



# GREAT PROPERTY TIPS.

*Courtesy of the late, great Steven Covey.*

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## WHY SHOULD YOU HEED THIS ADVICE? EASY. YOU WILL BE MORE SUCCESSFUL.

Difficult to do when you cannot see the wood for the trees, when you are not quite sure of what is possible in property and what you are capable of.

### SO DO 2 THINGS:

#### STEP 1:

Figure out what you are interested in achieving, and most importantly, why you want to achieve it. If your goal is to have 10 houses, ask yourself why? If the reason is to have security and 'passive income' then that is your reason, not the 10 houses.

#### STEP 2:

Now figure out what is the easiest, most proven route to reaching that why. One way of doing that is by not reinventing the wheel – who in the property community has already done what you want to achieve? Whose values 'chime' with you – who do you have a good gut feel about, and whose work would you like to emulate?

Once you have the path mapped out, and know who has already trodden that path, go and work with them – spend time with them, if they offer training, consider a day spent learning with them or a mentorship. You may even end up doing some deals with them.

## YOU DON'T NEED TO DO THIS ON YOUR OWN...

*"Your Attitude will affect your later Altitude in the property business"*

## WHY IS THIS CRITICAL TO YOU?

Attitude precedes attainment in sport, business and life.

You can gain the resources needed to be successful in property: Time, Money and Skills, by working with other people.

What is vital and completely personal to you is the attitude you bring to the table.

It is important to have the right mindset when sourcing deals. If you know that it is possible and even normal to source BMV deals, before you have sourced a deal, this will help your deal sourcing success rate.

One way of supporting a positive attitude is to be around like-minded people.

Attend property networking events, work with some of your peers in a semi-formal manner, meeting up to support each other and review progress.

I find working with a mentor to be invaluable to my personal attitude, and I also enjoy working with others on their property journey, supporting their goals.

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