

# Why You Need A Plan w/ Peter Kinch – PK Mortgage Team Presented November 2010 Exclusively to the Members of REIN™

**Peter Kinch**  
MORTGAGE TEAM  
Our goal is to help you achieve yours

Peter Kinch  
presents

November 2010

## WHY YOU NEED A PLAN

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***"Never doubt that a small group of thoughtful committed citizens can change the world; indeed, it is the only thing that ever has."***

- Margaret Meade

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### Create your Future on Purpose!

Investment  
Job      \$      Cash-flow  
\$      Lifestyle      \$

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### Start with the End Result in Mind!

Investment  
Job      \$      Cash-flow  
Lifestyle      \$

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### Where do you see yourself in 2015?

What are the ages of your children today?

What are the ages of your children in 2015?

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### Where do you see yourself in 2015?

*Suppose you had a stable job, a family, and the ability to make the most of the opportunities available...*

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## Where do you see yourself in 2015?

Stagnation. Real estate has stabilized  
in the past few years, but the  
way to success has not  
changed. The only thing  
that's changed is...  
the technology available...

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## Where do you see yourself in 2015?

The biggest thing that's  
changed since 2010 is...

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## GAP ANALYSIS

By 2015, all other things being equal...

\$ 10,000 achieve your personal goals

\$ 5,000 job/non Real Estate Business

\$ 1,000 non Real Estate Investments

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## GAP ANALYSIS

What is the GAP?

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## GAP ANALYSIS

eg:

\$ 10,000 achieve your personal goals

\$ 5,000 + job/non Real Estate Business = 16,000

\$ 1,000 non Real Estate Investments

**GAP = \$4,000**

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## GAP ANALYSIS

**Use Real Estate Investments to  
FILL YOUR GAP!**

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## GAP ANALYSIS

Real Estate Investments produce 1 of 2 things...

**\*It is IMPORTANT to know the CAUSE and EFFECT of each Real Estate investment decision you make.**


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## GAP ANALYSIS

### Play it out like a Chess Game

1. Don't make a move unless you know what the next move is going to be.
2. Plan out your next 3 moves in advance.
3. Always analyze your worst case scenario.

What if.....?



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## Thank you for attending

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