

November 2009 REIN Workshop Supplemental

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Exclusive For Members of
The Real Estate Investment Network

Living Life Full On...

“

“The goal is to have sufficient assets
to liberate yourself to work...”

You save not to have freedom from
work, but freedom to do the work
you want.”

-Marc Freedman, Civic
Ventures

”

Top 10 Habits of the Overachieving Real Estate Investor

Top Success Habits

#1 Slow Down

- Work at own pace
- Not a race
- Compare yourself to
your own Personal
Belize, not others
achievements

~~Pedestal~~

Work your own plan and
don't compare yourself to
other Investors

#2 Buy at Market...

- ... Sell at market
- Property Goldmine
scorecard - invest in towns
with a future... not a past
- Squeezing Deals Lead To
Missed Deals

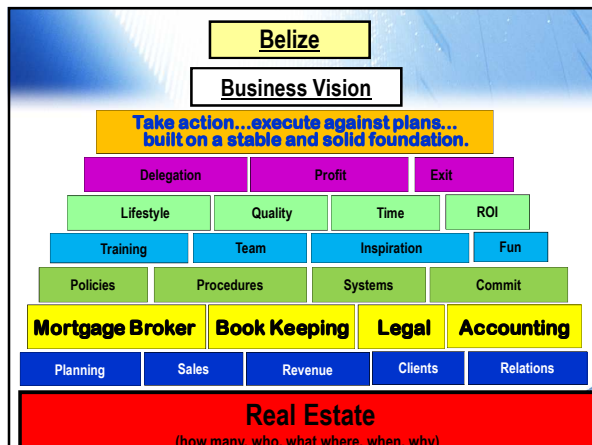
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#3 Treat People with Respect

- Not Just Altruistic
- Better you treat, the better they treat you.
- Your reputation is key!

#4 Real Estate Like A Business!

- Focus on Cash Flow
 - Increasing Revenue
 - Decreasing Expenses
 - Managing Risk
 - Preparing In Advance



Official Definition of Planning

- Clearly defining Desired outcomes, developing strategies, outlining tasks and schedules to achieve them
- The Process of designing what you'll do in the event of something happening

#5 Have An Agenda

- For Your Real Estate
- For Your Life
- For Your Fun
- For Your Business
- For Tonight

#6 Celebrate

- Learn to Cherish life and celebrate all victories
- Rewards for accepted offers...
- Enjoy the journey- don't wait till the end

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#7 Walk Away From a Deal

- Learn to say NO - destroys Time Vampires
- Decisions based on Fundamentals not... Emotions
- Turning a deal into a competition destroys performance

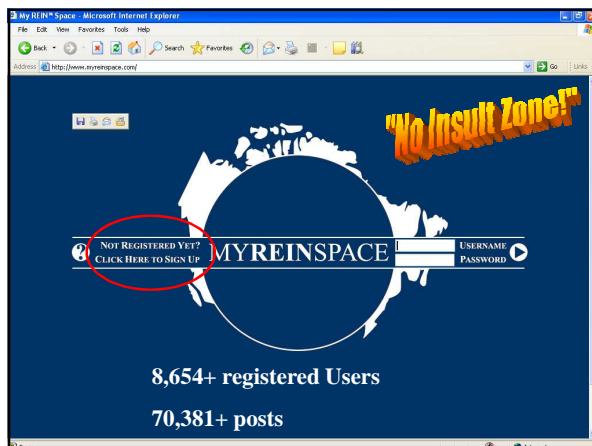
#8 Leave Something on the Table for Someone Else

- Especially when selling
- Helping someone else achieve their goals
- If aim for the peak... may miss.

#9 You Choose

- Protect Your Confidence!
- Partner With Complimentary Skill – Not Similar
- Never Bring Scarcity Mentality

No More Get Rich Quick Seminar Grads



Sad Reality of Today... Confidence Stealers



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#10 Stick With Your System

- Always follow your proven system – Boom or Not!
- Ignoring will create chaos
- Stick with it... even if boring

#1 Lesson This Recession Taught You?

**Always Stick
With A
Proven
System That
Forces You To
Think!**

The New 2009 Purchase Clause

From Barry's
Friday Presentation

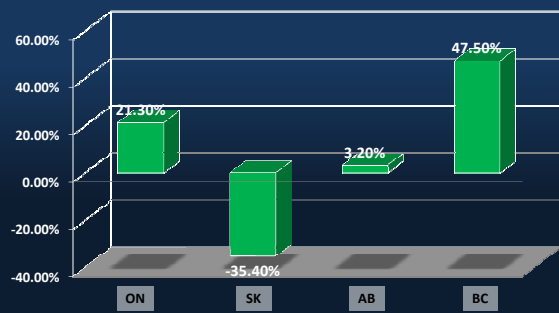
The \$30,000 Clause

***"Does this property now
have, or has it ever had,
any latent defects?"***

Excuses vs Action

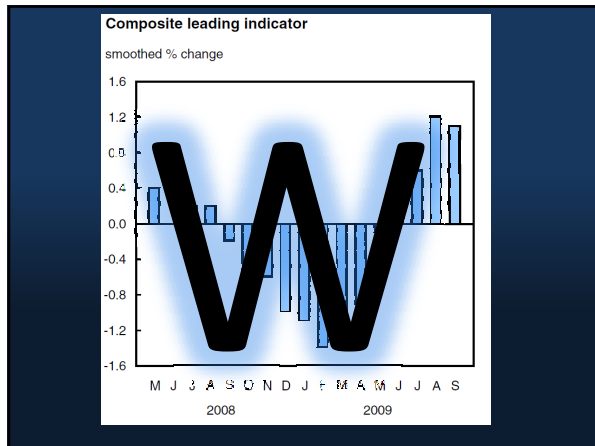
at the end of the day, if you
make \$30,000 and it costs you
\$1500 in legal fees, you're still
VERY OK
but people like excuses rather
than action

Change in Building Permit Value(%) July 2009 – August 2009



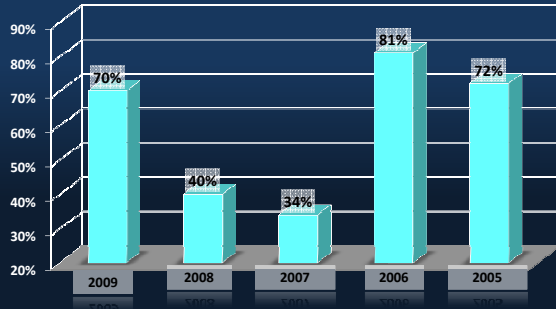
Source: Statistics Canada, October 6, 2009

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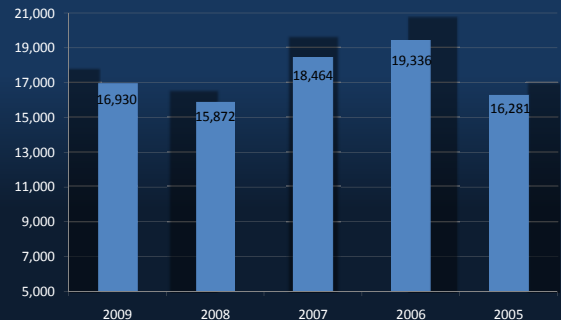
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Edmonton Historic Sales to Listing Ratio October Comparison

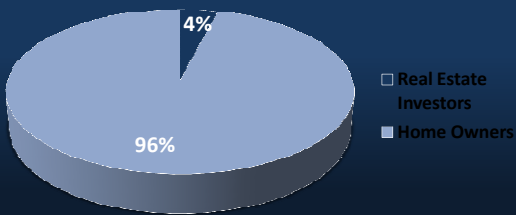


Source: Edmonton Real Estate Board Nov 2009

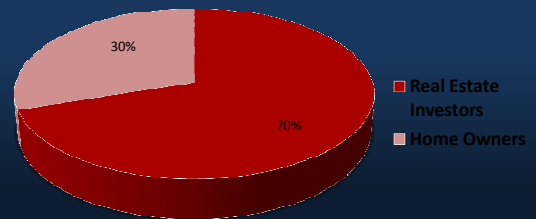
Edmonton YTD Sales Comparison October



Canadian Mortgage Market



Fraud, Foreclosure & Defaults Experienced by Banks



- Send Your Properties In
- Celebrate Along the way!

[illegible]

“Life is the sum results of all the choices you make, both consciously and unconsciously. If you can control the process of choosing, you control all aspects of your life. You find the freedom that comes from being in charge of yourself.”

Robert F. Bennett