

# 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  
with a good benefit package  
wanted the best options  
the market had to offer...  
available...*

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## Where do you see yourself in 2015?

Stagnation. Real estate has stabilized  
Investment opportunities are  
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

\$ 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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