How to Develop the Mindset of a Super Successful Property Investor

Super Successful Property Investors don't become rich because they do certain things…..
it's because they do things in a certain way!

By Michael Yardney

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MAKING PROPERTY WORK FOR YOU

This e-book is brought to you by Metropole Property Investment Strategists. Helping people who are (or plan to be) high net worth investors acquire, develop and manage their investment properties for maximum return.

About the author

Michael Yardney is a successful Melbourne based property developer and property investor. As director of Metropole Property Investment Strategists, his opinions as a property commentator are highly sought after and frequently quoted in the press.

Michael is publisher of Australia's leading property investment e-magazine ***"Property Investment Update"*** with over 30,000 subscribers and author of the best selling book ***"How to Grow A Multi Million Dollar Property Portfolio - in your spare time"*** and co author of ***All You Need to Know About Buying and Selling Your Home***.

He bought his first investment property in his early 20's without a deposit and not understanding the rules of the game, and then went on to build a multi million dollar investment property portfolio in his spare time. He then became a property developer and grew this property portfolio in quantum leaps.

Michael and his team at Metropole Properties have bought, sold, advised, invested in, negotiated for, developed, built or project managed hundreds of million of dollars worth of property to create wealth for their clients. Currently his company Metropole Properties is involved in over 90 development projects in Melbourne Australia.

Michael is regularly engaged to be a keynote speaker at conferences and seminars throughout Australia and SE Asia. Many consider Michael **Australia's leading expert in wealth creation through property investment.**

Preface

Over the years I have had the pleasure of working with many property investors and I have seen some grow their wealth tremendously yet I have seen other investors who have the same information, the same opportunities and the same resources who just didn't seem to be able to make a success of their investments.

Why is it that money seems to float to some people like a magnet and others seem to repel prosperity?

This question has intrigued me and I was determined to discover the answer. Firstly I began to looking at my own experiences in creating a multi million dollar property portfolio and then I talked to hundreds of investors.

Some of them were successful property investors, like clients of Metropole. Others were some of Australia's top property experts I rub shoulders with as I travel around Australia speaking at property conferences and others were ordinary investors some who have made it and some who haven't.

Each time I spoke to somebody I learnt something. I began to notice some common threads……some patterns.

What I discovered was that to be a super successful property investor the knowledge about property and certain techniques and strategies was critical. But it was just as important, if not more important, to **have the right mindset**, to develop a prosperity consciousness.

You must become financially successful in your thinking long before you achieve it in reality.

Both poverty and riches are the result of a state of mind. One of the most important steps you can take along your road to wealth creation is a change in your mindset, in your thinking. This must happen before anything else happens.

I know you may find this hard to believe at first, but think about it….

There are 1.4 million property investors in Australia, yet most Australian's who buy one investment property never buy a second. In fact only 1 in 200 property investors own 5 investment properties. I assume that most of these 1.4 million people bought their first investment property to help get another stream of income, to help them develop financial security or achieve financial independence

In reality one investment property isn't going to get you anywhere. You need many more; you need a substantial property portfolio to become financially independent.

So why is it that most Australians never achieve financial independence and why is it that most Australians who start down the path of property investing never develop a sufficiently large property portfolio to reach their goals?

It's much the same for the many Australians who read investment books, listen to CD's, go to seminars, learn about wealth creation through real estate yet don't ever buy an investment property or if they do, they are not successful with their investments.

As I said, over the years I have spoken to hundreds, in fact thousands of property investors and rubbed shoulders with the most successful property investors in Australia and overseas and I have looked carefully to see why some have been successful and others haven't.

What I realized was that the super successful property investors don't have different things to invest in than the average investors. In fact they don't do different things to the average investor.

Super successful property investors don't do certain things. It's just that they do things in a certain way.

There is nothing new about this concept.

In the 1920's Napoleon Hill, wrote the book 'Think and Grow Rich'. At the time Andrew Carnegie, the wealthiest man in the world, asked Napoleon Hill to study the wealthiest people in the United States and find out if the wealthy people had similar characteristics. Napoleon spent years and years studying this and when he finished he came out with 2 unique discoveries…..

He found out that yes, the wealthy people do have certain things in common, so he wrote a book about this called 'Think and Grow Rich'. He said they had sixteen characteristics in common.

Isn't that interesting? If you want to be wealthy you are going to need those sixteen characteristics.

The second discovery he made was even more phenomenal……

No one was born with those elements of success. So while all successful people had sixteen characteristics in common, none where born with these. Very successful person develop these characteristics.

I have found much the same when studying the super successful property investors in Australia and it's really the same if you look at the super successful business people in Australia.

Rich people think in very similar ways and they think very differently from the poor or middle class.

So if you want to become rich, if you want to become a super successful property investor then you are going to need to copy the way the rich people think. **You are going to need to do the things in a certain way…**…the way that rich people do things.

And that is what this e-book is about - to help you understand the way the rich think differently from the poor.

Most Australian's will never reach their full potential. 95% of Australian's will never become financially independent. The reason for this is that they don't think the way successful investors think. They don't do things in the certain way that super successful investors do things.

In this e-book I will outline how the rich think differently to the majority of people and hopefully you will soon realize that regardless of your past; your present and your future are about to get a lot better because you can develop the habits, thoughts, the actions of the wealthy people.

You may be wondering what right or authority I have to discuss how the wealthy think.

Well, firstly I am wealthy. I bought my first investment property over 30 years ago and over the years I have built a multi million dollar property portfolio. I have bought, sold, invested in and built houses, townhouses and apartments as well as shops, showrooms and factories as well as 2 office buildings and I have been involved in 2 broad acre subdivisions.

So I am no newcomer to wealth. I made my wealth many years ago, and importantly I have retained it over the years and I have kept growing it.

Secondly, over the years, my team at Metropole and I have been involved in hundreds of millions of dollars worth of property transactions creating wealth for our clients.

Also I speak at major seminars around Australia and South East Asia about creating wealth through property. I rub shoulders with, learn from, deal with and instruct some of the top people in property in Australia.

In fact many people consider me **Australia's leading expert in wealth creation through property investment.**

Why Most Australian's Don't Achieve Financial Independence

Despite the great Australian dream of financial independence, 95% of Australian never attain this goal.

Let's have a look at the two main reasons why most Australian's don't achieve financial independence:-

The main reason most Australians don't achieve financial independence is because 95% of Australian's just **don't have the correct mindset**. I will discuss this concept in detail in a moment.

The other major reason most Australians don't achieve financial independence is because most **don't have a system or strategy for growing their wealth**.

Most Australians try to create wealth by working hard and unfortunately hard work doesn't work. Most Australians are on a treadmill, trading hours for dollars. They work hard and get paid by the hour but there are only so many hours you can work and only so many dollars you can earn per hour.

Even if you're a brain surgeon, you still only get paid a certain number of dollars per hour and can only see a certain number of patients per hour or do so many operations per day.

The problem is people who have a job have **linear income**. Linear income is when you work for your money and get paid once for doing so.

Wealthy people - the rich - earn passive or **residual income**. Residual income is when your money works for you.

Which type of income would you rather have?

Residual income or passive income is a fancy term for recurring streams of income that continue to flow whether you are there or not. The way to become wealthy is having more passive income coming in than your expenses going out.

So firstly it is important to realise that not all incomes are created equal. Some streams are linear and some are passive. Now here's the question that tells if your income streams are linear or passive.

How many times do you get paid for every hour you work?

If you have answered only once, then your income is linear. Income streams from a salary are linear – you get paid only once for your effort, and when you don't show up for work, neither does your pay packet.

With passive income, you work hard once and it unleashes a steady flow of income for months or even years. You get paid over and over again for the same effort. Wouldn't it be nice to be paid hundreds of times for every hour you work?

Just like property investors who work hard and save up enough money to get a deposit to buy an investment property.
Once they have bought their property, the property takes over and the investor doesn't have to work so hard. The property brings in rent each month and slowly increases in value, bringing the investor passive income in the form of increased equity.

The problem is most Australians don't receive passive income. They are mainly still earning linear income.

Now just to just clear things up…… I am not saying don't work hard. If you have what it takes inside to be a winner, to be successful, you will never stop working hard no matter how much passive income you have.

But wealthy people have streams of residual income coming in, passive income coming into their lives. As I explained, for you to become wealthy you are going to need more residual income coming in than you have expenses going out.

One way to achieve this residual income is to buy well located investment properties that are going to increase in value over the years.

Attracting Wealth

The wealthy people in Australia think differently to the majority of Australians and this empowers them to attract wealth.

Yes, it's true. Some people seem to attract wealth whilst others repel wealth.

And those people that attract wealth do so not because of their education, or their job or their status. They attract wealth because they think in a certain way and they do things in a certain way.

Similarly there is a certain way of thinking that repels wealth and this is obviously how most Australian's think.

Now in this e-book I use the word wealthy and poor a lot. In general in Australia there are very few poor people – we tend to have the rich and the middle class.

When I use these terms I am **definitely not making a judgment** about the wealthy or the poor people and whether one is better than the other. This is not a social document. I am just suggesting that most people in Australia want to become wealthy or at least financially well off.

In fact most people I deal with want to become financially independent. They are not happy with mediocrity or struggling for a wage.

So what we are discussing in this e-book is how the rich people in Australia, how about 5% of Australians, think differently to the majority of people in Australia. This majority being what I will call "the poor" to help contrast them from the rich for the sake of this discussion, even though we accept that most are average Australian middle class families.

What you will learn in this e-book is that some behaviours attract wealth – they will make you rich. If you behave that way you are likely to have opportunities, money and wealth flying towards you.

I know that some of the things I am going to discuss may at first be difficult for you to grasp. You may feel like dismissing them. You may find them contrary to your current way of thinking and you may find them challenging.

You will probably find some of the things in this e-book uncomfortable. I have found that a great deal of my own discovery, my own progress has always been preceded by a level of discomfort. If you stay in your comfort zone you are unlikely to extend yourself and to move forward.

To take advantage of the opportunities out there to become a super successful property investor you are going to have to tolerate a level of discomfort as you change your way of thinking. So please take some time to consider the ideas and suggestions that I discuss even if they initially seem wrong or unreasonable to you.

If you stop and think about it, it's probably true that much of what you have been taught about real estate, in fact about wealth creation in general has been taught to you by people without wealth.

Much of what you have read is probably written by people you didn't have substantial wealth.

Probably many of the people you associate with, those at work, your friends, or those who give you opinions on how to become financially independent aren't truly wealthy.

What this means is that your present belief systems about wealth and in particular wealth creation, are built on what you have learnt from "unwealthy" sources.

In contrast, what you are going to learn from me in this e-book you are hearing from a wealthy source. I have gained much of this information from my peer group and my mentors who are also wealthy. I am not a theorist. I have grown my wealth substantially and continually since I began investing in property over 30 years ago and I have managed to maintain my wealth and not lose it.

So if some of the things I discuss in this-book don't contradict or conflict with your current belief systems something would be wrong.

Now I am not suggesting you are not already successful. Many readers will already own significant property portfolios. Hopefully some of the ideas in this report will help you move forward to become an even more successful investor.

In the balance of this e-book I would like to look at the 15 ways that the rich think differently to the poor and middle class. Before you can truly prosper you may need to change your way of thinking. You may need to change your mindset.

Let's see how the mindset of a super successful property investor works……

How the Rich Think Differently

Let's now look at the way the rich think differently to the poor and middle class in Australia. As I explained before, please don't get offended by the terms "rich" and "poor" – I am not making value judgements – just using expressions that help contrast two very different ways of thinking.

1. The Rich think of the Big Picture, while the Poor get lost in Detail.

The rich have a big picture or macro outlook on life and the world in general and their investments in particular, while the poor think in a detailed or micro way. I frequently see how the rich do well by looking at the big picture and seeing opportunities while the poor get lost in the detail. This means often all they can see are problems.

I remember a few years ago when the Victorian Government was looking at changing the land tax rules Sam, who was a doctor, approached me about my thoughts on selling one or two of his investment properties. He was concerned that with the proposed tax changes he would have to pay more land tax.

The fact that he was a "detail person" was very good for him in his profession. I would be very happy to have him as a doctor because I would know he wouldn't miss a diagnosis, in fact he would check me out very carefully. But as a property investor his attention to detail was hindering him.

When looking at his substantial property portfolio he worked out that he would have to pay another $10,000 a year in land tax because of the proposed changes. This upset him. He wasn't sure if his cash flow could handle it. He was keen to sell a couple of properties.

When I sat him down and showed him the big picture he still had difficulty accepting what I was saying…….

I asked him to tell me the value of his property portfolio at the time and it was significant. It was worth a couple of million dollars. I asked him what he thought would happen to his property portfolio in the next seven to ten years and he said he was not sure.

I reminded him that well located properties in major capital cities in Australia have doubled every 7 to 10 years. Well located properties have grown at about 10% per annum which really means they double in value every seven years.

Sam owned properties in good, strong, high growth locations. Yet he still had uncertainty of his properties' future value considering there was uncertainty about taxes and there was the possibility of increases in interest rates.

We spoke a bit more and Sam did eventually accept that the even if the value of his properties did not double in the next seven years they would double in value in the next ten years.

So I went on to explain that if over the next ten years he was paying on average another $10,000 a year in land tax, this meant that he would have to pay an extra $100,000 in land tax over that time. But the value of his property portfolio would double. It would probably increase in value by two million dollars over those ten years.

Yet Sam was initially prepared to forego two million dollars of capital growth just so he would not have to pay one hundred thousand dollars in extra taxes. He was getting lost in the detail and was having difficulty seeing the bigger picture.

The end result was Sam kept his properties. In fact he bought one more. Interestingly the proposed land tax changes were watered down considerably when they were finally announced by the Government and all this worry was unnecessary.

As a property investor you must remember that well located properties in all Australian capital cities have on average increased in value by around 10% per annum.

My suggestion is to forget the "market noise". Don't sweat the small stuff. It doesn't matter what is going to happen to Government of the day. It doesn't matter what is happens to land tax or minor changes in interest rates. In the long term the value of well located properties will double ever seven to ten years. Don't get bogged down in the small details.

2. The Poor trade their time for money the Rich work their money.

The poor trade their time for money, while the rich send their money out to work for them.

As I explained earlier, the only way the poor know to get more money is by working harder - by trading hours for dollars. They either work more hours or get another job. I know a number of people who have two or three jobs and that is not just to become wealthy. It is just to keep going.

The rich don't get a second job. They send their money out to do work for them. They invest in assets like property which increase in value and bring in money whether the owner works or not.

As Robert Kiyosaki says "*The poor and middle class work for money. The rich have money to work for them.*"

3. The Poor think Cash Flow, the Rich think Equity.

I was taught the follow saying by Bill Zheng, director of Investors Direct Financial Group – www.investorsdirect.com.au. "The poor think cash flow, while the rich think capital."

The poor only know how to increase their income by working more hours. The only way they think of their income is as cash flow, as money coming in.

On the other hand, the rich understand that capital growth, the increasing equity of their property investments, is as good as, if not better than cash flow. They know they can borrow against this increase in equity and use the funds just the same way they would use money earned in other ways, for example as a deposit for further investments or even to live off.

Many beginning investors who don't understand this rule try to buy "positive cash flow properties" because that's the only way they understand they can make money out of property.

I understand why they feel the need for strong cash flow. I hear them say things like "What's the use of capital growth. I can't eat capital growth and it doesn't pay the mortgage."

In fact they are wrong! They can borrow against this capital growth to help pay for their mortgage and their lifestyle.

The poor are even uncertain that there will be capital growth. However the best indicator of future capital growth of any property in a particular area is the areas long term track record of capital growth in that area. So buying a property that is going to be in continuous strong demand by owner occupiers and tenants, buying a property with some elements of scarcity or buying properties in high growth areas should underpin the long term capital growth of the value of their investment.

The rich know that as the value of their properties increase they can borrow against this increasing value. When they receive these borrowed funds they can take this money without paying tax on it and use it for whatever purposes they desire.

4. The Poor build their Cash Flow while the Rich build their Equity.

This is another common expression used by Bill Zheng of Investors Direct Financial Services www.investorsdirect.com.au It is really an extension of the last 2 points.

Because the poor and middle class think cash flow, if they choose to go into business or invest they try to build multiple streams of income from cash flow while the rich slowly build their capital, the equity in their properties, in their investments or in their business.

Remember the Australian economy is based on capitalism, so while the poor are busy working hard and building their cash flow – because that's what the "system" teaches them – the rich are quietly building up their capital base.

5. The Poor decrease their Debt while the Rich increase their Debt.

The average Australian is scared of debt. They have been taught to think this way since they were children. They have been told by their parents not to buy things they cannot pay cash for or they have been taught not to borrow excessively. Their parents taught them to pay off the mortgage on their home.

On the other hand the rich realize that they become even wealthier by owning assets that increase in value - appreciating assets such as real estate and shares.

The rich recognize that to grow a large property portfolio they must borrow debt. They see this as good debt and borrow as much as they can to own the largest property portfolio they can safely service.

6. The Poor save their Money.

The poor save their money thinking it is a way to become wealthy.

On the other hand the rich are comfortable borrowing and using leverage to buy appreciating assets. They recognize they will become wealthy by owning a significant property portfolio and they can only achieve this by borrowing.

They know you can't save your way to wealth.

7. The Poor try to pay off their Home.

The poor have been taught by their parents to pay off their homes. One of their aims is to reduce their "bad debt" and they see their home loan as bad debt since it is not tax deductible.

Ed Chan, leading accountant from Chan & Naylor www.chan-naylor.com.au explains that your home loan is not really bad debt – it is "necessary debt."

The rich recognise this and don't strive to pay off their home loans. They pay off the minimum they can or they borrow using an interest only loan. Instead of putting money into repaying their home loan they use these funds to buy more appreciating assets. They use this money to invest in properties that increase in value and create wealth for them.

8. The Poor decrease their Debt while the Rich maximise their Borrowings

In line with the above points the poor try to reduce their debt.

In the meantime the rich understand that by increasing the size of their borrowings they can own more assets in particular appreciating assets. They recognize that by growing their asset base and building their capital (not their cash flow) they are growing their wealth.

9. The Poor like to Trade.

The poor try to make money through trading - through buying and selling.

For example with property – when the value of their property increases they are inclined to sell their property to take a profit.

On the other hand the rich understand that they make more money by holding onto their assets and never selling. They realise that they can refinance against the appreciating value of their properties.

You see…. with real estate you don't need to sell your properties to realize your profits. In contrast you may need to do this with shares and many other assets. The great thing about real estate is you can borrow against the increase in value and use this money as a deposit for further investments.

When you sell your property to crystallize a profit but you lose money by paying the agent's commission, capital gains tax and potentially GST. Then you lose more money when you buy your next property. You lose it by paying stamp duty and legal costs. In general you lose about 15% just to swap over to another property of a similar value. This means you are giving up a couple of years of capital growth.

The rich know they are much better off borrowing against the increasing value of their assets rather than sell them.

10. The Poor spend their Cash Flow while the Rich spend their Capital.

The poor tend to build their cash flow, they think cash flow, trade their time and money for cash flow and they spend their cash flow. They spend their dollars after having paid tax for earning them.

Rather than spending cash flow, the rich spend their capital. They borrow against the increase in the value of their properties and they don't have to pay tax on this money.

Even though their increasing equity is a form of passive income it is not seen as income by the tax department so you don't pay tax on the increasing value of your properties – not unless you sell them. The rich use this equity to borrow against giving them cash to invest or to live on.

11. The Poor think Scarcity while the Rich think Abundance.

One huge impediment to the attraction of wealth is this scarcity mentality of many Australians. The poor think scarcity whilst the rich think abundance.

While they don't think of this consciously many people have the notion that all the amount of wealth floating about this world is limited. They believe that for every dollar that they earn somebody else loses out. Their gain is somebody's loss.

Subconsciously that makes them turn down their "financial thermostat." It stops them attracting wealth.

Obviously if you are a descent human being and you believe that the amount of wealth is limited then you're going to stop attracting wealth because you don't want to harm others. What happens to many Australians if wealth does come to them is that subconsciously the feel guilty and start to repel wealth.

12. The Poor believe that Life Happens to them while the Rich believe they Control Their Lives.

The rich believe they are **a pilot** while the poor think they are **a passenger**.

The rich recognise that what they have today and what they are today is the result of all the decisions they have made in the past. On the other hand the poor thinks life has happened to them (they are a passenger in the journey) and all that is happening to them is the result of the actions of others…..

Their boss, the government or the system is at fault.
As part of this mindset the rich take responsibility for their actions while the poor justify their actions or lay blame on others.

If you believe you are in control of your life, if you know that you can control your destiny -you can make prudent investment decisions.

As a consequence to this the poor tend to speculate while the rich invest.

The poor often look for investments that will be the next big fad. They look for the next big speculative growth area, the next hot stop, the next big thing. This is speculation – it's not a certainty.

On the other hand the rich tend to invest. They look for tried and proved investment strategies. Rather than speculating, which by definition has an opportunity of failing, the rich tend to invest in proven investment strategies.

They don't look for excitement in their investments. They look for excitement in other areas of their lives and are comfortable using old, boring techniques such buying high growth properties in well located areas to grow their investments.

13. The Poor think Small while the Rich think Big.

When speaking to beginning investors and asking them what they want to achieve, many would be happy buying one or two properties in their lifetime.

The super successful property investors know they want to grow a multi million dollar property portfolio. They think big. They take responsibility. They play the game to win and they do well.

The poor want to be rich while the wealthy are **committed** to becoming rich.

One of the characteristics of the rich found by Napoleon Hill in his book *Think and Grow Rich* is that successful people have a burning desire. They are committed to what they want to do. While the average person just wants the end result.

Are you committed to becoming a super successful property investor?

By commitment I mean do you have the same drive that makes the athletes who have done well in our Commonwealth and our Olympic Games get up early in the morning? Do you have the same drive that makes the athletes go to bed early at night while we are still up partying and get up earlier the next day to train?

Are you truly committed to becoming wealthy or are you just to keen to or just want to?

14. The Poor are scared of Failure.

The poor are scared of failing - they think failure is bad. This stops them taking chances and it often stops them investing. They think of all the things that could go wrong and they worry what others may say if they "fail."

On the hand the rich think differently. ….
They think failure doesn't happen. They think failure is a choice. Just because something doesn't work out it doesn't mean you are failure. It doesn't mean you have failed. It means you have found another way it doesn't work and you one step closer to making sure it does work.

The rich are not scared to take a chance because they know they are going to "make it." They believe they are in control of their lives. The rich play the game to win, while the poor tend to play not to lose - they don't want to fail.

How successful can you be when you play not to lose? It is very, very different from playing the game to win.

15. The Poor think they know it all and don't need to be taught to become wealthy. The Rich understand that they need to ask questions, have mentors and join a mastermind group.

The rich know they can always learn more. They invest in their education. They buy books and CD sets and attend seminars. They have and pay for mentors and coaches. They recognise the clarity of thought mentors and coaches bring them

On the other hand the poor often think they have heard it all, they know it all….. “Nobody can tell me how to do it!”

Conclusion:

As you can see the wealthy, the super successful investor thinks very differently to the average Australian. **That is why only a small percentage of Australian's are ever going to be financially independent.**

Another common characteristic I have found amongst super successful property investors is that they recognize that **they can't do it alone**. They recognize they must have a good team of advisors around them. They recognize that if they are the smartest person in their team they are in trouble. They have mentors - some of whom they pay, others who are colleagues and friends.

I know I have become successful by surrounding myself with the right sort of people.

I know that my personal growth, my business and investments grew considerably when I stopped hanging around negative people and I started hanging around people who were positive, looked for ways that things could happen rather than reasons why things wouldn't happen and people who helped push me beyond my comfort zone.

All the successful investors I have come across think in similar ways and **they all have mentors.**

If you want to become a true wealth creator - if you want to become one of Australia's super successful investors, in fact super successful in any area in your life you are going to have to learn to think differently than the majority of people, you are going to have to learn to move outside your comfort zone.

Find a mentor. Join a mastermind group. - a group of like minded people to whom you can brain storm so you can move forward.

To assist you I have interviewed some of my mentors, some of my mastermind team and asked them the probing questions that you would if you had a chance to sit down with them. Why they invest? How they invest? What has influenced them? What are the biggest lessons they have learned? What are the mistakes they made? How do they avoid these and what they do differently to the others?

I have recorded these and recently published them in a series of 7 CD's called **Mentored by the Property Masters.** Details of this special series of CD's in the next section of this e-book and you can buy them online shop at www.PropertyUpdate.com.au. If you order these now you will receive **2 bonus CD's.** Full details are on the page after next.

Please allow me to explain a little more about this series of CD…..

I have explained that super successful property investors have a different mindset. Where does that mindset come from? They generally get their mindset from their mentors. All these people help them with their mindset.

In a recent article I read in the BRW, they interviewed highly successful business people and investors and one of the things they all had in common was they had a coach or mentor throughout their career who helped them become successful. In fact they identified this as the number one strategy of becoming successful.

Coaches or mentors create awareness in your mindset about things you can't see. Mentors help you break through barriers to realize your potential. Successful property investors have a team of people around to help and guide them and help break through barriers to find their potential.

So to give you a kick start I created the CD program **Mentored by the Property Masters** where I have gone to my mentors, coaches and mastermind group and sat them down in the studio and interviewed them. As I said, I have got them to answer **the questions that you won't hear in seminars or read in books.** I have asked them **the secrets behind their investment success.**

They explain in fine detail what kind of properties they are buying and why. Each one is **doing it in a different way but each one is already a super successful property investor and they can now become your mentors.**

This CD series plus 2 bonus CD's are one on one sessions and **your mentors** will be divulging the secrets behind their investment success.

In this series of CD's which is **more about the mindset of successful property investors than investment basics,** these six Australian property experts (plus 2 bonus experts if you order NOW) will help you stretch outside your comfort zones by teaching new concepts and new ideas about successful property investment.

Buying owning this CD series and being mentored by Australia's property masters you could also join the ranks of the super successful. You will now know the secrets of the super successful. You will also have a property mentor. And as I explained, having a mentor is the secret shared by all super successful property investors.

ORDER YOU SET NOW AT the online bookstore at www.PropertyUpdate.com.au

Wish you all the best with your investments.

Have a great week…….make it a great week!

Michael Yardney

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If the answer is YES, please read on

2nd 2007 Intake now open –closing mid September!!!

Please note there will not be another intake for at least 6 months and due to the nature of this program limited places available for each intake.

For full details please visit www.michaelyardney.com/mentor

For years readers of my e-magazine and attendees of my seminars have asked for an ongoing program to assist them with their property investment and wealth creation.

And for years I have resisted getting involved in this type of program because of the time commitment, but the fact that **my own mentor** has finally got me working on my business rather than in my business I now have the time and with the changing technology available, last year I commenced my **Mentorship Program**.

The results the participants have achieved have been so fantastic and it has been so gratifying that I have expanded the program to one further intake this year, but due to the technology we use **the numbers able to participate are limited.** You see …. This is not classroom style learning – it's mainly **home based**, computer based audio and written programs – so **no seminars to attend** (but there are 3 free seminars a year if you want to come), but more on that later…..

For full details please visit www.michaelyardney.com/mentor, but in this short space I would like to explain one of things that made it important for me to run this program. It was my increased awareness that knowledge and theory of real estate investment strategies **is just not enough**. Super Successful property investors need a **shift in mind** set and that just can't be achieved in a weekend workshop.

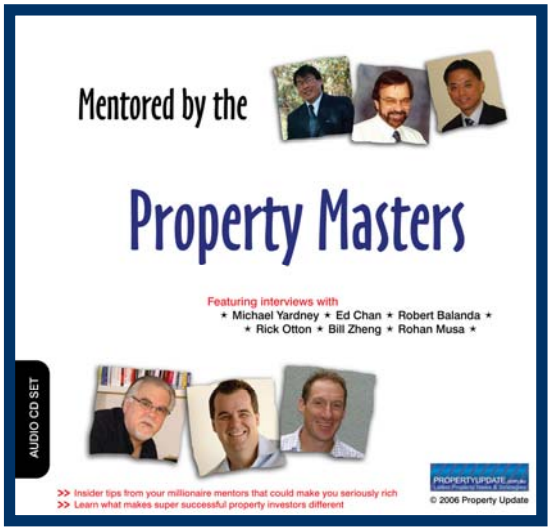
My mentoring program is designed to shift your paradigms, give you a prosperity consciousness and get you thinking like a Multi Millionaire.

That's why it takes 15 months. It's all my knowledge on the topic crammed into over 30 lessons.

Please visit the following webpage now and get all the details….

www.michaelyardney.com/mentor

Would you like to become a Super Successful Property Investor?



Featuring:

Michael Yardney - Metropole Properties
Bill Zheng – Investors Direct Financial Group
Ed Chan – Chan & Naylor
Rob Balanda – MBA Lawyers
Rick Otton – We Buy Houses
Rohan Musa – Shirlaws

Whether you currently own a number of investment properties and are in need of some good advice on how to significantly grow your portfolio, or whether you are in search of some guiding principles to get you started on the road to financial independence through property, this unique CD program is for you.

You will discover what the world's richest and most successful people know that the rest of us don't. By studying the habits and principles that guide their approach to life and investment you will be able to identify their basic yet powerful secrets to success so you can use them too.

In this series of audio CD's you will discover the one critical secret you have in common with all rich people today.

A secret that has turned many ordinary investors into property multimillionaires!

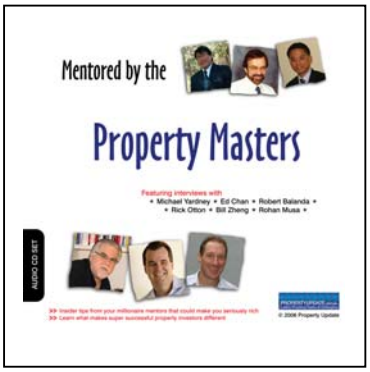
The critical difference for many of these investors was learning and using mind-changing **"power secrets"** from their mentors and in this CD series, six of Australia's most successful property investors share these strategies and techniques that are not taught in college or in books or at seminars.

The same secrets these 6 super successful property investors have used personally to achieve extraordinary lifestyles and significant property portfolios.

This is far more than a conventional property investment program, ***Mentored by the Property Masters*** is made up of 7 CD sessions in which you learn and master the strategies and techniques used by the Australia's most successful property investors. In these one-on-one mentoring sessions, our experts lead you step by step through the strategies they have used for success and show you how you could develop the mindset of a successful property investor.

In this mentorship series you will learn how the rich think differently to the majority of people and you'll soon realize that regardless of your past, your present and future are about to get a lot better!

Mentored by the Property Masters



Are you sceptical about becoming rich?

There are hundreds of programs and books on how to get rich. Many of them promise a lot but deliver very little. The difference in this program is that the ideas and concepts you'll learn are simple, realistic, and doable, and **they work.**

There are no gimmicks, tricks or stunts designed to mislead you into thinking you'll get rich quick. And best of all, you'll learn from 6 experts who've done it - and they'll teach you how they did it and the thought processes behind their decisions.

They discuss **advanced techniques** and lay the groundwork for you getting started in property investment or increasing the value of your current holdings in real estate. If you are currently involved in real estate, this is the program that will take you to the **next level of success!**

If you seriously want to be rich - just listen to these CD's.

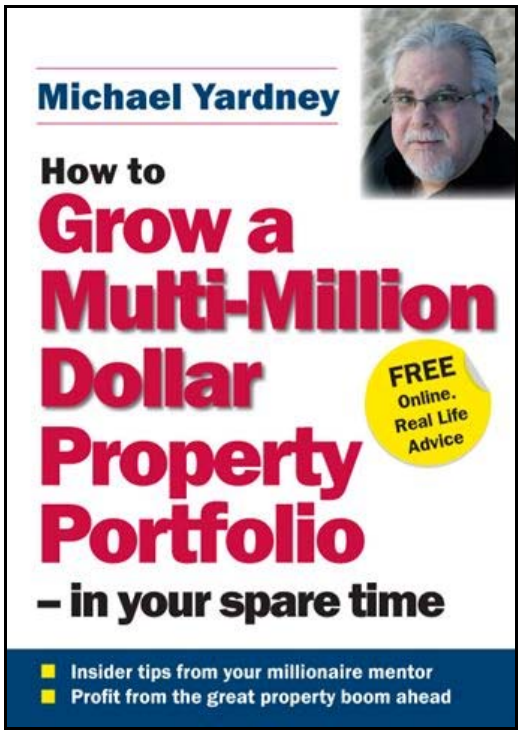
Listening to these 7 CD's will:

- Explode the many myths about property including that you need to earn a high income to become successful in property.
- Challenge your beliefs about wealth creation.
- Teach you that the super successful property investors, in fact all rich and successful people think in very similar ways and they think differently from the poor or middle class. If you learn to copy the way the rich people think you can also become rich.
- You will discover why some property investors make money with little risk while other investors just break even.
- Show you the right structures for property ownership, asset protection and tax minimization.
- Teach you the truth about joint ventures and how to use them.
- Explain how to use options to **buy properties on lay-by**.
- Examine the best clauses to use in contracts to protect your interests.
- Show you how to do no money down deals and other smart vendor finance strategies.
- Give you the strategies to take advantage of the great property boom ahead.
- And much more...

Mentored by the Property Masters - $299.00 **(incl GST)**

Go to www.PropertyUpdate.com.au NOW
& buy the 7 CD set TODAY at the online shop
and receive 2 x bonus interviews valued at $99

Maximizing the Return on your Properties – Pamela Yardney
Learn how to Negotiate the Best Deal – Jack Henderson



This **top selling property book** is written both for beginners as well as advanced property investors and explains how our next property boom will be **Australia's biggest property boom** and possibly our last big boom. This is supported by strong demographic evidence that also highlights our next major growth regions.

The author details the most important things investors must know to take advantage of the next property boom. For **advanced investors** there are chapters on:

- tax loopholes,
- finance strategies,
- negotiation,
- dealing with agents,
- auctions,
- renovations and
- an extraordinary section on living off the increasing equity of your **Multi Million Dollar Property Portfolio**.

AVAILABLE AT ALL GOOD BOOKSHOPS or purchase at our online bookstore at www.PropertyUpdate.com.au

NEW AUSTRALIAN BOOK TELLS YOU…..

ALL YOU NEED TO KNOW ABOUT BUYING AND SELLING YOUR HOME

- **Do you know how much you can really afford to pay for a house?**
  It could be much more than you think!
- **Do you know how to get the lenders to say more often to your loan requests?**
  There are ways of making sure you are a good credit risk.
- **Do you know how to find the right home that will suit you now and in the future?**
  And would you like to know how to negotiate its purchase at the best price?
- **Do you know how to choose the right agent to sell your house?**
  And do you understand why some properties should be auctioned to achieve the best price while other properties are best sold privately

This practical guide answers these questions and shows you step by step how to find the home of your dreams or how to sell it when you are ready to move on. The book is based on facts and Michael and Pamela Yardney's experiences in property over the last 30 years and gives practical (not theoretical) advice on buying and selling your home that is relevant to today's property market. Quite simply it is a must read for anyone planning to buy or sell a house and gives you the edge you need to get your dream home. **RRP $29.95**

AVAILABLE AT ALL GOOD BOOKSHOPS or purchase at our online bookstore at www.PropertyUpdate.com.au