

# How To Make 10 Years Income In 9 Months

Nhan Nguyen

[www.AdvancedPropertyStrategies.com](http://www.AdvancedPropertyStrategies.com)



Welcome



# DISCLAIMER

The information and strategies contained in this presentation/publication are provided by the author and/or publishing company as generalizations which they have formulated. They are not offering the information and strategies as financial, accounting, legal, investment, and/or tax advice, and are not offering the advice as advice to be relied upon. Readers, viewers and purchasers must obtain specific financial, accounting, legal, investment, and/or tax advice from their professional advisor. Any testimonials included may not represent typical results. The results obtained by following the strategies will vary, according to the skill and experience of the user, and therefore are not guaranteed. Specific experiences and past performances do not guarantee future results.

This presentation/publication and its presenters do not offer any financial advice. Nor do they recommend that the information contained in this presentation/publication be construed in any such way. The producers and presenters/publishers insist that any financial action taken by, (or on behalf of) the purchaser or viewer of this material, is at the INDIVIDUALS OWN RISK and PROFESSIONAL, FINANCIAL AND LEGAL ADVICE should always be sought, when relating to matters of this nature.

# This **Webinar** Is For You If...

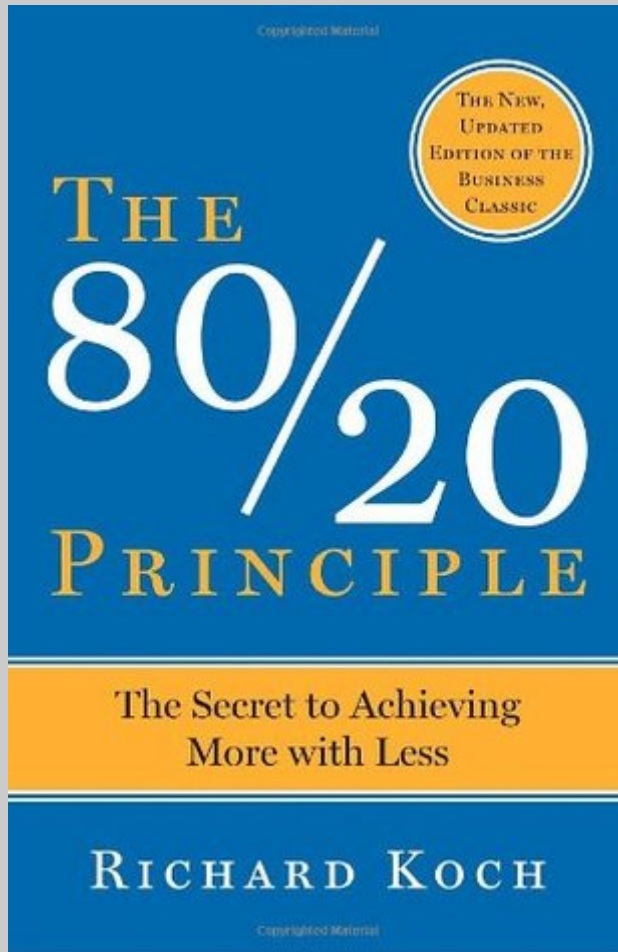
- **You're A Beginner** – and wanting to see what is possible if you put your mind to it
- **Competent Investor** – and want to look at ways of doing Property Development
- **Property Developer** – wanting to keep your self abreast of the Market Place and ideas



# 3 Types Of Deals...

1. **Average Deals** – Off The Shelf. Negative Geared and Negative Cashflow. If sold now would lose money, paid Retail.
2. **Good Deals**. Active Investor. 5-10% Equity Created by Buying at Slight Discount. Using Personal Funding
3. **Cracker Deals**. Created by Vision. Quick turnaround. 20%-100%+ returns. Using Most or all OPM. No Manual Labour.

# Who has heard of the 80/20 Rule?



80 % of Results  
Flow from just  
20% of causes

# Who Is Nhan Nguyen?



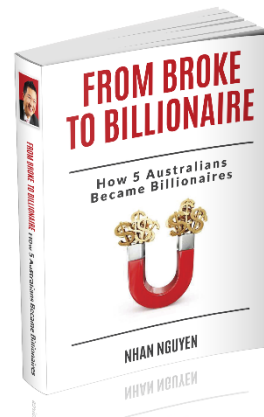
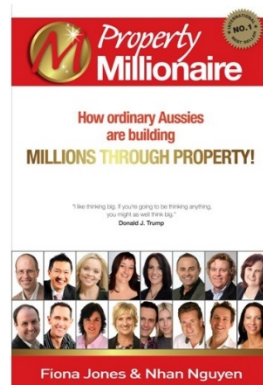
- Husband, Father of 2 girls, Keen Fisherman, Cyclist, Runner, in Brisbane Qld
- Serial Entrepreneur – tried many things...
- Quit Full Time Work Dec 2003 aged 23 ¾ To Do Property Full Time
- Bought \$2M worth of Property Using No Money Down at age 24
- Today I am a National Speaker, Best-Selling Author and Property Investor and Developer

## THE PROPERTY INVESTING FORMULA



Nhan Nguyen

Jennie Brown



# A Real Deal In The Current Market



What Was The Deal?

# 7000sqm 15km South of Brisbane



How Did I Find It?





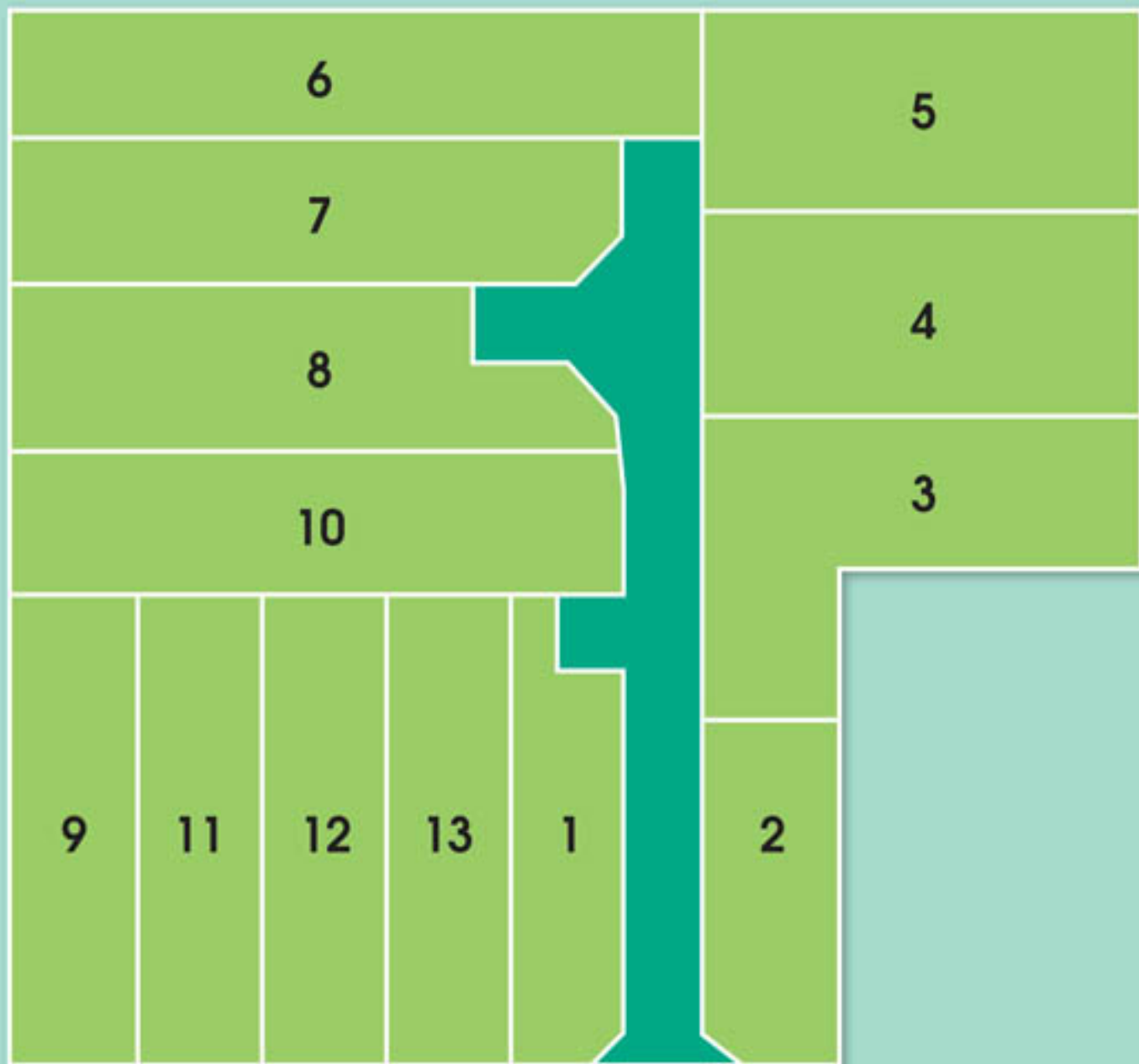
How Did I Secure It?

Why Did I Want  
A Longer Settlement?

How Was I Able To  
Get Long Settlement?

## Longer Settlements Reduces Risks:

- Less Holding Costs
- Allows Development Application to be Lodged & Approved – More Certainty
- Less Capital Outlay Upfront
- More Time To Raise Capital
- More Time To Get Finance Approved
- More Time To Get Presales & Quotes
- More Time = Less Pressure & Less Stress





How Did I Know I  
Could Develop It Into 13 Lots?

RP91457

24  
RP29823

Easement 1.5m wide

5  
600m<sup>2</sup>

4  
604m<sup>2</sup>  
600m<sup>2</sup> nett  
of Emt

6  
600m<sup>2</sup>

7  
600m<sup>2</sup>

8  
600m<sup>2</sup>

3  
600m<sup>2</sup>

1  
RP94820

2  
RP133776

Easement 6.5m wide

10  
600m<sup>2</sup>

1  
824m<sup>2</sup>  
323m<sup>2</sup> nett  
of Emt

2  
453m<sup>2</sup>  
325m<sup>2</sup> nett  
of Emt

2  
RP93075

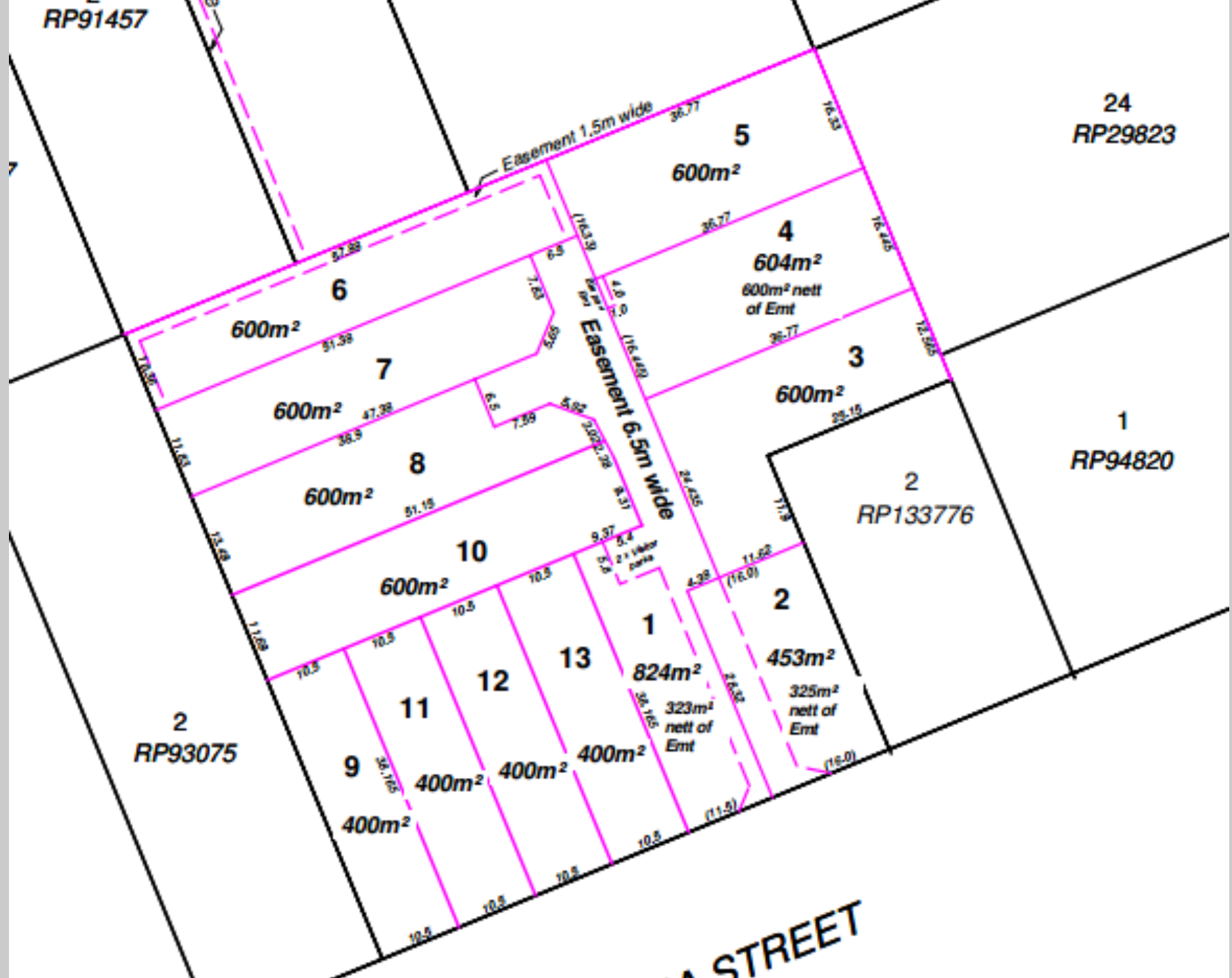
9  
400m<sup>2</sup>

11  
400m<sup>2</sup>

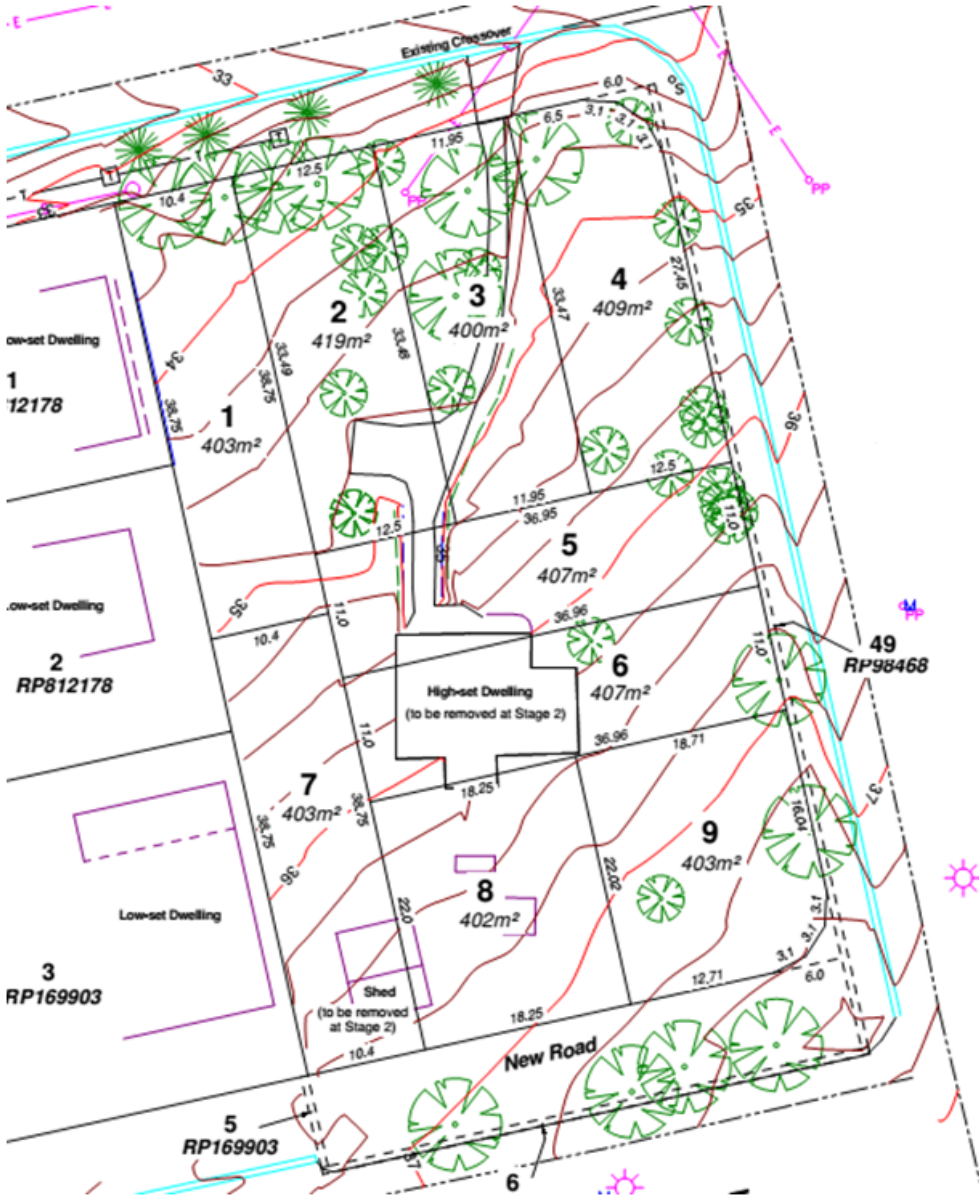
12  
400m<sup>2</sup>

13  
400m<sup>2</sup>

STREET



# My Previous Project Across The Road











Why Did I Stage  
The Development?



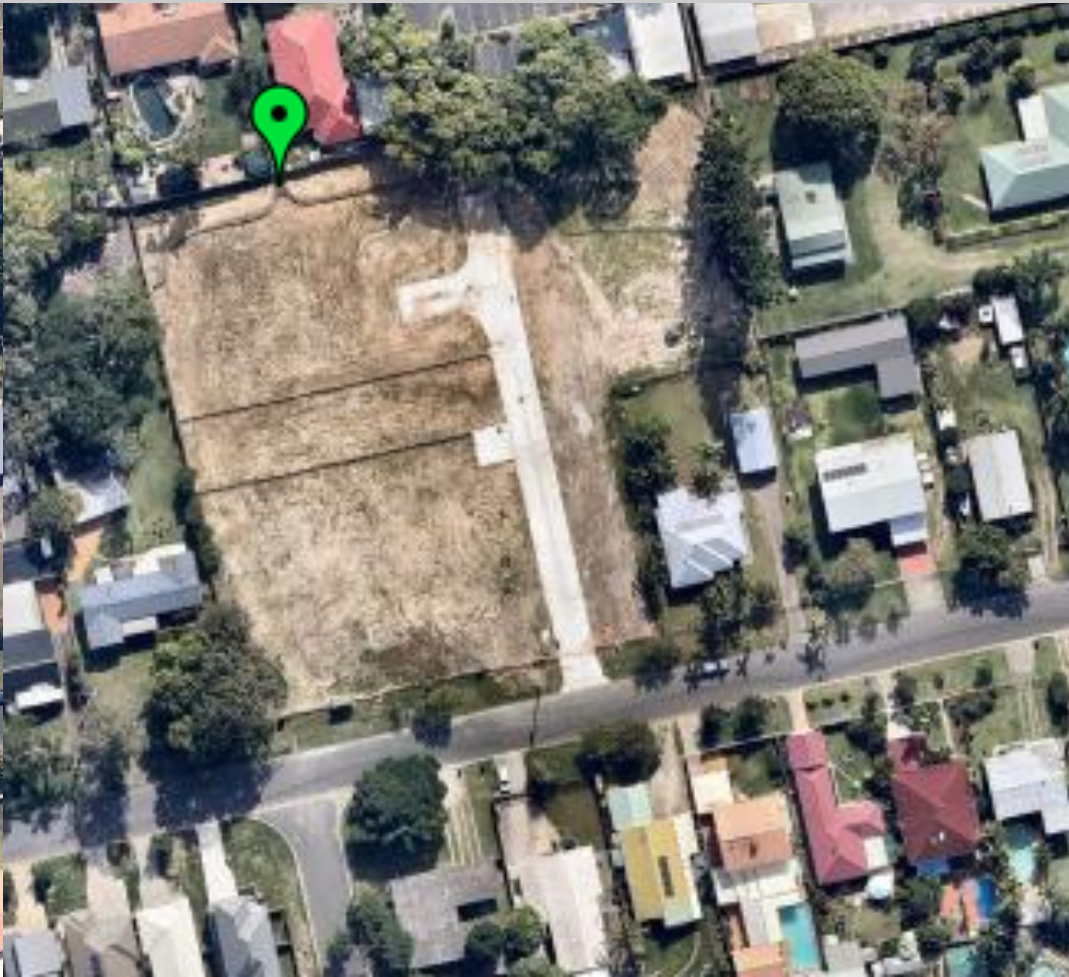




# Not Smooth Sailing...

- Rain – Trashed the Neighbours Pool
- More Rain – Pool Trashed Again
- Cheap Demolition Guys – OHS
- Site Shut Down 3 Times = Stop Work
- Council Fine – Mud on Road Post Rain
- Pipes Left on Footpath – Car Accident
- Delays Due To Rain = \$\$\$
- \$50k in Extras (lucky allowed for \$100k)













# Welcome to your Dream Lifestyle!

## 13 Boutique Residential Lots Ready For Your Dream Home



Enquire Now  
Before All Lots  
Are Sold!!!

Klaus Ferck 0409 496 066  
Mohamed Moghaddam 0415 177 747



**Sell As Vacant Land  
Or Build?**

# Summary of Figures

- Purchase Price \$1,250,000
- Costs (Construction, Stamp Duty, Legals, Contributions, Holding Costs GST, Commissions, land tax etc.) \$1,250,000
- Total Costings ~\$2,500,000  
(note cash outlay only ~\$2,300,000)
- Total Sales 13 Lots \$3,404,200
- Profit before Tax ~\$870,000

Yield ~38%

# Your Team Is Critical To Your Success

- Town Planner
- Civil Engineer
- Builders
- Real Estate Agents
- Mentors
- Finance Broker
- Valuer
- Accountant
- Solicitor

# To Be Wealthy You Need To

1. Have A Plan
2. Be An Area Expert
3. Have At Great Team
4. Be An Ongoing Student
5. Do Things With Leverage
6. Take Action!!!





# What are the Options to be Mentored by Nhan Nguyen?





The background of the entire image is a dense field of 3D-rendered gold dollar signs (\$). The signs are scattered across the frame, some overlapping, and are lit from the top, creating highlights and shadows that give them a metallic, three-dimensional appearance. The overall color palette is warm, dominated by the golden yellow of the currency symbols.

Mentoring With Nhan Nguyen

Diamond VIP = Direct Access

Gold Program = Group Mentoring

By Application Only

So Firstly Let's Hear

What Other People Say...

# Full Time Carer Locks In ~\$500k Using No Money Down

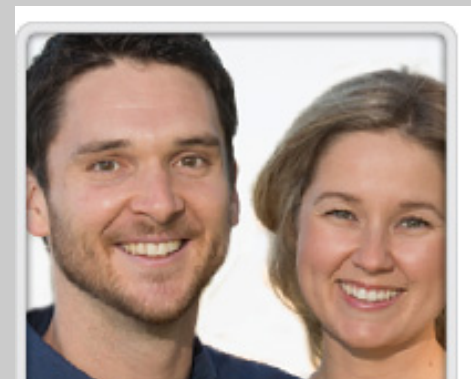
“I did Nhan's program nearly 18 months ago now, and this was my first project since doing the course. Our projected profit was \$360,000, and we've come out with a profit of just shy of \$500 000. So I am very, very happy with the outcome of this first project. ”



“We just recently finished Nhan's mentoring program, and we picked a property up for \$250 000, we spent about \$70 000 on renovations and sold it for about \$450k.

Our profit is about \$100k. We're very grateful for doing Nhan's mentoring program. Without doing it, we don't think we would've had the confidence to have taken on this project while doing a couple of other subdivisions at the same time. It's really given us confidence in the market, and yeah we're really grateful and recommend it. Doing the mentoring program together has made this venture so much easier. Confidence in each other, and let us work together really well.

Leon & Kat – Sunshine Coast







What is included in the  
Diamond VIP Program?



How Do I Qualify for the  
Diamond VIP Program?





Only 5 New Participants  
Intermediate to Advanced  
Investors or Developers



Minimum \$200,000 Equity or  
Cash to Play with



The background of the slide is a dense field of 3D gold dollar signs (\$). The signs are rendered with a metallic, reflective texture and are scattered across the entire frame, creating a sense of wealth and finance. A semi-transparent grey rectangular box is centered over the middle of the image, containing white text.

Have Done At Least \$1.5M in  
Property Deals in Last 10 years

Could be Buy & Hold or Buy &  
Sell



Willing to Commit Min.  
8 Hours Per Week  
To Property Deals





What is included in the  
Diamond VIP Program?

Direct Email Access

Direct Phone Access



# Monthly Accountability Meetings

1 Hour Per Month  
X 12 Months

Skype or Face To Face

# Property Sourcing Trips

Twice A Year

Look For Real Deals Live

Meet Best Agents

Look At Other Mentoring Grads Deals

Meet Other Successful Investors/Developers

# Mastermind Sessions

Twice A Year

Spend Time With Like-Minded Individuals  
Share Ideas/Solve Problems  
Build Relationships For Life  
Share Contacts and Opportunities





Total Value So Far  
Over \$72,567

The background of the image is a dense field of 3D gold dollar signs (\$). The signs are rendered with a metallic, reflective texture and are scattered across the frame, creating a sense of abundance and wealth. A semi-transparent grey rectangular box is centered over the image, containing white text.

# Bonus Gold Mentoring Program

Valued At Over \$26,567

Gold Programs Suit

**Novice To Advanced**

Investors

All It Takes Is An Open Mind &

A Willingness To Learn





3 Month Program

Which Involves 3 Saturdays

Over ~ 3 months

Plus Weekly Accountability calls

✓ Call Options

✓ Put & Call Options

✓ Property Development

✓ Capital Raising



**NO ONE ELSE IN**

**AUSTRALIA**

**TEACHES WHAT I TEACH**

## Report Summary ?


<b>Criteria:</b>	NORMAN PARK, 4170
<b>Purchase Date:</b>	Any
<b>Purchase Price:</b>	Any
<b>Land Size:</b>	
<b>Prop. Type:</b>	Land Use restricted
<b>Results Found</b>	262

## Current Search Location

Suburb Name: 

GO

[Refine Search](#)

 **Tip:** Alias addresses (marked with \*) have been found matching your search criteria

**Results View:**  ▼ Please select from dropdown list to change results view

Tick the records you wish to Include, then click [Update Selected Results](#) | [Include All](#) | [Exclude All](#) | [Toggle All](#) | [Update Selected](#)

Street 

Locality Current Owner

Owner Address

	Street	Locality	Current Owner	Owner Address
<input checked="" type="checkbox"/>	17 ADINA ST	NORMAN PARK	JONATHAN GERARD & KERRY LEANNE DEARNESS	17 ADINA ST, NORMAN PARK QLD 4170
<input checked="" type="checkbox"/>	21 ADINA ST (19 ADINA ST) *	NORMAN PARK	JONATHAN GERARD & KERRY LEANNE DEARNESS	17 ADINA ST, NORMAN PARK QLD 4170
<input checked="" type="checkbox"/>	42 AGNEW ST	NORMAN PARK	DAVID FRANCIS MILLER & BRONWYN GAYE ROGERS	42 AGNEW ST, NORMAN PARK, QLD 4170
<input checked="" type="checkbox"/>	48 AGNEW ST (46 AGNEW ST) *	NORMAN PARK	PETER JAMES FULLER & JOANNE MARIE STUBBINGS	48 AGNEW ST, NORMAN PARK QLD 4170
<input checked="" type="checkbox"/>	55 AGNEW ST (53 AGNEW ST) *	NORMAN PARK	CHRISTOPHER WAYNE ANDERSON	55 AGNEW ST, NORMAN PARK QLD 4170
<input checked="" type="checkbox"/>	60 AGNEW ST (58 AGNEW ST) *	NORMAN PARK	SU-LIN LEONG & TU QUOC NGUYEN	60 AGNEW ST, NORMAN PARK QLD 4170
<input checked="" type="checkbox"/>	64 AGNEW ST (62 AGNEW ST) *	NORMAN PARK	ROSLYN MARY TAYLOR	64 AGNEW ST, NORMAN PARK QLD 4170

# Learn How To Do Feasibilities





# Direct Access To My Best Property Contacts



- This is a team sport and to win you need to have a great team
- As you grow so will your team
- It has taken many years of research and networking
- Many years of heartache and using the wrong team
- Cost me thousands of dollars and hundreds of hours
- Valued at over \$3,000
  
- Why would I share my team of experts with you?
  
- So you don't go through the heartache and mistakes that I've made
- Save you hundreds of thousands of dollars in holding costs, stress and fees
- Accelerate your results and confidence

1 Day Hands On Workshop

Entrepreneurs Property Workday

For You and 2 Friends

Valued At Over \$995 Each



# Bonus 12 Months Support Monthly Conference Calls



# Options Pack Valued At Over \$9000



JONES  
& COMPANY  
SOLICITORS

## **IMPORTANT DOCUMENTS**



**NHAN'S TOP SECRET  
OPTIONS PACK**



Try things the easy way...

- Find free property estimates the easy way with pricefinder, now available exclusively to pricefinder.com.au

**Sign up for Free**

Try it today, sign up in 60 seconds!



Now available on iPhone!

Available on the iPhone App Store

Preview iPhone Features

## Recent tweets

IS Thehomepage.com.au AUSTRALIA'S FASTEST GROWING REAL ESTATE WEBSITE?  
<http://ow.ly/4Yh93>  
 6 days ago

Check out the latest updates to PriceFinder PRO - Now Live!! <http://ow.ly/4Tv9z>  
 13 days ago



Join the conversation

## What our members say

We at Elders Real Estate, Toowoomba are extremely happy with the service provided by PriceFinder..

We find your site user friendly, informative, and up to date. Keep up the great work!

View more case studies

## MEMBER LOGIN

aps1000

.....



Username

Password

## SIGN UP FOR FREE

Given Name

Surname

email@address.com

GO

Check out Real Deals Being Done In the Current Market, Join Us For This Year's



# BRISBANE PROPERTY Adventure

Nhan Nguyen and Matt Jones, together with Mother's Milk Bank will  
Show You How To Create Property Profits in Any Market



## Brisbane Property Adventure X 2 Tickets

Spend a Day Looking At  
Real Deals & Real Developments  
(Valued At Over \$990 Each)

# November 2015







**PROTECT YOURSELF FROM**  
THIEVES, VILLAINS, LITIGATION, THE ATO AND MORE...

**EXTREME ASSET PROTECTION EVENT**

JANUARY 2015



**Advanced  
Property  
Strategies**

**Live Recording Of 1 Day Event**

**Covering Companies, Trusts, GST,  
Margin Scheme and Much Much More**

**Valued at \$297**



Diamond VIP Program  
Total Value Over \$96,987

Gold Program  
Total Value Over \$28,567

# Upcoming Dates – Brisbane

## March 2016 Program

March 19<sup>th</sup>

April 30<sup>th</sup>

May 28<sup>th</sup>

## August 2016 Program

August 27<sup>th</sup>

September 24<sup>th</sup>

October 29<sup>th</sup>





Only 5 Participants  
By Application Only

**Your Investment**  
**Diamond VIP Program**  
Total Value Over \$96,987

Today's Price Only  
\$29,000

\$5000 down + \$2000pm x 12 Months

**OR**

\$24,900

\$5000 down + \$19,900 in 30 Days

# Your Investment

## Gold Program

Total Value Over \$26,567

RRP \$10,000

Today's Price Only - Payment Plan

\$495 per month x 16 months (\$7920)

OR

1 x Upfront Payment

\$5997 in Single Payment

Bring A Partner for Half Price

\$8997 for Couple

# Diamond VIP Program Inclusions

- ✓ 1on1 Private Training with Nhan
  - ✓ 1 hour per month
- ✓ Direct Phone Access
- ✓ Direct Email Access
- ✓ 2 x Property Sourcing Trips
- ✓ 2 x Mastermind Sessions
- ✓ Dinner With Millionaires
- ✓ Pricfinder 12 months Subscription
- ✓ Bonus Gold Program



# Gold Program Inclusions

- ✓ Nhan's List of Best Property Contacts
- ✓ 3 Condensed Training Days over 3 months
- ✓ Weekly Accountability Calls over 3 Months
- ✓ Options Pack – Call Option, Put & Call Options, JV Agreement Templates
- ✓ Feasibility Templates
- ✓ 12 Months Support – Monthly Group Calls
- ✓ Entrepreneur's Property Workday
- ✓ Bring 2 Friends For Free To EPW

**Your Investment**  
**Diamond VIP Program**  
Total Value Over \$96,987

Today's Price Only  
\$29,000

\$5000 down + \$2000pm x 12 Months

**OR**

\$24,900

\$5000 down + \$19,900 in 30 Days

# Your Investment

## Gold Program

Total Value Over \$26,567

RRP \$10,000

Today's Price Only - Payment Plan

\$495 per month x 16 months (\$7920)

OR

1 x Upfront Payment

\$5997 in Single Payment

Bring A Partner for Half Price

\$8997 for Couple

For Today Only...

Don't Call Me Tomorrow...

Limited Places Left



# The Next Step?

By Application Only

\$500 Fully Refundable Deposit

Diamond VIP Program

[advancedpropertystrategies.com/vip](http://advancedpropertystrategies.com/vip)

Gold Program

[advancedpropertystrategies.com/gold](http://advancedpropertystrategies.com/gold)

# The Next Step?

By Application Only

\$500 Fully Refundable Deposit

Diamond VIP Program

[advancedpropertystrategies.com/vip](http://advancedpropertystrategies.com/vip)

Gold Program

[advancedpropertystrategies.com/gold](http://advancedpropertystrategies.com/gold)



Next Step: To Make A Time To  
Chat with Nhan -- Email us:  
[info@advancedpropertystrategies  
.com](mailto:info@advancedpropertystrategies.com)