

Lesson 4 - Property Investment made Simple

# "How To Let Your Property & Build A Portfolio in Record Time"



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## How To Get The Best Results From This Lesson

To really get the best out of this lesson it is important that you print it out and keep the entire lesson together in a file for future reference. I have left plenty of space for you to make notes. **Remember that the information I am going to give you literally cost me thousands to learn.**

If you have any questions please don't hesitate to contact me directly at

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Dear Fellow Property Investor,

May I take this opportunity to thank you for subscribing to my 7 Day course

## **Property Investment Made Simple**

Once you have read the course thoroughly you will have the knowledge of a professional property investor, and have the ability to forge your own successful investment deals.

There's a simple reason for writing these lessons which I'll tell you about later.

I started investing in property less than 5 years ago. I've made hundreds of mistakes which have cost me dearly, but luckily I have learned from those mistakes.

When I set out I had no one to advise me, or to discuss investment ideas. I learnt the hard way, but my goal was to own £1m worth of property in 5 years. Over the past 29 months I have blown that initial goal out of the water, building up a property portfolio worth over £5.5m (with over £1.5m worth of equity) from scratch. I'm not telling you this to boast, but to convince you that anyone with determination and ambition can build their own successful portfolio with minimum risk.

Through my own property investments and helping countless BuyProperty4less members to buy successfully, I have built up a wealth of knowledge on the subject of the investment property market. People who know me in the property game often come to me for help and advice, or sometimes just a second opinion about a particular deal.

### **Property Investing Is Simple**

**"Buy the right property for the right price  
in the right area"**

"If it's that simple, why isn't everyone doing it?" I hear you cry.

The reason why people don't do it is simple- they do not have the depth of knowledge about the industry with which to make an informed decision.

That is why I have decided to spill the beans and uncover some of the myths of property investing. I don't like the cliquy arrogance of the industry which has always made it difficult for the average guy/girl to get ahead.

In these lessons I'm going to teach you some of the fundamentals which other companies only discuss on their expensive courses. (I'm not knocking courses by the way, I think they're great - I happen to be a bit of a course junkie myself!)

**All I ask is that you sit down and read this information thoroughly - it has the power to transform your life.**

Since I started building my portfolio I have had many friends, family and business acquaintances ask me to find suitable properties as investments for them.

Although at first I was a little reluctant to do this, after much arm twisting I started doing deals for other people.

Most of my clients, many of whom have now built substantial portfolios, wanted someone they trusted to do the dirty work in finding them investment opportunities.

**It still amazes me today that many, if not most, of the 'so-called' investment property clubs and seminars that have sprung up in recent years don't actually invest in their own deals, or don't invest in property full stop!**

I have made many mistakes in property in the past, and help my clients not do the same. Most people want deals that have been exhaustively tested, with genuine discounts.

Now I get all my deals independently valued by a RICS surveyor just to make sure.

Many property clubs don't cater for individuals. I have found that people don't want to be spoon-fed a lot of irrelevant facts that don't actually get them any nearer to making a positive investment decision.

Property Investing is simple - if you knock on enough doors you will get results. The problem is that most of my clients don't have the time or inclination to do the deals for themselves. **That's where I step in.**

I love doing the deals, getting discounts and making the whole thing come together.

**I pass on 100% of the discounts** I negotiate and charge a nominal fee, which is all made plainly apparent to my clients.

I put them in touch with my brokers, (whom I'm certain can get better deals than most other brokers - I know I must have tried 20-30 brokers over the years).

These guys are good. I have known them turn round a mortgage offer in 48 hours. You need people like this working for you and helping you build your portfolio.

They often have exclusive rates and deals which other brokers cannot obtain.

Then my clients use my legal team - this firm carries a lot of weight, and has some of the top partners in the UK working on our deals.

**To give you an example of what I have done for a client recently:-**

Property	Purchase Price (£)	Discount (%)	Equity Gain (£)
Didsbury	185,000	17%	31,450
Advent	182,000	20%	36,400
Leftbank	195,000	16%	31,200
Total	562,000		99,050

This is not anything out of the ordinary. **After just 3 purchases he's got a portfolio of £562,000 and with nearly £100,000 in equity. This was all done in less than 3 months.**

I literally have a queue of people who want me to do deals like this day-in-day-out. Where else can you make these gains? Lottery winners excepted of course!

I am becoming increasingly selective about the clients I take on as we have to work together, and we both need to know what's fully expected and what's realistic for both parties.

**Top Tip: When letting your flat, (especially when you are competing with several other landlords), be realistic on the rent you will achieve at first. I always recommend that by dropping the rent by say £50pm will get your flat let quicker AND will avoid voids.**

By trial and error I have built up probably the best team of letting agents in the country. At first I experienced long voids in my rental properties, but now they're a thing of the past. I have another Top Tip in tomorrow's lesson.

In Lesson 5 I'll explain

- **How to work out the finance - will the deal work?**
- When to sell your property
- **What type of property to buy**
- How to find the latest "Hot-Spot"

Get ready to receive my next lesson tomorrow.

Happy Investing



As I'm sure you'll agree the main thing you need to make money from investing in property are the right contacts.

**I can bet you that the contacts I've built up over the last 5 years are some of the best in the business.**

When I started investing I knew no one and learnt the hard way, making many mistakes along the way. I have built up a small select clientele who know that to get ahead and save thousands in the process they need to have someone who has experienced it all and can handpick the prime property investment deals there are out there.

My "Dream-Team" of advisors includes

- One of the UK's leading Mortgage Brokers
- One of the UK's "Top Ten" tax advisors
- The North-West's leading law practice
- The No.1 furniture provider for BTL property

- Some of the most successful letting agents

I'd like you to answer this question:

**If I could do 2 deals per year like the one I mentioned in Lesson 1 - How big a portfolio could I have in say 5 years and what would it be worth?**

What figure do you get?

What difference would it make to my lifestyle?

As I mentioned earlier in this lesson I want to work with a few select clients who want to get ahead in the property business.

I do all the hard work finding you property and doing the deals. You reap the rewards.

I'll personally introduce you to my dream team of advisors who I hand-picked, purely because they are the best in the business.

You'll receive each property deal exclusively via email BEFORE it hits my website. You can choose the best plots before they're snapped up by other investors.

To find out more about my platinum and platinum mentor services please click the following link below

<http://www.buyproperty4less.com/platinum-membership/>

Yours in Property

Signature

**K Damian Qualter BA MBA**