

2 day Fundamental Property Investment Course

Course Objectives:

- To assist YOU in developing the mindset, tools and processes for YOUR property investment strategy.
- To lay or consolidate the foundation for your property investment strategy.
- To show YOU how to find the best property for YOUR strategy.
- Guaranteed **independent** – no selling of any scheme, books, DVD's, developments or finance packages.
- All **lecturers** are active property investors and property professionals.

The Course benefits:

- A comprehensive set of course notes.
- Students have access to very best market research at a fraction of the cost that property professionals pay.
- Students can ask the lecturers after the course any question relating to the material taught – the access to updated information is ongoing.
- We make our money from the student fees only – we do not take any payments or commission from any developer, financier or property provider – Guaranteed.
- All lecturers have a signed contract that prevents them from soliciting business or promoting products whilst they lecture.
- All topics use real live examples of property investment – good and bad.
- Every session is a mix of lectures, examples and classroom discussion.
- Limited to a maximum of 30 students per class.

Expected Course learning outcomes:

The courses are comprehensive and cover all aspects of property investment such as:

Topic	Outcomes	Source
Property Strategies	An understanding of the different types of strategies that are open to investors	Property Strategy Power Point
	Developing your own strategy	Property Strategy Power Point
	The role of goal setting in the process	Property Strategy Power Point, goal setting templates
	A case study review of personal and financial goals relating to a typical family	Supplementary notes
Investing in property		
What drives investment markets	The impact of global markets, local markets, state markets, availability of cash, consumer confidence, global and local trends	Investing in property PowerPoint
Household formation rates	Why this is important for you to know. Its impact is massive when looking at particular areas	Investing in property PowerPoint
Migration rates and demographic trends	What are the numbers, what they mean and what impact they have for investors	Investing in property PowerPoint
Land to asset ratios	Why this is so important for you to know	Investing in property PowerPoint
Supply and demand for property	How it works, what is the current situation, what affects it and tips the balance in your favour	Investing in property PowerPoint
Valuing property and strategies to adopt	How to value your property effectively	Investing in property PowerPoint
Buying Property		
How to buy property	The steps to take, how to negotiate for you, where to look and what to look for	Buying property PowerPoint
Buying by auction, sale or private treaty	Which type is best for you and your strategy. The steps to take with each method	Buying property PowerPoint
Buy and hold versus buy and sell	Which one is for you, the pros and cons of both strategies	Buying property PowerPoint

Preparing for sale and negotiating with agents.	Learn from the experts about how and what to negotiate for when selling your property	Buying property PowerPoint
Finding YOUR property		
Developing your property profile	Understand your property type, what data to use and research	Research PowerPoint
State of the art research tools	How to use them to find the right property and background information	Websites, software tools and workbook
Property Law		
Contract law	An understanding of the legal framework	Property Law Power Point, Supplementary Notes
Understanding your legal rights and obligations	Know what you have to do and how you are protected	Property Law Power Point, Supplementary notes
Different forms of titles	What they are, what potential impact they have on your property investment decisions	Property Law Power Point, Supplementary notes
Contracts for sale of land	How to establish them. How to utilise them	Property Law Power Point, Supplementary notes
Gearing and Finance – 2 hours		
Understanding the different types of funding	Where money comes from, how to access it at the best rate for you	Gearing and Finance Power Point, Workshop examples
Applying for finance	What steps to take, what the banks look for. What are hidden from common view	Gearing and Finance Power Point
Negative and positive gearing	Practical examples of these look and what is need to establish/maintain them as strategies	Gearing and Finance Power Point
Fixed vs variable	Which one is better for you and why	Gearing and Finance Power Point
Questions to ask the lender	The step by step process you need to look after YOU	Gearing and Finance Power Point
Property Tax		
Ownership structures – individual, companies, trusts and superannuation	Which one is best for YOU. The benefits and pitfalls of the different types. Understand where you can protect yourself and your interest	Property Tax Power Point and Tax calculators.
Understanding depreciation	How it works, where it can be effective, the traps of using depreciation to fund a cash flow positive strategy	Property Tax Power Point and Tax calculators.
Capital gains tax, land tax and income tax	What they mean, their impact, how to manage your investment strategy with their impact	Property Tax Power Point and Tax calculators.
Maximising tax deductions	What is allowed and not allowed. The process to follow	Property Tax Power Point and Tax calculators.
Capital improvement vs. repair	The definition and how it applies to property investors	Property Tax Power Point and Tax calculators.
RESOURCES PROVIDED		
The Property School's own software tools		
Supplementary notes for Law, tax and goal setting		
Commonly used templates		

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