

**REAL ESTATE GYM**

BY TOM PANOS



# 7 of the Biggest Mistakes I made in Property

1. Trying to time the bottom
2. Paralysis by over analysis
3. Trying to do it myself
4. Reading the newspaper
5. Not buying more when I had cash
6. Lacking clarity in strategy
7. Not understanding finance



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Rules for  
Real Estate Success

1. Play the long game
2. Stop keeping score
3. Ignore the advice of friends & family
4. Don't try and buy at the bottom; buy when you can
5. Outsource

# 7 Qualities of The Best Property Professionals



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1. They don't just say it –  
they do it

## 2. Financial acumen





3. Empathetic and  
compassionate with  
no commission breath





## 4. Marriage guidance counsellors

A photograph of two men in business suits sitting at a desk. The man on the left is wearing glasses and a striped tie, looking at a laptop screen. The man on the right is smiling and pointing at the screen. The background is a bright window with a view of a city. A dark semi-transparent banner is overlaid at the bottom of the image.


5. Trusted relationship with agents to get pre-auction and off market deals



It takes 20 years to build a reputation and five minutes to ruin it. If you think about that, you'll do things differently.

— *Warren Buffett* —

## 6. Honest and ethical reputation

A person is editing video on a laptop. The laptop screen shows a video editing interface with a waveform and a video preview window. The desk is cluttered with various pieces of equipment, including a camera lens, a microphone, a coffee cup, and several memory cards (SanDisk, CFast, and CFast PRO). A circular overlay on the left side of the image contains the text "7. Dependable: their audio matches their video".

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