



## 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



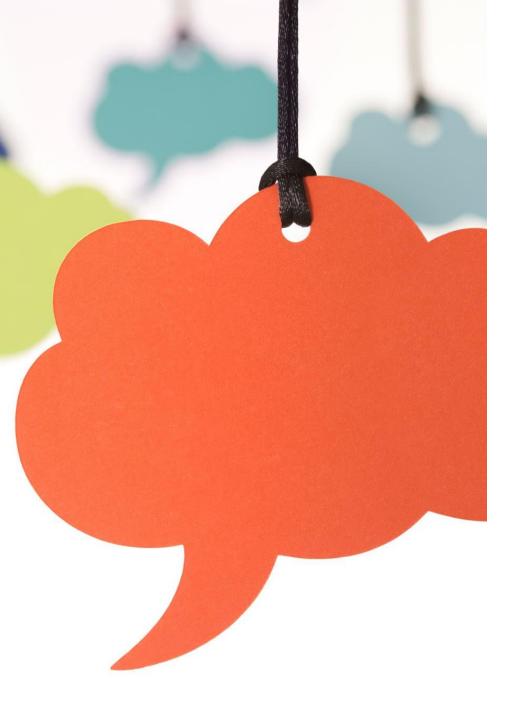
# Rules for Real Estate Success

- 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



## 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



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



7. Dependable: their audio matches their video