wrong</u> property.

Before I explain that to you, and before I show you my seven-step system to buy the right properties and avoid the wrong properties, let me first THANK YOU for reading this eBook, I know you've taken a step of faith to choose this one when there are so many other property books available to buy.

So who am I and why should you listen to me? That's a great question, so let me answer that straight away. I'm Peter Jones and I'm a Chartered Surveyor and I've been in property all my working life, for over thirty-five years. For the last twenty or so years I've been working for myself and I've put together my own property portfolio, starting from scratch, and starting with no money of my own, and I'm now financially free, living off the passive income that it produces.

And property allows me to do loads of fun stuff. I've written several best-selling eBooks and manuals, and as far as I know, back in the year 2000, I actually wrote the first book aimed at what we'd now call the buy to let investment market. It's hard to remember but back in those days there was no Amazon and there were just no books on the subject for ordinary investors, so I wrote one: *An Insider's Guide to Successful Property Investing* and I self-published it.

I also write articles for newsletters and magazines like Property Auction News. I'm a guest blogger for Property Secrets, I contribute articles to Progressive Property and I've been a guest blogger for LandlordZone. Aside from all that I also trade property, and generally have a great time.

But I don't say any of that to boast, none of that is down to anything clever on my part. I was just fortunate to find the seven-step system which I'll introduce you to in a moment. In fact, if you'd seen me twenty-two years ago you'd have seen someone very different. I had just been made redundant, I had no regular income, and I had no savings to fall back on. But what I did find, eventually, after a lot of trial

and error, was my seven-step system which allowed me to build my property business from scratch and using none of my own money.

I'll tell you a little bit more about my story later.

Now I should say that if you bought this book hoping to hear about a quick and easy 'get rich quick' type scheme, or some kind of fool proof formula, which means that you can find and buy properties without doing any work, then this eBook won't be for you. But if you're prepared to take my system and apply it with a bit of graft and effort, then there's no reason why you shouldn't have even better results than myself, and far more quickly.

So who is this eBook for?

Quite simply it's for anybody who wants to get into buy to let and who wants to get off to the best possible start.

It's also for anybody who has already started but who has perhaps stalled, or who is finding things not going as they hoped, perhaps they are not making as much progress as they hoped they would and are struggling to hit their financial goals and targets in property.

And it's for anybody who is doing okay but who wants to 'do' property better and who wants to make sure that they're maximising their returns and getting the most out of their buy to let investments.

BUT, to be clear, it's not for those who are extremely experienced and who consider themselves to be extremely successful, and who are happy with their progress to date. If that describes you, then this eBook probably isn't for you.

So what is my seven-step system for financial security through buy to let? It's:

* Number one – Decide on what you want to achieve from property and why.

* Number Two – Choose the right strategy to achieve what you want to achieve.

* Number Three – Find the right property or the right types of property that fit with your strategy.

* Number Four – Find, negotiate, finance and buy your property.

* Number Five – Add value.

* Number Six – Let and refinance your property.

* Number Seven – go again, repeat the process.

When you look at this, you will see that this isn't rocket science, it's actually a very simple process. You could consider this to be the vanilla version of property investing, there are no surprises there. In fact, you could consider all of this to be common sense.

But a strength of this simple system is that it uses several "wealth" principles, particularly:

* The velocity of your money

* The recycling of your money

* The power of gearing your money

* The power of using other people's money

* The compounding of money

The purpose of the system is to allow us to draw out all of the money we put into a deal, allowing us to use it again, recycle it, so we can then use it to buy another property, and then another and then another. Over time, we can keep using that one 'pot' of money to put together a multi-property portfolio. This is one of the key secrets to building wealth in property that many "beginner" investors either overlook or don't know about. It is possible, and essential, to recycle your money over and over.

Despite that, expressed as step-by-step, it's very simple to understand and to follow.

So, if that's the case, and if it's all so simple, why do we need this seven-step system at all?

Well, good question.

I used to do some mentoring and over the years it became apparent to me when I had been talking to my mentees, and also when I talked to other investors who I met as well, that *although we all think we know the system, very few investors actually follow it*.

In fact, I remember meeting with one of my mentees and he said that he had told his father in law that he was coming to see me and his father in law had said, "Well why bother with that, why don't you just go out and buy a property?"

And unfortunately that's the way a lot of us think and that's what a lot of us do, we just go out and buy a property.

Now I'm not knocking that because the mere fact that they've actually taken action to buy a property elevates them probably into the top 5% of the population. Most people sit around talking about it but don't actually do anything.

But sadly, good intentions don't guarantee the right results and don't produce the maximum returns.

I said earlier that the secret to being a property millionaire is to buy the right property.

Well perhaps you're reading this thinking, "Well, I don't want to be a property millionaire, I just want a few extra properties to supplement my lifestyle or to give me a little more freedom", and that's absolutely fine. There's no problem with that.

Or maybe you're thinking "Yes, I would like to be a property millionaire".

But it doesn't really matter what your aspirations or goals are, surely however many properties we buy we all want to get the greatest possible return from our properties, and to me that means buying in a very systematic way, rather than a

haphazard way. If we are going to do it we want to do it well, not in a half-hearted, half-baked way. After all there's a lot of money at stake, ours and other people's (usually the bank's) so it's worth doing properly.

I know that another problem that investors can face is that they can run out of money, which can stop them in their tracks. They can be very fast out of the blocks but, before they know it, the whole thing has stalled because they have run out of cash. There may be ways and means to get around that, but wouldn't it be easier just to set out the process properly from the start so that you know, going into this, that you're not going to run out of cash and so you can keep buying for as long as you want to? You can then decide whether you're going to stop after three or four properties, or whether you keep on going and build a multi-million pound portfolio.

The choice of how many properties you buy is then yours.

Now, as I say, I'm not being critical because I've been there and I've done it. I've made all the mistakes there are to make and my system came about very much by trial and error. But I've learnt that using the system helps avoid all those problems and mistakes which can hold an investor back at best, or at worst can completely derail them.

Let me give you another example. I've met investors who own property but they're not entirely sure why they own them. They're not sure whether they are going to give them much in the way of cash-flow, and quite often the figures suggest that the returns are actually very poor. And they are not sure whether they are going to give them very much capital growth, quite often they are in areas where capital growth could well be limited. And on further questioning they are not really sure why they actually bought them in the first place. It's kind of like, "It was the house down the street and so I thought I'd buy it because it would be handy to manage". Or perhaps, "My managing agent had a client who was selling a property and offered it to me and so I bought it".

Or perhaps, more common, is that they may go to the local estate agents and look at the pictures in the window. They see what looks like a nice house in an area that they are familiar with and they go in and ask the estate agent if they can look at the details. So the estate agent passes the details across the desk and they may say okay we'll buy it. If they're feeling really sophisticated they may offer 10% less than the asking price and end up buying it at 5% less than the asking price and then they'll feel that they've bought themselves a real bargain!

But they haven't bought it using key investment fundamentals. They probably haven't done a lot of due diligence. They aren't entirely sure what the return will be or how easy it will be to rent out, or what all the costs will be. But it's nice and it reminds them of home!

Can you relate to that? Perhaps you've done that? I have to confess that when I began I did exactly that, before I realised I had to be far more systematic about the way I put my portfolio together.

But if you have made any of these mistakes, don't worry about it because now is the time to review where you are at, and to make sure that going forward that you do things in a more considered way. And if you haven't started yet, then take

advantage of the knowledge of those who have gone before you, and who have made those mistakes, so that you can avoid them.

The point is that when we adopt a system, and when we adopt it properly rather than just giving lip service to the system, we can maximise the returns on our properties going forward. And we know that over time that's going to make a massive difference, things that we do today, are going to greatly affect the outcome ten or fifteen years down the line and the returns that we'll be receiving in the future. Even small things that we do today, or small changes we make today, can greatly affect the outcome and possible returns from our investments ten, fifteen, twenty years down the line. So it's worth putting the effort in to review what we're doing and to make sure that going forward that we do it more efficiently.

That's why I make no apology for using that now, somewhat clichéd expression, "We need to go back to basics".

There are so many different strategies and techniques available to buy to let investors nowadays, that it's easy to overlook the basics.

But I'm a firm believer that if you want to have mastery in any field, whether that's property investing or anything else, you first need to have a mastery of the fundamentals. Only when you've achieved that, should you move on to more advanced or fancy strategies or techniques.

You could consider this 7-step system to be the vanilla version of buy to let property investing, but I make no apologies for that. After all, vanilla is the world's most popular flavour of ice cream.

Before I go any further, I did say earlier that I would tell you a little bit more about my story and how and why I've ended up in the position that I'm now in.

I really come from an unremarkable background. My parents weren't rich, but they weren't poor, they were a fairly typical middleclass couple, although I guess they probably had their own struggles along the way. I had a good but not exceptional education, I went to the local school after which I went to University to study a degree which was a bespoke course in property and which naturally led to me working towards qualifying as a Chartered Surveyor when I left University.

So in my early twenties I qualified as a Chartered Surveyor and I had a number of jobs in the public and private sector and worked my way up the corporate ladder until, when I was in my early thirties, I found myself at the peak of my career.

By that time I was working for a firm of Chartered Surveyors in the West End of London and I was a Salaried Partner. My role at that time mainly involved commercial property, particularly valuing large commercial properties for large corporate clients and multi-national clients. So I'd travel around the country looking at, and valuing, large office buildings and large factory units and big warehouses, and the occasional shopping centre.

On the face of it I was in a great position. I had a good salary and the usual perks such as a car and a pension plan. But there were a couple of problems.

The first was that although I was actually very good at my job I just didn't fit with the corporate structure. Although I was called a "Salaried Partner", and I guess that probably sounds quite impressive, the truth is I was really no more than a

glorified employee and much of the time I felt over worked and under appreciated. It was also quite a difficult atmosphere to work in because it was quite cut throat and the culture seemed to be all about putting other people down in order to push yourself ahead, and that didn't really fit with who I am.

So I found myself getting more and more disillusioned and frustrated.

The other problem was that in my heart of hearts I knew that I really wanted to work for myself. I guess I've always had a little bit of the entrepreneur inside of me wanting to come out and I had this dream of doing property for myself.

Despite that, I knew that my dreams would have to go unrealised. At that time I had three small children, (I've now got 4 grown-up children) and I felt it would be irresponsible to go off and do my own thing when my priority should be feeding and supporting my wife and family.

So I assumed that I was destined to at least another decade of drudgery and frustration at work.

But then the recession of the 1990s came and commercial property took a real hammering. Values fell and I found that over time my speciality became irrelevant and redundant. So not surprisingly, eventually so did I.

I'll never forget that Thursday morning in November 1995 when I was called into the conference room by my senior partner, Geoffrey. He was in his sixties, a tall, thin, grey haired man with glasses. As I went into the conference room he was sitting on the other side of the large mahogany table and he beckoned me in and invited me to sit down opposite him. On the table in front of him I could see a white envelope with my name written on it.

He was actually a very nice, caring and gentle man and I could see by the look on his face that he was agitated and something was wrong.

The tone of his voice told me that it really hurt him when he said to me "Peter, I'm sorry but I'm afraid we're going to have to let you go." As he said this he nervously pushed the white envelope across the table towards me, and I realised that it contained my redundancy payment.

At that moment I didn't know whether to laugh or to cry.

Although I had always wanted to do my own thing and to be self employed in property, the reality was that I now found myself without a regular income and no job to go to. Like many young couples my wife and I had lived to our means, spending every penny I'd earned, and we had nothing in the way of savings. So as I packed my things into my briefcase and emptied my desk, I had no idea what I was going to do next.

I went home and on the train on the way back I was wondering how I was going to tell my wife what had happened. I was wondering how she would feel knowing that we had three children and no regular income with which to support them. I wondered whether it was even worth me looking for a new job because at that age, even though I was only in my mid thirties, I knew I would have been considered "old" in my profession. And, of course, because of the recession there were no jobs in my specialty anyway.

When I got home I told my wife what had happened. My wife is brilliant and she said "Darling don't worry, we're going to make it through this." But I could tell by the look on her face that she was worried. My wife never worries about anything and so her being worried made me worry all the more.

We worked out that if we were frugal, and cut our costs to the bone, the redundancy payment would last about six months, perhaps 9 months if we were really careful. So I knew that I had to do something and I had to do something fast.

The very first thing I did was borrow some money from a relative and buy a small house which I renovated and sold on. This was back in the mid 1990s and I was already doing joint ventures without even knowing it. At that time there just wasn't the property education around that there is now, and I had to figure all this out for myself.

From that small start I was able to progress and over time put together a portfolio of properties using the system I discovered along the way. I now have seventy properties which you could call traditional buy to lets.

Putting the portfolio together wasn't altogether straight forward because I just didn't have the knowledge that we have access to today. No one was teaching the seven-step system back then and so I had to work it all out as I went along and, as I said earlier, I made many mistakes along the way which hopefully I can save you from making as you progress along your own property journey. I can also show you what I did right so you can copy me and accelerate your progress.

In fact, I'm confident that if you put into practice the seven-step system you could actually exceed my results and build a bigger portfolio far more quickly, should you wish to do so.

Now, I have to say that in order to do the system justice I could probably write a separate eBook for each step. When I teach this live I can easily fill a two day workshop with content going into all the detail.

So I'd normally go into a lot more detail but for now I'll stick to drawing out the most important points under each heading so that you can have some kind of framework to work by and get started with.

As I said before, the system isn't rocket science but if you stick to the principles it's very effective and it has allowed many people, myself included, to put together substantial portfolios and to generate a significant cash flow. I know that many investors, when they are starting out, doubt whether they can do this and I'm not saying that it will be easy, but the principles are simple and I really do believe that anybody can do this (if they apply themselves).

That's a quick overview of my story, so let's get back to the system and look at how it works.

So let's start with….

Number One - Decide on What You Want to Achieve From Property and Why.

The truth is that many property investors I meet don't have a clear idea of what they are trying to achieve. They have a vague idea that they'd like to be successful in property or that they'd like an income from property or that they'd like to own a few properties so that they can have some capital growth and something to look forward to in the future. But it's all a bit vague and wishy-washy. The problem is that if you're not really sure what you're trying to achieve then buying any old property will do.

The system starts with requiring the investor to know exactly what they're trying to achieve, and why, which if you think about it isn't unreasonable. We're talking about spending very large sums of money and we shouldn't be buying properties on a whim.

So the first part of the process is to know exactly what you're trying to achieve and to express this as clear, focused written goals. We need to put very precise numbers on what we want to achieve and, if possible, the timescales within which we want to achieve these goals by.

There's nothing magical about goal setting, but the results can be, and often are, highly impressive. Self-help and motivation trainers often quote the story of the Harvard graduation class of 1953 (some say it was Yale in 1957, and others that the Yale study was a re-run!), which is illustrative of what can be achieved by being focused with a definite end in mind.

You might well have heard this before, but even so it's worth hearing again. The class were asked, when graduating, if they had clear, written goals relating to their futures. Only 3% had. 20 years later the surviving members of the class were interviewed and the researchers found that the ones who had clear, written goals seemed happier and more content than the others. But what was even more interesting was that they found that in financial terms the 3% who had written goals were worth as much as the other 97% put together.

So goal setting works.

When we set our goals we need to be realistic in our timeframes. I've noticed that many investors want to achieve too much too quickly. They want to produce their passive income from tomorrow and that's just not going to happen. But in their haste to make things happen they can throw caution to the wind and make mistakes, notably spending all their money on the wrong property or properties. I always tell my mentees that they are working towards a cumulative effect. The results are exponential. You may only do one or two deals in your first year, you may only do two deals in your second year, but as the cash begins to improve you may do three or four deals in your third year, and maybe four or five deals in your fourth year and it may suddenly all explode in your fifth year and you may end up doing eight, nine or ten.

You probably won't be able to envisage this when you start out on day one with zero, when you go to your first estate agent and walk out with a bunch of details of properties which look totally unsuitable.

But the point is that you don't need to do that many deals, you just need to be consistent and do a few every year. Even just one or two deals a year can be life changing over a five year period.

When your goals have been set, it's then much easier for you to devise a strategy to attain those goals.

Number Two – Choose the Right Strategy to Achieve What You Want to Achieve

When you think about it there's really only three basic strategies in property:

1. Buy and hold for income.
2. Buy and hold for equity/capital.
3. Buy and sell for cash.

All other so called strategies are really sub-strategies of these, or what we could call techniques.

When you know what you're trying to achieve you can then choose the right strategy.

So, for example, if your principal goal is to derive income from property then you know that your principal strategy will most likely be the *buy and hold for income* strategy. This will require buying properties cheaply enough so that your mortgage, and therefore your mortgage (interest) payments are as low as possible, and with sufficient rent to produce a (significant) positive cash-flow.

If your goal is to produce equity or wealth then the strategy you are most likely to use is *buy and hold for equity*. This will require buying properties where there is a genuine expectation of significant price rises (increasing capital values). There may be historic evidence of a trend, such as in London or the South East where long-term, prices have tended to increase more than in the rest of the country. Or it might mean buying in a regeneration area, or an area marked for new infrastructure, and so on.

If you buy for equity it will still be important to keep in mind investment fundamentals and to find a property where the rent at least covers all the costs, even if it doesn't produce a significant positive cash-flow for income. This may be made easier by targeting 'cheaper' properties, or 'below market value' properties, to reduce mortgage costs.

Of course, rising prices is only one way of benefiting from equity. Buying a property cheaply, in other words at below its 'true' market value (below market value) means that you will have equity from day one.

You can also target properties where it's possible to add value. This is most usually by finding a property which requires repair, renovation, modernisation and

improvement, and where the value added by doing the works is less than the cost of the works. We'll be looking at this in a later step as the goal of the 7 Step System is to allow the investor to draw out all of their money and recycle it into another property, and buying cheaply and adding value is a key part of the system.

Alternatively you could consider putting your properties onto capital repayment loans, if the monthly rent is sufficient to cover the monthly payments. The received wisdom in the investment community is that using interest only loans is preferable for a number of reasons, not least that they are more tax efficient, but each investor should choose what is right for them reflecting their circumstances and their goals.

A quick note on tax efficiency – things are changing because "Clause 24" (of the July Budget 2015) is phasing out the ability of a landlord to off-set mortgage interest against rent when calculating taxable profit, IF the property is owned in the investor's/landlords own name. BUT, at the time of writing, investors/landlords who own their property within a Limited Company CAN still off-set all mortgage interest.

Whilst talking about strategy it's worth mentioning 'exit strategies'. If you are just starting and are intending to hold property for the long-term, you might think it's a bit premature to think of exit strategies now.

However, you would be well advised to think about what your options are before you start and, with that in mind, to set up your property business with your most likely and preferred exit strategy in mind. When you are many years down the road, with a multi-million pound, multi-property portfolio, it will be too late to change if you find `your 'set-up' inhibits your exit or is tax inefficient, or both.

As a general rule of thumb, if you intend to hold properties and let them, and perhaps sell in the future, following George Osborne's (Clause 24) changes to the way mortgage interest can be offset against rent, the received wisdom in the property community is that holding as a Limited Company now makes more sense than holding in your own name. Profits on rent and on sale will be subject to Corporation Tax which is currently 20% (and said to be reducing to 17% by 2022, although we'll wait with baited breath to see if that actually happens).

I've concentrated on the two principal strategies of *buy and hold for income* and *buy and hold for equity*, both of which fit with the 7 step system. However, you might have a short-term need, or an ongoing need, for cash, and so you may want to use a *buy and sell for cash* strategy, perhaps when you start or on an on-going basis. This strategy relies on buying a property cheaply and then selling at a higher price. If you buy cheaply enough you may be able to sell at a mark-up without doing anything to the property. Alternatively, you can target properties where it's possible to add value, do the work required to add the value, and then sell-on at a profit.

If you regularly buy and sell, the chances are that HMRC will treat any profit as a trading income and will charge income tax. A possible way around this is to trade through a limited company but with all aspects of tax you'll need to talk to your accountant as you'll also need to take into account your personal circumstances and your financial goals before you decide on the best vehicle for you to buy, hold and trade property through.

Assuming holding, buying and selling through a Limited Company is best for you, and it probably is (but talk to your accountant) a drawback is getting your money out of the Limited Company. Unless you take it as a loan, you will more than likely pay tax. This isn't the place for a full blown tax discussion, but I will conclude by saying there is a no perfect system. But it seems a Limited Company ticks most boxes.

As a final word on strategy I have noticed that many investors are unclear on which strategy is best for them and often buy property without a clear strategy in mind.

As I said earlier, if you follow the seven step system, both buying and holding for income, and buying and holding for equity, both work as long as you can buy at the right price, and generate the right rent cover for your needs and wants.

The key thing is to have a long-term strategy and to buy with that in mind. There's no point in recycling your money and assembling a portfolio, only to find that it's the wrong type of portfolio with the wrong type of property.

Also, if your time and resources allow, I see no problem in pursuing multiple strategies simultaneously. I especially encouraged my mentees to consider doing some buy and sell for cash whilst they were assembling their portfolios. Cash-flow is essential to any business and having regular 'lumps' of cash coming into your business could be a life-saver if you have unforeseen costs or difficulties. If you have no difficulties, the cash that accrues can be used in the future to fund new projects.

It's up to an individual investor to decide which mix of strategies is best for them but they may consider selling one in every three properties they buy as a *buy and sell for cash* property, whilst retaining the other two within their portfolio. But there are no rules, just think about whatever combination works best for you.

Number Three – Find The Right Property or The Right Types of Property That Fit With Your Strategy

The next part of the system is to find the right property in the right area.

So, for example, if your goal is income and your strategy will be principally *buy and hold for income*, it's implicit that you will be looking for high yielding property to produce cash flow.

As rule of thumb high yielding property tends to be cheap property, or cheaper property and so now we're beginning to get an idea of what we should be looking for.

Conversely, if your goal is to build equity or wealth, and your strategy is *buy and hold for equity*, it's implicit that you'll be looking for lower yielding property. Lower yielding property tends to be higher value property, and, as a rough rule of thumb, all other things being equal we can assume that higher value property is more likely to enjoy greater capital growth over any given period than cheaper property.

You'd be surprised how many investors lose sight of those basic rules of thumb in the excitement of trying to buy a bargain. I come across investors who bemoan the fact that they can't live off the cash-flow of their properties, but they've

bought expensive properties in expensive areas with low yields and which are relatively hard to rent out.

Likewise, I come across investors who jump at buying cheap properties because they can afford them but who then bemoan the lack of capital growth or the limited capital growth.

Once we know the type of property that we're looking for we can then start to identify areas where we're likely to find that property.

Not every area is suitable for all strategies. At least that's what we may think.

Now I know that the ideal is to buy within your local area but sometimes, being pragmatic, you may just have to go further afield. So, using an extreme example, if you want to buy for yield or income but you live in Chelsea, you're probably not going to buy locally because values will be too high and yields too low.

Many investors head north looking for yield, but you wouldn't do the same necessarily if you were buying for future capital growth. Although I'm sure that all areas of the country will enjoy capital growth at some time, if you look at the statistics, which are admittedly just averages, you can see that some regions, towns and suburbs historically perform better than other regions, towns and suburbs. So there is a view that you should follow the trend and buy in those areas for future capital growth.

But you'd be surprised how many investors I find who are determined to make their strategy work in their chosen area even when it clearly doesn't work! I come across investors who are desperate to try to create income. They choose an area, possibly an area close to where they live, but where they are going to find it very, very difficult to find cheap property to produce the yield that they need. Despite the fact that they spend months and months looking for the ideal high yielding property, they stubbornly refuse to change areas. Sometimes you just have to accept your strategy isn't going to work in that area and move on.

Now there's always exceptions to the rule. We all know about buying the cheapest house in the best street. And it may be if you do enough ground work and leg work you may find cheap properties in good areas which produce the yield you are after. But as a general rule of thumb, if you're after yield you need to go to the cheap areas, and if you're after capital growth you need to be heading towards the better areas.

What I suggest you don't do, which is again something many investors do, is kind of sit on the fence and they buy properties in what we could consider to be the middle area which are neither cheap nor expensive, and where they will benefit from neither a decent yield nor a decent rate of capital growth. By heading slightly towards the extremes, but not all the way to the extremes, they will greatly increase the return, depending upon their strategy.

Looking ahead to the next steps of the process we will also be looking for properties that we can buy cheap, or where we can add value, or preferably which we can buy cheap and add value. I don't mean buying cheap properties cheap, I mean buying properties at below their "true" market value regardless of how much or how little they cost (are worth).

I believe that the quality of any deal that we do reflects the depth and the thoroughness of our due diligence and research and the more research we do, the more likely it is that we will find bargains, and find the properties that fit our strategy.

One of the key things is to believe that the right deals are out there and to be persistent in looking for them; if you look hard enough, you will find them.

Number Four – Find, Negotiate, Finance and Buy Your Property.

It is possible to go into a brand new area and to do a good deal but it is unusual. We are much more likely to be able to do good deals (and by good deals I mean buy a property at a bargain price, what others may call buying below market value), when we know our area, when we are familiar with values, when we understand how the market works in that area, when we know the local estate agents and so on.

There are many advanced techniques for generating leads to buy properties, all of which can be worth trying and pursuing at one time or another. But in this eBook I want to keep things simple; remember we're looking at the "vanilla" way of doing buy to let and getting ourselves back on track. Getting back to basics.

I'm always surprised that many investors seem to turn their nose up at the idea of finding a deal through an estate agent. If you think about it that doesn't make sense. 90% or 95% of vendors' first call when they want to sell their property is to an estate agent. Estate agents have the low hanging fruit, and they can give you access to many of the best deals.

There's also a perception that the only good deals to get from an estate agent are the ones that they're hiding in their bottom drawer and reserving for their very best buyers. It's true that they will have those deals and it's true that until you have a really good relationship with them you probably won't be offered those deals.

But there are plenty of other deals which may not be the very best but which are perfectly good enough, especially to get us started.

Unfortunately, when you look in the estate agents window at all the details, those deals aren't marked. It would be great if they were marked as being "Buy below market value, desperate vendor will accept much reduced offer!"

But we all know that they're not, so the only way that we're going to unearth those deals is by a little bit of hard work.

When you know your area reasonably well, you'll begin to spot when properties come onto the market at what looks like an already cheap price. That might be a clue that the vendor is looking for a quick deal or that there is a story behind the sale which could result in your doing a good deal.

I have alerts set on Rightmove for my investment areas and as soon as something a little bit different or a little bit interesting comes on I call the agents straight away and go straight around and have a look.

When I first started doing this I didn't end up buying every property I went to look at, far from it. But it was a great way of starting to build a relationship with the

agent. It instantly showed them the sort of property I was looking for, they could see that I was prepared to act because I was straight on the telephone making an appointment to view the property.

It is a numbers game, the more you do this the more likely you are to find a deal.

A little while back I decided to start buying properties in a completely new area and to start from scratch, as if I was a beginner, just to see what would happen. The main reason I did this was to see just how hard it is to start nowadays, so I can give better advice to my readers.

I allocated one Monday to go into estate agents to talk to them, to ask for details and to make appointments to view properties. I didn't know any of them, they didn't know me and I didn't know the areas very well. And Monday is probably the worst possible day you can choose to see estate agents, but I was busy all the rest of the week and didn't have any choice.

But just doing that resulted in my being able to find a bargain property which I bought. So I know it can be done, it just takes a little bit of persistence although, from the example I've just given you, it only took me a day of going to a dozen agents to find a deal that worked.

I know from personal experience this does work and that it still works. This isn't hypothetical or just some dry theory.

One tip I will give you is that you need to treat agents and vendors with respect. I was chatting to a friendly estate agent the other day who was telling me that when they come across an investor who makes a ridiculously low offer they just literally scratch their name off the list and that investor will not be offered any more property. The example she gave was of a property which was on the market at £80,000, and which was probably quite a good buy even at that price, but an investor had been around and viewed the property and had then rung later to offer £50,000. Personally I don't blame the investor for trying, I always say that if you don't ask you don't get. But there are ways of putting an offer forward like that which don't cause offence, such as the "offer which isn't an offer" type of offer.

Also, if you think it will help to describe yourself as a cash buyer, do make sure that you have the cash. In the early days when I first started, nobody ever questioned it when I said I was a cash buyer. I was genuinely a cash buyer but nobody asked to see any proof, they took it at face value. Nowadays I've noticed that agents will ask for a copy of your bank statement or other proof that you have the funds to buy cash.

I used to wonder whether being a cash buyer actually made any difference anyway but in the last couple of deals that I've done the agents have used me almost as a reserve. Two properties I have bought had both been under offer to purchasers who needed a mortgage but in both cases the properties had failed on the valuation. Interestingly not for anything which I would be terribly concerned about. In one instance the valuer said that the kitchen wasn't up to scratch. In the other there was some question mark over whether lintels had been put in over windows in the back elevation which concerned the valuer.

I have to say that when I looked at the property I couldn't see that there was anything structurally wrong with it and I think that the valuer was being a bit OTT but it meant that the agents, and the vendors, recognised that they weren't going to be able to sell the property quickly to a purchaser requiring finance, and so I was offered both properties as a cash buyer at a significant discount.

To keep things simple I'll talk about how we finance our property when I talk about step number 6, letting and refinancing.

Number Five – Add Value.

So step five, now that we've found and purchased our property, is to add value. Hopefully, if we've done our research properly, we will have bought the property cheaply anyway but keeping this example simple, we are going to assume that in any case the property requires some renovation and repair.

Now just a word on that because it can muddy the waters a bit as to whether you've bought the property cheaply or not when it is discounted because it needs repair and refurbishment.

I suppose that you can look at it this way.

There will be the value of the property as if it were in good repair.

Then there will be a lesser value of the property reflecting that it needs repair and renovation.

And then there's an even lower value which reflects that it needs repair and renovation, but you're actually buying it for a bargain, discounted price.

In this model the ideal price to buy at is the last option, but keeping it simple, if you can buy it at a price which merely reflects that it needs repair and renovation, you should still be able to achieve what we are trying to achieve, if the renovation adds sufficient value.

Now, as you become more experienced and more sophisticated in your property dealings, you may find other ways to add value which don't necessarily rely on repair and renovation. For example, I've recently bought a pair of flats. The flats look like a terraced house but there's a one-bedroom flat on the ground floor and a two-bedroom flat on the first floor.

The reason why I bought them was because I knew that, although they didn't require very much work internally as they were both in good condition, if I could buy them with the freehold I can split the title and sell each flat individually on a long lease. So I added value by changing the legal nature of the property, by doing what is now called "title splitting".

To give you an idea of the figures, I paid £69,950 for the pair but could potentially get £125,000 if I sold them individually to owner occupiers.

But as I say, let's keep this simple for now and we'll think about an example where we need to renovate or repair.

Ideally you should be looking to increase the value by £3 for every £1 spent. That's a good target to aim for but you will have to do your sums to make sure that this increases the value enough.

Ideally you want to be looking for properties which require mainly cosmetic work and this could, and probably should, include a new bathroom and kitchen. At a stretch it could also include installing central heating which in most properties should be relatively straight forward, and/or perhaps new windows.

What you don't want to be getting involved with is major works of repair particularly anything which is going to get the Building Control Officer involved. Not that there's anything wrong with having the Building Control Officer involved, they are usually very helpful and very quick, but that is like the benchmark as to where you may be taking on a project which is inappropriate for what we are trying to achieve, because it assumes you'll be doing work which requires Building Regulation consent.

Just to give you an example, I recently bought a property that was on the market at £80,000.

I knew that a potential purchaser, who had to drop out because the property was declined on valuation, was looking to spend £30,000 on it and was going to put in a new bathroom and a new kitchen, and probably redecorate it throughout.

In my view the kitchen was alright and I did not change it, especially as I was going to rent the property out. The bath was poor and needed replacing but the WC and the wash hand basin in the bathroom still look as good as new and so I left those. So I paid £200 for a bath and £150 to get the plumber in to fit it.

And lastly on the list, the property needed central heating which I would budget at around about £4,000. So that's £4,500 altogether for the major works.

After that, it needed decorating throughout. Most of the wallpaper was actually still in good condition so I just painted over it, that cost no more than £1,000.

So let's say this project is £6,000 in all.

When the property is finished, it will be worth in excess of £95,000. The agents I've spoken to are of the opinion that if it is done well it would be worth £100,000. So if we assume conservatively it will be worth £95,000 then you can see that this simple exercise has actually added £4.16 for every £1 spent, which is pretty good. And it cost nowhere near £30,000.

Number Six – Let and Refinance Our Property.

Step six of the system is to let the property and to refinance it.

Letting the property is self explanatory so I don't want to say a lot about that. Obviously you want to get the best possible rent and, depending on your strategy, you'll either be letting and managing the property yourself, or you will be using an agent to let it and then you'll manage it yourself, or you will use a letting agent who will then manage it for you.

If you are going to let the property yourself there are ways and means nowadays of getting the property onto Rightmove or, if it's more appropriate, for example if it's a property that would appeal to tenants on benefits, you may want to put it on Gumtree or dssmove.

I didn't say anything about financing the property back at step four when we were talking about negotiating and purchasing because I thought I'd keep it simple and pull it all together under this step where we refinance.

Going back to the beginning, I'm quite often asked how I managed to start building my portfolio if I had none of my own money.

Well, I like that quote from Dolph De Roos, the New Zealand investor, who says, when he's asked, "Do you need money to invest in property?", his answer is always, "Yes, but it doesn't have to be your money!"

I totally agree with that and, as I said earlier, the first thing I did was to go out and borrow some money from a relative so that I could buy a property to refurbish and sell on. That gave me a bit of cash and a bit of confidence.

Although I'd been made redundant, and I didn't have a regular income, I was able to get a bit of consultancy work from time to time which I was able to show as a partial income. Whether that was important or not I'm not sure but, perhaps surprisingly, despite my situation, I was still able to remortgage my own home and I was able to draw out a reasonable amount of equity. When that was added to the loan from my relative that gave quite a good sum of money to start the business with, especially as my game plan was to make sure that I could pull out every penny that I spent on a property, using the system that we are now looking at.

When I tell people this they often look at me and say, "Well, that worked then but it won't work now", but I know that's not true.

The lending criteria of all lenders are changing all the time, and new buy to let products are being offered all the time, so I'm sure you will be able to find what you are looking for.

When I'm doing a project like this there are two ways that I will consider financing it.

The first way is to buy it for cash initially, do the works and then refinance onto a buy to let mortgage after six months.

If I didn't personally have the cash to buy outright I'd consider borrowing it or buying as a JV (in other words, taking on a Joint Venture partner, some one like a friend or relative who could fund the deal in return for a split of the profit). You can then pay back the loan to the JV partner when you refinance.

The advantage of this is that there are buy to let products reappearing which have 80% LTVs, and you can finance after 6 months using one of these products.

I just mentioned waiting six months because of the "*Six Month Rule*". Just to be clear the six month rule is not actually a rule or a law, it's a guideline. It's a guideline which suggests that banks don't lend on a property until it's either been in ownership for six months or until six months have passed since a mortgage was lent on it.

Not all banks adhere to this guideline and I know that there are some that will take a pragmatic view and if you can show them that you've undertaken works to the property that have enhanced the value they will take that on board and will refinance it earlier than six months. The rough rule of thumb is that they tend to be fairly strict when you try to finance or refinance for buy to let, but are less strict if you sell on to

an owner occupier within six months of purchase. It all depends on the view of individual lenders

I think a lot of investors get hung up on the six months rule as if it's a big problem. In my experience it's going to take a few months to refurbish the property anyway, it always takes longer than you think. So supposing you have owned the property for four months before the works are finished and it's then ready for a tenant to move in. That's a good time to start looking for your next property anyway. Even if you find your next property almost immediately, by the time you've gone through the legals, it's going to be more than six months until you can actually complete on it anyway. So I don't think the six months rule really is as big a problem as some people seem to think it is.

The second way I'd look at financing it is to start with a light refurbishment loan. There are a number of lenders that offer these. They all but disappeared during the credit crunch but Paragon will lend 75% of the purchase price and will then revalue to 75% of the value of the completed property, subject to a maximum draw-down of £25,000.

Other lenders include Saffron Building Society who offer a light refurbishment loan subject to a minimum valuation of £100,000. Interestingly they offer an 80% LTV on their five year fixed rate option.

Shawbrook and Aldermore each have a light refurbishment product although these are for short term loans and are quite expensive, and are really more like bridging.

And Precise Mortgages offer a *Bridge to Let* facility. This comprises a bridging loan for the period of the refurbishment which can then be switched to their buy to let loan after a period of 4 months. The rate charged for the buy to let element is quite competitive and their minimum loan and valuation is £50,000.

As the market continues to pick up and as mortgage criteria loosen I wouldn't be surprised to see new light refurbishment products appear and the LTVs increasing.

You have to be careful of their definition of light refurbishment. If you have a major project then, until recently, most banks didn't want to know. Shawbrook have recently brought out what they call a heavy refurbishment product. They will only lend 70% of the purchase price or the value of the property in its pre-developed condition but, as I say, that's something of a step forward because until recently most buy to let lenders wouldn't lend on any property that needed that amount of work doing to it. Heavy refurbishment is defined as being where the cost of the works exceeds more than 15% of the value of the property.

When we're looking for our property, when we're in the estate agents looking for something which we can buy cheap and which needs refurbishment, we need to remember that the formula is that 75% (or perhaps 80% depending on how and when you finance) of the end value must exceed the total amount of the purchase price, the costs of purchase and the cost of the renovation. Then, with a 75% LTV mortgage we can borrow ALL of our money back out again.

So before you buy you need to be sure of your figures and get accurate quotes for the refurb works as far as you can.

You'll also need an accurate assessment of the "before" and "after" value of the property. If you apply for a light refurbishment loan the bank's valuer will provide the before and after valuations.

If you buy for cash first, and then refinance, you'll either need to appoint your own valuer to do a before and after valuation before you buy, or come to your own conclusion on value(s) based on your own due diligence.

The formula we are using is:

75% of the end value = purchase price plus the cost of the work plus the legal costs plus mortgage application fees plus misc costs

I'm using 75% only as an example – this figure will be based on the LTV you can get on your mortgage.

The other part of the equation, of course, is that you need to make sure that the rent will provide the right cover required by the lender which is usually that the rent must equal or exceed 125% of the mortgage payments, calculated on an interest only basis. You need to check each individual lenders criteria (your broker should do this anyway) because some now have a rent cover requirement of 145% (at a notional rate of 5.5%).

There's bound to be times when your figures are a bit marginal but what's exciting at the moment is that in most areas of the country the property market is recovering. That means that if things continue to go the way that they are, we will soon be back to the days where the value of the property increases during the time when you are undertaking the works. This has three advantages.

The first is obviously that the property will be worth more than you were budgeting for which means that you might be able to borrow a little bit more out, if you wish to.

The second consequence is that as the market improves hopefully valuers will relax and will be more optimistic in their outlook which will just make it easier to get finance.

The third is that if you are slightly out in your figures the market will bale you out if you wait long enough.

So when we've renovated the property and have let it, we either finance it if we bought it for cash, or refinance it if we bought it with a mortgage, and we can get our money back out.

Number Seven – Go Again, Repeat The Process

Assuming we get all or most of our money back out, we then use that money to go again, and buy another property, and repeat the process. And that's how we can assemble a significant portfolio.

Sometimes I'm asked, "That's ok for you Peter, but what if I don't have the money to start with?"

Well, first I'd suggest you look at what you have got. Have you got any equity in your home you can draw-out? Have you got any savings? Have you got any old ISAs or endowment policies which you no longer need? I'm not an IFA and so I can't advise what to do with them, you must make your own decisions. But I will ask how much do you want to do this? And what is potentially going to give you the greatest return?

Sometimes I'm asked, "What if I can't find the right deals?"

I think we need to be persistent and keep on going. Remember this. You only need one deal to get started, or one deal to take the next step. You don't need to be looking for 10 at a time. Build your portfolio one property at a time and just concentrate on finding the next deal.

Or what if you have trouble finding deals in your area?

Well, I'd make sure you genuinely can't find deals in your area. As I say, you only need one or two in your first year, but if you cannot genuinely find the right type of property at the right price level in your area, then move onto another area where you can. The deals are out there if you look.

So when should you use this seven step system? Simply, you should use it whenever you buy property.

If you are just starting out, use it from today.

If you have already started in property, use it from today. You'll get better results if you know what you want to achieve and why, and use a methodical systemised approach to finding properties and recycling your money.

How I Bought £2m of Buy to Let Property in 4 Short Years Using The Seven Steps, and How You Can do The Same

When I started I bought £2m of property in 4 years, and that was with starting from scratch and using none of my own money.

"Why did you use none of your own money", you may ask, "Is that even possible?" Well, yes, it is possible, I did it. And I did because I had just been made redundant, and I had no savings.

Ironically, when I started out as an investor I was broke and barely employed - I was working part time as a consultant doing the dross jobs my peers didn't want to do, and I was paid a pittance for my troubles. That's why I literally had to start with no money of my own.

I now have property with a combined value of over £5m. Not bad considering I started with nothing, other than the house I live in.

But I’m not saying any of this to boast. I just happened to stumble across a system for buying investment and buy to let property that works, a system that has been used probably by every successful property investor.

And I’m going to share that system with you.

Looking at the market now, there are many similarities to when I first started, and many experts agree that if you want to be financially free using property, now is the best time in years in which to buy.

The same techniques and strategies I used then STILL WORK JUST AS WELL TODAY. In fact, I am still using them to buy even more property now.

That means that, if the experts are right, this is the perfect opportunity for you to do the same as I did and put together your own multi-million pound property portfolio, should you want to.

Or perhaps you’d just like a few buy to lets to supplement your income or to help with your pension?

Whatever your reasons for buying and investing in property I can help you to put together your portfolio much more quickly and simply than I did, and I’ll show you how in a moment.

But why do you need my help? Surely buying property is easy?

Good question, so let me ask you a question in return:

“If property investing and buy to let is so easy, why do so many people get it so wrong?”

I meet a lot of people who jump into investing but who just don’t get it right. I’m often surprised that so many people will commit to spending such large amounts of money, but spurn the chance of getting help and advice first.

In my experience, when things do go wrong it’s often because of one or more of the following three things.

Firstly, many people think that buying a buy to let investment is like buying their own home.

It isn’t!

Buying an investment property isn’t anything like buying your own home, but many investors treat them both the same.

Big mistake.

Perhaps being a nation of home owners makes us a bit complacent and makes us think we know more than we do? After all, a little bit of knowledge is a

dangerous thing, especially when it comes to spending large amounts of money on investment properties.

There is a fundamental truth about property investing which I discovered in my role as a consultant and it explains why some investors make it, while the majority don’t.

And it’s this: “Anyone can buy a property, but not everyone buys the properties that are right for them”.

In my opinion, that is the difference between success and failure, or the difference between doing okay and doing very well indeed.

Do you think successful investors buy "the house next door", just because it happens to be the house next door so it’s easy to manage? Do you think they buy a property just because it looked cheap? Do you think they’d buy a property just because they could get a discount from the developer?

No, of course they don’t.

They have strict buying criteria based on investing fundamentals, and which fit the system I discovered, and which I am going to share with you.

They know exactly which properties they need to buy to attain their goals; they know how to find those properties; and they take the necessary steps to acquire them at the right price and on the right terms.

Anything less than that and they won’t buy. It’s as simple as that.

Unlike the unsuccessful majority, they don’t just happen to stumble into deals. Successful property investors know their strategy, they have a plan, and they take actions that are consistent with their plan.

It’s not down to luck that they are successful. They have planned for success. And I will show you how you can plan for YOUR property success.

Secondly, many people try their hand at property investing without really knowing what they want to achieve from property. Sure, they may have vague ideas like ‘I want to get into property’ or ‘I want to be a property investor’ or ‘I want to buy a few properties’, but it’s all a bit wishy-washy.

They might think, “I know what I want, I want to make some money from property”. But does that mean make some income from cash-flow, or by building up equity, or even by making cash lump-sums from developing and trading?

Each answer would require following a different strategy and buying different types of properties, possibly in different locations.

Unless you are clear on why you want to buy, the most likely outcome is you won't get the results you hope for.

Third, if you don't really know what you want to achieve, then how can you choose the right strategy to achieve what you want to achieve? And if you don't have a strategy, how can you possibly buy the properties that are right for you?

The truth is that you can't!

After all, if you don't really know what you want, then any property will do.

And as we've already seen, buying any old property is a sure way to fail.

Believe me, I've seen it happen far too many times.

Many investors ignore or don't understand these basic truths and principles and, far from being financially free in property, they end up stressed and wondering why they can't make it work.

The good news is I'm going to show you how you can use the system I discovered to put together your own cash-flowing portfolio, and avoid all of these mistakes.

And if, like me, you are starting with little or none of your own money, you can still do this!

Having built my own property portfolio from scratch, and starting with virtually none of my own money, I've constructed my very own 'course in a book', all in one easy-to-absorb volume (although it is big – 178 pages of A4), so that you can have all the information you need at your fingertips.

I've called it ***The Successful Property Investor's Strategy Workshop*** and in it I tell the story of how I built my portfolio and I'll show you exactly how *you* can do the same.

It's not rocket science. Anyone can do this, but you have to go about it the right way.

Indeed, you can copy my model, if you want. That's why I'll show you everything I did, right and wrong.

Everything I did right, so you can do the same.

And everything I did wrong, so you can save time and money and avoid the mistakes and pitfalls.

I've even included real-life examples of actual properties I've bought, so you can see how it all works in practice so that you can do the same.

It took me years of trial and error to learn the system (the best part of 4 years, with many sleepless nights and much wasted time and money) so let me save you from all of that by sharing my experience with you.

The Successful Property Investor's Strategy Workshop is available as an eBook to download now and to read on your Mac, PC, ipad or tablet, for only £29.97.

Or it's available in Hard-copy, as a manual in a 4-ring binder, for just £49.97 inc p&p.

If you're serious about property you'll find this small investment to be invaluable.

So to order your copy now, please go to:

www.thepropertyteacher.co.uk/the-successful-property-investors-strategy-workshop

PLUS! Order Now And You'll Receive These Valuable FREE Bonuses as A Special Gift From Me

As a 'thank you' from me for buying, ***The Successful Property Investor's Strategy Workshop*** I've put together two special bonuses for you, each of which are worth at least £49.97, and which I know you'll find extremely helpful.

Special FREE Bonus Number One

"How to Always Get The BEST Finance For Your Property Deals" – top tips from a top UK mortgage broker.

First, you'll receive a free copy of ***"How to Always Get The BEST Finance For Your Property Deals".***

This an MP3 audio file of an interview I conducted with one of the UK's top experts on buy to let finance, in which he covers many of issues around buy to let, and gives his top tips for successfully raising ALL of the finance you need.

I have considered selling this as a **product in its own right for £49.97** because it contains so much great information but, when you order your copy of ***The Successful Property Investor's Strategy Workshop***, you will receive it as **FREE gift from me**.

<u>Special FREE Bonus Number Two</u>

"Your 'Must Know' Answers to the Top 14 Most Common Property FAQs" – Audio file download

An audio file download, **<u>value £49.97</u>**, containing the 14 top Property FAQs, with 'must know' tips and information, based on the questions YOU ask me.

Whenever I meet and talk to fellow investors, **<u>the same questions always come up</u>**, time and again, including:

Where will I find the best property deals?

What if my strategy doesn't work where I live?

Where should I be buying, and how do I find my properties?

Should I buy at auction?

How much should I gear up, and how much borrowing is safe?

Should I still be using interest only mortgages, especially if tax relief on interest is to be limited?

How do I structure my property business, and own or hold my properties?

What if the market crashes in the future?

What is the most tax efficient way to own property?

And many more. In fact, I cover, and answer in detail, the top 14 questions I am always asked.

You'll receive this Audio Download as a **FREE SPECIAL BONUS** when you order your copy of ***The Successful Property Investor's Strategy Workshop.***

So to order your copy of ***The Successful Property Investor's Strategy Workshop***, and to start building your own property portfolio, please here:

www.thepropertyteacher.co.uk/the-successful-property-investors-strategy-workshop

60 Day No Quibble, No Questions Asked, Full Money Back Guarantee

I know that the information in the *Successful Property Investors Strategy Workshop* is of immense value to all property investors. All I'm ever interested in is value-for-money, and that applies whether I'm buying (especially property), but also whether I'm selling.

So, naturally, there's a full 60-day no-quibble money-back guarantee of complete satisfaction (which I trust you won't need, but it's there anyway), so there's really nothing for you to lose when you order your copy.

If for any reason you're not happy with your copy just email me if you order the ebook version, or return the manual if you order the hard-copy version, within 60 days of receipt, and I'll give you a full, no questions asked, refund.

PLUS, you can keep the FREE bonuses as a 'Thank you' from me for trying it.

So you can order, read and enjoy your copy completely risk-free.

Here's to successful property investing

Peter Jones

Peter Jones B.Sc FRICS
Chartered Surveyor, author and property investor

www.ThePropertyTeacher.co.uk

PS Don't forget, for your copy of my best selling eBook ***The Successful Property Investor's Strategy Workshop,*** PLUS the special bonuses including the audio file of my interview with one of the UK's top buy to let finance Experts***,*** please click the link below

www.thepropertyteacher.co.uk/the-successful-property-investors-strategy-workshop