BUY PROPERTY WITH NONE OF YOUR OWN MONEY

THE ESSENTIAL HOW TO GUIDE

Start buying houses with none of your money...

The beauty of today's property investment market is that there's no shortage of incredibly juicy property deals. If you look close enough, you can find those hidden gems and enjoy strong cash-flow and large profits. You just need to move quickly and close the property deals fast.

If you can do this, there is a small fortune calling your name. And you can win the best property deals, hands down.

But for ordinary investors who may not have bought a property before or don't have standard 25% deposit, qualifying for a buy to let mortgage is hard. You see we surveyed our database and the biggest challenges the majority of investors were facing was bank financing.

No matter what kind of property deals you're going after, having your ducks in a row BEFORE you find the right deal will ensure you GET THE DEAL!

So what were ordinary investors supposed to do? Give up before they even started?

'Well the banks are much tighter than ever these days, investors loans are harder to obtain and all the money is dried up, so we'll just let the best deals go to other investors'.

Of course not!

The next clear choice for savvy property buyers like you is to learn how to buy property with none of your money. There are several detailed and complicated ways that you can do this such as using Lease Options and Instalment Contracts.

The easiest way to start buying houses with none of your money is by partnering with cash-rich investors. This report will show you the fastest and easiest way to do this as well as the exact steps that you need to take to start doing this right now.

"The easiest way to start buying houses with none of your money is by partnering with cash-rich investors. This report will show you the fastest and easiest way to do this..."

How You Can Pay Back Your Investor AND Still Keep The House...

So, putting banks and "traditional finance" aside for a moment, would you like to know how you can make every property deal a no money left in [NMLI] or even a no money down [NMD] deal, with good discounts?

The Buy Refurb Remortgage Blueprint, is a low risk, time proven strategy that allows you to force the appreciation of the property through refurbishment, and 'cycle' one deposit 'pot,' getting all of your own money [or JV partner's money] out upon remortgage, making it a NMLI deal [No Money Left In].

Then you simply start again, rolling and recycling deposits from property to property without needing any extra cash.

You'll need to find a property that's run down and needs work, with available 'uplift spread' on the street, and the bigger the discount, the more the profit.

Professional, sophisticated investors have been doing this for years, and have built £multi-million portfolios on one single deposit [that they probably borrowed from a JV partner or took out of their own house as equity], therefore building a no money down [NMD] cashflowing portfolio.

Step One

You must get a discount that equates the Loan to Value [LTV], to be able to recycle your deposit back out upon a remortgage. You will be buying the property with your initial mortgage at 75% of the purchase price.

So your first mortgage is 75% of the purchase price, say £70,000.Your remortgage will then be for 75% of the real value, say £105,000. You will therefore be left with a mortgage of 75% of £105,000, the old mortgage of 75% of £70,000 will be paid off, and you will be left with an amount that 'pays you back' your initial deposit.

> ***You will be left with an amount that 'pays you back' your initial deposit***

Step Two

If you want ALL your money back [refurb costs, fees], you need an extra discount to match these costs. In the above example, if your refurb and fees were £6,000, that would mean an approximate additional discount of 5% is needed to cover them on the [second] remortgage, otherwise you'll get the deposit 'back out' but not the £6,000 costs.

Step Three

Your first mortgage must have no ERC's [early redemption charges].

Most lenders [though not all, and the market is always evolving] will not allow you to mortgage with them, until you have owned the property for 6 months.

And many of these lenders will charge you an ERC to pay off that mortgage [to remortgage to another lender]. This can be as much as 6% of the value of the loan.

You need to select a mortgage that has no ERC's. Very important or you'll be paying £5,000 - £10,000 extra on your 'remortgage.'
Getting the higher valuation. If the same surveyor is sent to value your property for the remortgage, 6 months or so after she values it previously for 30% less, do you think she's going to give you the extra 30% on the valuation?

No.

Surveyors are being pressured now to value quite low for their indemnity and protection. If they know the purchase price, they will value it at that level, even if you have genuinely bought it at a discount [which you have], and genuinely added value through refurb, which you have.

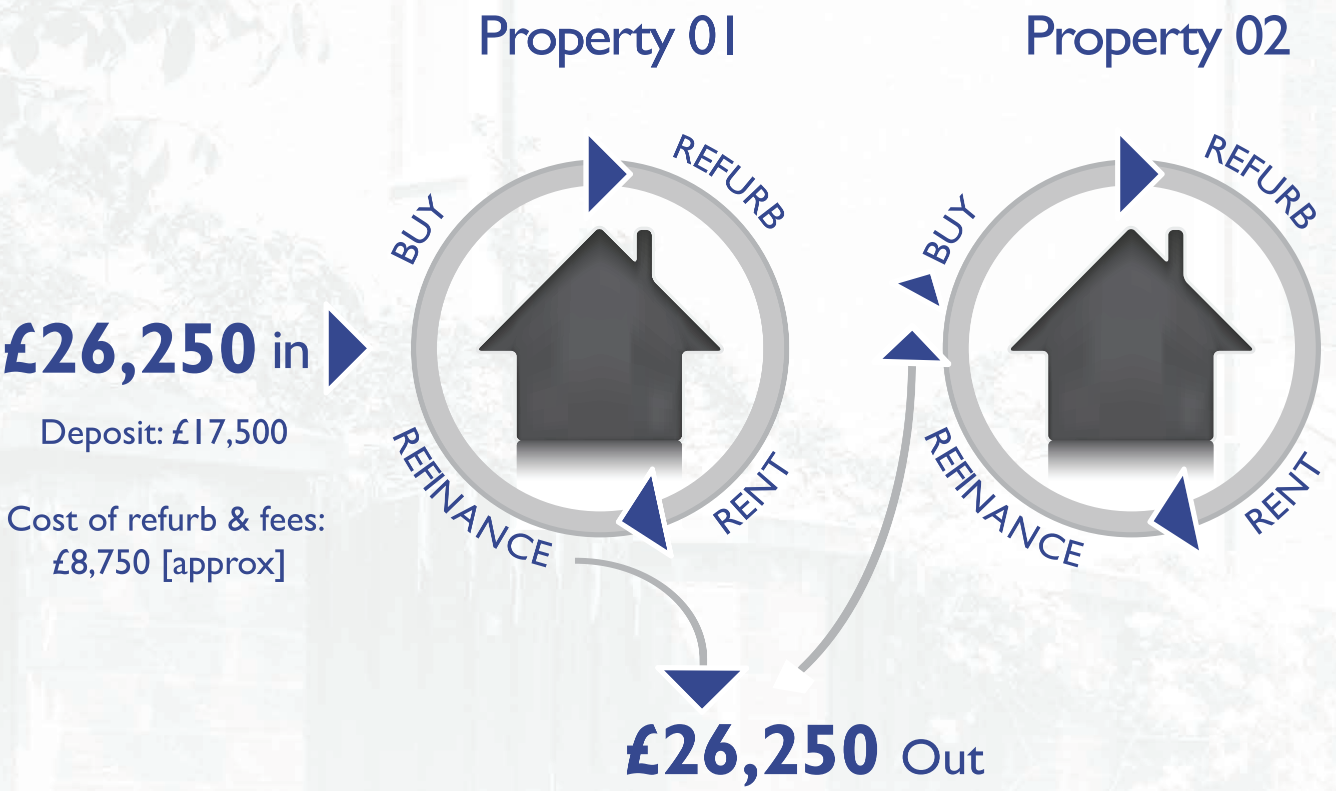
But you're smart to think, 'hang on Rob. Surely the new surveyor would check the purchase price on Land Registry before doing the revaluation?

Common sense would tell you that, right? A surprising amount don't [they call agents or investors].

Also, the purchased property may not appear for many months on Land Registry [which is a good thing]. People don't realise just how little £ a surveyor gets individually for a valuation - sometimes as low as £80 personally for all the work they do - so many [not all] shortcut the work.

Using the Buy Refurb Remortgage strategy you can buy one property every 9 months or so [6 months plus remortgage and valuation time] with one deposit. If you want to buy more, and build your cashflowing portfolio faster, simply raise more deposits.

In 10 years with just 2 deposits you could have a portfolio of 26 properties worth a conservative £5million valuation and likely minimum equity of £1.25million.



Since being educated I've bought 8 more properties where I've been able to get my money back out, which I didn't know you were able to do.

Halstead Ottley

Example Deal

Purchase Price:	**£70,000**
[1st] purchase mortgage @ 75%:	**£52,500**
Deposit:	**£17,500** [equity in home, JV partner, stocks, savings]
Cost of refurb & fees:	**£8,750** [approx]
Total money in:	**£26,250**
Revaluation [value] after 6 months of mortgage:	**£105,000**
New re-mortgage @ 75% of £105,000: [No deposit needed, as this is a re-mortgage]	**£78,750**
Money left after old mortgage is paid off by new mortgage [£78,750 - £52,500]:	**£26,250**
Money back out to 'start again' on the next property:	**£26,250** [£3,750 more than cash put in]

You have effectively bought the property, refurbished it and remortgaged it pulling out the original deposit leaving no money in [NMLI], even getting a little cash back.

You then repeat the process over and over. Remember, you also have locked in equity of £25,000. This is an infinitive return on your investment [ROI]!

This property will now give you passive income from the cash flow from day one [approx £150 per property per month NET], and all there is to determine is how many of these 'money boxes' do you need to replace your current income through equity or cashflow?

Even if you could only get a valuation of £95,000, you'd have a cashflowing property with £25,000 equity, with only £6,250!

You'll Be Your Own Bank...

"So - What's the Big Deal About Joint Ventures?"
...And why would this be good for your property business?

First of all, let's define exactly what a Joint Venture [JV] is.

"A mutually beneficial and profitable joint enterprise where opposing skills or benefits are leveraged." [Thanks Wikipedia]

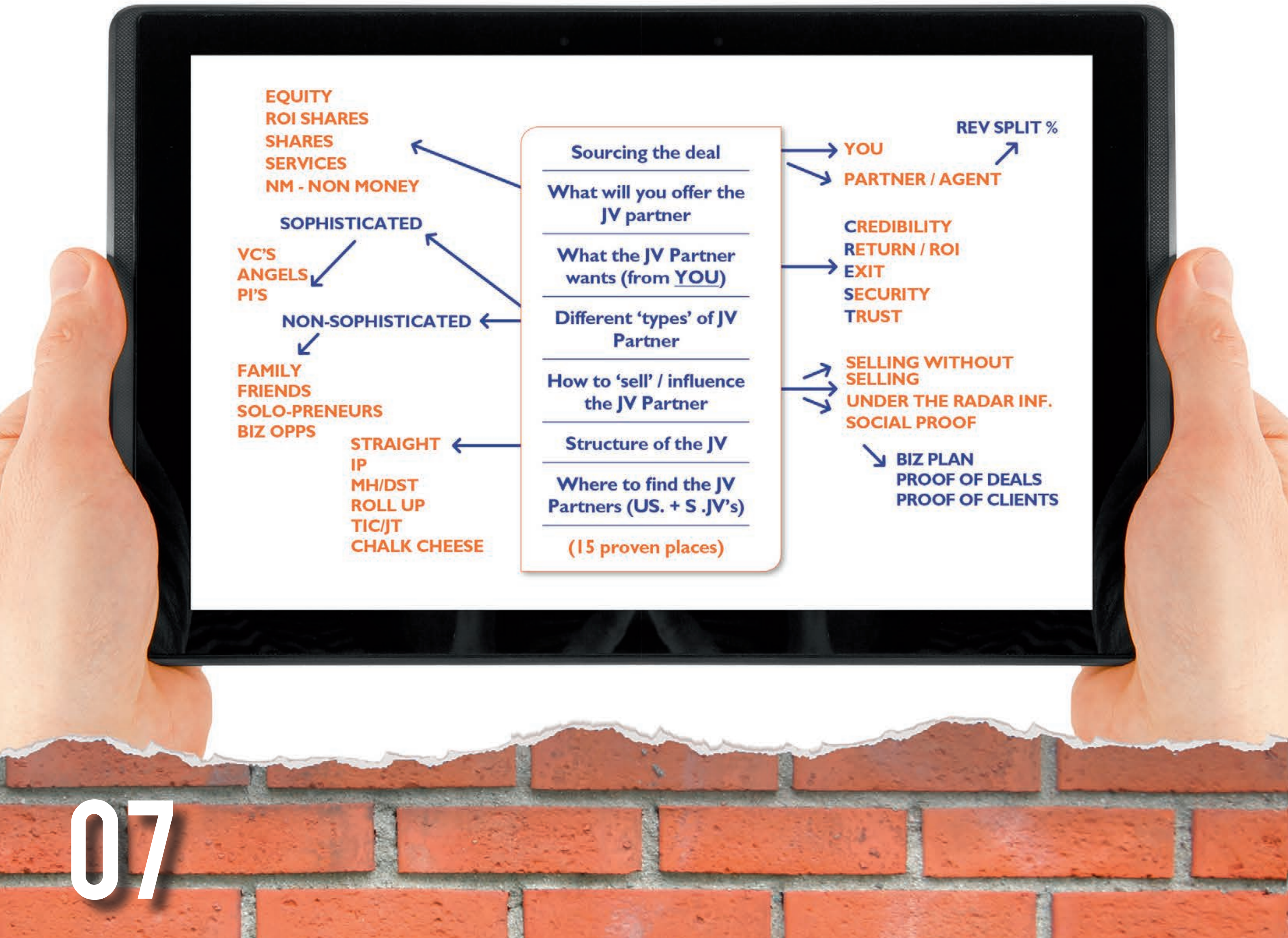
In Property investing, the Joint Venture is usually based around an individual who has time and knowledge, working with someone who has little time but has funds. JV's also occur when:

Complementary or opposing skill sets are apparent: one partner is an expert marketer or negotiator in trade for the partners' mortgage-ability, mortgage hosting and management skills. We call this 'Chalk & Cheese' in the JV structures section coming up.

Time & Experience: one partner has lots of experience, but little time; the other has lots of time, but little experience.

Experience & Cash: one partner has lots of experience but no cash; the other has lots of cash but no experience.

You see, for around 3 years Mark and I have been working on a Joint Venture Blueprint – the complete flow-chart-check-list- Blueprint for doing a Property Joint Venture.



The Benefits of a JV

Business Experience & partnerships - A lot of private investors will have business experience that they can bring to the table. This could be very beneficial especially when analysing new deals, legal's, negotiations, contracts etc. Rewards- By following the advice of your partner, or vice versa, you will avoid bad deals and share the rewards.

Contacts- Remember your network is your 'net-worth.' Your JV partner is likely to have a good contact base; extremely useful people that can be called upon.

Multiple Deals - You will be able to grow your property business very quickly because you will be able to take on multiple deals at any one time.

Continue to Buy when Finance is Tough – You may have hit a mortgage or bank block because you have too many properties or have bad credit. JV's don't require banks. Scalability – you can always take a business to the next level with your ability to attract finance.

It is repeatable - It's transcends industries and is the same model in any business, niche or investment vehicle.

Systemis-able - Wash, rinse, repeat. Set & forget. It gives you great control - You can get yourself out of any business or investment difficulty.

It defines Wealth - Wealth is not the money you have in the bank, but how much you can attract from others around you.

It shows true Entrepreneurial spirit to investors - You attract money, and you attract talent. It is social proof.

It removes barriers, limitations, objections and excuses - Never again will you say 'I can't'. You can quickly cash in on trends - and resolve financial issues quickly and profitably. Generate big discounts on properties and businesses - The golden rule is the man with the gold, rules! You'll work with great people, leverage your time or money: you'll be your own bank So what does this mean to YOU? It means that if you are planning to buy property, have no funds, and you can create some time - which doesn't have to be full time - then you can make a lot more money by simply partnering with joint and private investors, which will allow you to buy a number of properties by completely bypassing the banks.

You simply "connect the dots", they make more money, you get a cut of the money they make.

How will the JV Partner make their Money?

There are 4 ways your JV partner can make their money:

01

They can take a split of the profits :

When the property is sold or remortgaged, they will have a % stake in the profit.

02

Take a straight monthly interest charge

The private investor lends you the money directly [i.e. pays it to you or into the property, as opposed to buying the property]. You will pay the agreed interest per month until the full loan is paid back.

03

A mixture of the two

Because the profit split scenario may be uncertain, there maybe a mix of the two and you may opt for a more predictable and steady monthly rate to be given to the JV partner.

04

A Long Term Equity Share

They are looking for asset value and long term growth, so they share in equity and rental income, leaving part or all of their cash in the deal.

How to Sell/Influence the JV Partner

This whole section, in fact your whole investment strategy, is based on Contrarian Investing:

"Observe the masses, do the opposite." 'Selling' to JV partners is exactly the same.
So here's what the smart people do. They Isolate, they build rapport, they ensure they get their 'this is not a pitch, pitch' articulated, so that in a conversational manner the JV partner knows exactly what you do, how it benefits them, what is unique about you, and who you want to work with.

So how do you sell without selling? Here is the blueprint:

Blueprint:

1. Know what you want & who you want to work with – be crystal clear up front.

2. Act like you don't need the money.

3. Know exactly how to talk about your sexy, unique offer, in one minute or less, that benefits them. They don't care about you.

4. Engage, fast. AIDA: Attention, Interest, Desire, Action.

5. Understand what they want and what is important to them, and only 'sell' your proposal on this basis.

6. Be clear about what you don't want, what you won't tolerate and who you don't work with.

7. Under-promise and over-deliver.

8. Be transparent and upfront about all the risks.

9. As soon as the risks are 'mind-read' and brought up by YOU, and not them, in advance, they are inoculated [overcome immediately].

10. Get them selling themselves to you by using desire, interest, intrigue, reverse selling, even a bit of controversy.

12. Create an Us vs. Them [the world, the others, the masses] mentality in your partnership to create solidarity.

13. Always get them to talk about the deal first, and to talk 70% of the time. Listen your way to the money.

Introducing the Progressive C.R.E.S.T model

Rob & Marks Crest Model

C Credibilty

R Returns

E Exit

S Security

T Trust

Credibilty

People will invest in YOU if you demonstrate to them your credibility.

What makes you knowledgeable in property investment, other than your interest? Or credible in life or business? This is a valid question that many Joint Venture partners may ask you.

Demonstrate to your potential partners that you do have credibility in successful areas of your life. Sure, if you can demonstrate this directly in Property Investment that is a big bonus, but actually to some JV partner's credibility doesn't just mean what you have done in Property in property investment. It may mean you have been successful in business, or you are a successful person.

The great thing about this is that you don't necessarily need any previous experience in Property or `Joint Venture partnerships to meet many JV partner's needs.

Returns

Return on Investment – As explained above, the great thing about private investors is their flexibility and willingness to help you make the deal work for everyone involved.

Generally speaking, here are few basic ways for the investor to make a return on their capital employed:

1. Straight monthly interest charge
2. Split of the profits
3. Mix of the two above
4. Equity & or cash flow in the Property

Exit

Your business, your partner's business and your markets all change over time. A Joint Venture may be able to adapt to the new circumstances, but sooner or later most partnering arrangements come to an end and the JV partner will need to know at what stage this will happen.

Is the exit a sale, remortgage, in 9 months, 3 years, for life? Is it a cash out deal or an equity share?

Security

Who 'Owns' the Property and how is the 'loan' secure for the JV partner in case things go wrong?

1] The property is under the name of the private investor: This is the most likely way an investor would want security to use his/her money.

2] You own the property under your name [your own personal Property or the Property bought for the JV] and the private investor takes a charge or restriction over it.

3] A simple legal agreement [DoT]. There will be no charges in this example placed on any Property: you promise to repay the money back to the private investor when the Property has been sold or refinanced.

Trust

As briefly touched on above, trust is one of the important factors in any agreement.

A lack of trust is one of the causes in any given "failure to launch" – it's silent but deadly. JV's require a persistent input on every level. When you're not talking to someone regularly, you have no idea what they're doing, how they're thinking and what stage the deal is at, or even if the deal is going at all. This is the "deadly" part, because you might be on a TOTALLY different wavelength altogether when it comes to what is going on, and what's supposed to happen.

So how do you combat this?

Communicate.

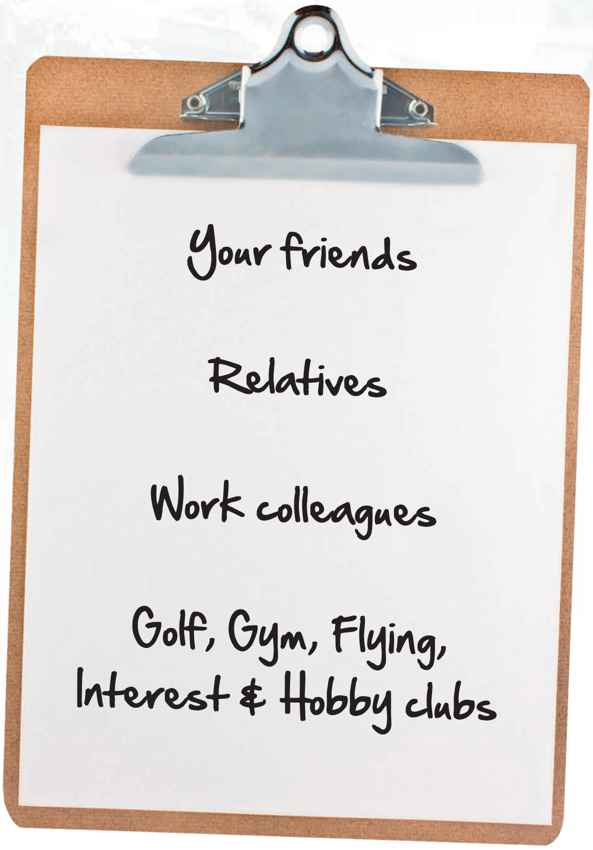
Schedule regular [but brief] times to talk. If things are in the "planning phase", then maybe once every 2 days is sufficient. If things are in the "rolling out" phase, then I'd say at least once per business day.

Most problems in business are problems of under communication.

> ***"When you're not talking to someone regularly, you have no idea what they're doing, how they're thinking and what stage the deal is at, or even if the deal is going at all."***

Your Next Step - Finding, Building, Creating Your Own Private Money Financiers - Your existing network:

Make a list of all the people who are in your network such as:



Now once you have this important list, you do not need to go asking these people for money.

That is so important, because asking your network for money is a HUGE mistake.

Yes you did read that right. Read it again if you have to. **Don't ever ask ANYONE for money.**

Because you are NOT looking for money. You're a capable, driven, knowledgeable property investor, and from time-to-time have great property deal opportunities for other individuals to work with you, invest alongside you, and earn a better return than they are currently getting which is secured by the property in question so their money is safe.

The Types of People Most Likely To Invest With You...

Just like anything in life you should always aim to start with the "low hanging fruit" aka the easiest places to see the most immediate and fruitful results.

People That Already Trust and Know You

These are people whom you have built a long term relationship with. As above these include family, friends, neighbours ...people you know from the gym, church or any type of club or group.

I know you may feel uncomfortable approaching these type of people, but if you want a quick ice breaker or cannot remember the above money hook and you're targeting new investors you can say something along the lines of:

"As you know I've been in property investing for x – time and am to the point where I'm actively making property offers. I wanted to get your feedback on how my investing programme is structured and see if this is something which may interest you.

You see, I tend to work with everyday people like yourself who want to make a better return on their money.

Could we grab a coffee so that I can show you the type of deals that we buy and you can give me some good constructive feedback?"

As you can see, this is a clear and powerful way to get your message across without any sales pressure.

An Interview With Tasha & Karen

Tell us about you

Karen and Tasha invest in North Cambridgeshire, principally in Peterborough and its surrounding market towns. They have been a couple for 8 years, and have invested in property for the past 6 years. Over this time they have bought sixteen properties, ten of which they still own. They have eight single lets and two six-bed HMOs.

Karen has been a full time Property Investor for two years. Prior to sacking her boss she was employed as a Project Manager and is very experienced at working with surveyors, architects and tradespeople.

Tasha is an IT Consultant with a keen eye for detail and figures. She is an expert negotiator, well versed at getting the best deals from estate agents. She is also a problem solver and gains great satisfaction from assisting vendors to move on with their lives.

How long have you been involved in property or business?

We have been involved in property since 2006. We started out with the 'Buy – refurb – sell' model (although we didn't know it was a model at the time!)

We did this alongside our full time jobs; doing all the manual labour ourselves

We continued to buy refurb and sell until 2010. Then we struggled to sell some properties, not because of the quality of the finish, but because of the reduced lending to FTBs so ended up with 3 BTL properties

We then searched for another way to continue on your property journey– lots of internet research to find out what other people were doing and who was making money.

We then met Progressive and started down the BTL road – getting 10 along the way.
We are now concentrating on HMO's, using JV finance and hands-free portfolio building for other investors.

Why did you want to raise JV/ private finance and what did you want it for?

We saw a massive opportunity with shared houses and HMO's and a gap in the market in our area for high quality professional lets. While we were sourcing for ourselves we were approached by people with money who had heard of our success but didn't have the knowledge, experience or time to invest.

Why didn't you go through the banks for finance? [If you didn't]

We use JV partners' cash for the deposit and refurb, and a mortgage for the remainder of the purchase.

Tell us your first "Joint Venture" or capital raising exercise and how the deal worked & why you did it?

The JV partner put in the Deposit and refurb costs. We purchased the property BMV so there is plenty of equity in the deal to be able to release their deposit and refurb money.

We pay the JV partner 7% per year on their investment, in monthly instalments – this starts from month 1.

We set the term to 2 years – This is so the JV partner and our-selves have the option of taking the money out of the property after 2 years. The JV partner also has the option to leave the money in the deal if they want to continue to get a return on their investment.

We did this because the numbers all work – the JV partner is making good money and so are we. We also have the equity in the house so can easily release their money and still keep the house.

There is more than one exit strategy, which is important to us, because you never know what the future holds.

What have been the benefits of doing Joint Ventures and using other people's money to invest?

When moving money around in property, having JV partners available gives you lots more purchase options.

How did you structure the JV's to make sure it was a win/win situation for both parties?

It's all quite informal, which is what our current JV partners want. We own the properties. There are no charges, restrictions or deeds of trust. The JV partner has a partnership agreement outlining their investment, the return they will get and the term of the agreement.

> ***"The JV partner put in the Deposit and refurb costs. We purchased the property BMV so there is plenty of equity in the deal."***

Where and how did you find your JV Partners?

Our current JV partners are 'non-sophisticated' investors.

They came to us through family and friend contacts.

Do you have any tips on how to approach people, how to act and how to persuade them to work with you? How did you do it?

Be really confident in yourself and your knowledge.

Know the numbers! If it works then it's a great deal and you should know that.

Tell people about what you are doing, how it works and the numbers and they will ask YOU if they can be a part of it ;)

Anything you absolutely should not do?

Don't promise things you can't deliver. You need to build relationships and you want your JV partner to come back time and time again.

If you get a few quality JV partners you may not need to look for anymore so look after them and be honest.

If something goes wrong tell them early and have a plan to fix it – show them the solutions.

What tips can you give others on how to attract JV finance & long term JV partners?

Give great returns. If you make it a WIN-WIN deal they will be back and they will also tell their friends; giving you an amazing pipeline of investors.

Please give examples of a particular deal[s] that were profitable?

This example was a buy to sell property, so a Flip - £35k went into the deal from a JV partner.

We paid 5% simple interest over the term of the investment (6 months). We then returned their £35k upon the sale of the property, however they chose to move it into another deal with us and now receive 7% pa on their £35k.

We made £30k net profit from the flip and continue to receive in excess of £1k a month from the HMO it is now invested in.

What are your future plans and how has your life changed now you can attract money?

Our future plans are to buy more cash-flowing properties, and to work with people to get them a great return on their money.

What are the key personality traits you would want from someone if you were to Joint venture with them?

Honesty and Trust are the two keys traits. Once we have that we will be able to work with the JV partner. We need to be able to get on really well with them and be able to speak to them easily in person and on the phone.

The 90 Second Private Money Hook...

Say This...

"My name is [name] and I am a full time property investor in [place]. I have been investing for [insert timeframe] and have a personal property portfolio as well as helping many other people to financial freedom through property [insert specific service or how here]

I've been fortunate enough to help many other people over this time, including family, friends, private investors and angels on a Joint Venture basis, where they have both profited from the deals I have done.

I work with busy professionals and serious hands-off investors. They're looking to either build a profitable property portfolio of cash-flowing buy-to-let investments, or want to make cash by leveraging professional investors like me. I give them better returns on their money or taking a share of the cash profits from my deals.

I can help you invest in property correctly, minimising the risk, where you can build passive income to become through cash-flowing properties or equity shares.

You have access to my power team of mortgage brokers, solicitors, letting agents, and tradesmen, so that you get a smooth process right from acquisition to letting the property.

The yields and returns in my local area are among the best in the country. The goal in our agreement is to save you time and make you money, which will allow you to reach your financial goals, without you getting your hands dirty.

I am happy to offer you full security and multiple ways of structuring the deal to suit you. I'm not a big corporation; I'm a real, accessible person. I don't do venture with people I don't trust or like, so I'd be looking to build a personal relationship with you.

I've built up knowledge in my local area that would have taken me decades to learn nationally and I have a best kept secret goldmine area that you can monetise."

Your Joint Venture Check List...

What are the objectives of the joint venture?

- General trading principles
- What will the business actually be doing

Who puts what in?

- Cash
- Other assets
- Services
- Are any existing contracts of either to be taken over by the joint venture
- Who actually does/will do what

> *Before you can start to set up the legal framework, there are various issues that need to be addressed in this check list*

Will any external funding be needed?

- Who will it be raised from
- Who will borrow it
- Who will guarantee it

Who gets what out?

- Sharing of revenue profits or losses
- Sharing of capital gains or losses
- Is any payment to be made to either other than as share of profits, e.g. for ongoing services

Who controls what?

- Responsibilities for day to day running, in all relevant areas of activity
- Tactical decision making (day to day)
- Strategic decision making (longer term policies)
- What things can only happen if both parties agree
- What will happen if you can't reach agreement on some major issue - i.e. deadlock

What happens if either party 'wants out'?

- On what kind of notice will this be permitted
- Does the other have 'first refusal' to take over the whole venture? - if so, on any favorable terms?

Will the parties be free to carry on other businesses

- While the joint venture subsists
- If one party pulls out

Are there any offshore angles:

- Is there potential for overseas sales or operations?
- Does anyone involved in the venture have any overseas connections?
- Does anyone involved in the venture have any plans to live overseas in the future?

If the answer to any of these is 'yes', then careful planning and setting appropriate structures in place now can save a lot of money in taxes in the future – so if you think any of these may apply, then ask!

Is there yet any written?

- Business plan?
- Marketing plan?
- Cash flow projection?

Is there an 'exit strategy'?

- 'lifestyle' business – i.e. simply intended to be run by and to provide an ongoing source of work and income for the proprietors, no clear vision for the long term future?
- possibility of future sale at some point?
- A core object of the venture is to create an asset with a view to sale or flotation in 5 years?

Loans Made Between Private Individuals

A private financer is an individual who simply wants a return on their investment. This means that they do not want to get involved in the details of the property that you intend to buy or the quality of the refurb. This gives you full control over the process of building your property portfolio.

This term gets thrown around without many new investors truly understanding what it actually means. The term 'private finance' simply relates to loans made between individuals. It's that simple.

The property investor doesn't pay a middleman fee, and the rates and terms are a lot more negotiable making this type of loan a lot more attractive for you the property investor.

The other GREAT aspect is that the terms are purely the result of what you and the private lender agree.

So when someone lends you £200, £500 or £10,000 this will typically be between a friend, a family member or a business contact that you've built a relationship with - a form of a private loan.

Where it gets misunderstood is many bridging or 'hard money' lenders advertise themselves as 'private finance' lenders which causes a whole lot of confusion.

An idea:

If you still want to go down this route and want to finance your deals through mainstream banks but either you don't have the deposit or can't qualify for a loan, you can always find yourself a mortgage host.

This is someone who looks great on paper, has a great verifiable income, great credit rating and a 25% deposit. They will put their name to the mortgage in return for a piece of the deal.

This can be a great way to finance your proper deals through someone else taking on the "mortgage risk" but also benefiting from the upside of the cash-flow and equity within the property.

Private Finance Lenders

OK, here's where things get a little bit interesting for investors who simply want to invest but have a little issue with a thing called...

You see once you're able to find TRUE private finance, the advantages over bridging lenders and high street banks are ENORMOUS.

Advantage 1: Speed

The ability to close property deals in less than three weeks is a huge advantage over having to wait typically a month for a high street buy to let loan approval.

The importance of speed and certainty cannot be overstated in a competitive market and quick cash gives you a big edge over other investors.

Imagine you're the seller and someone comes to buy your property and has two-three month period before completing verses another investor who can close within weeks.

It's not difficult to tell which offer the seller will accept.

And another thing: the real power of this offer is that the seller may accept a lower discounted price for their property. So not only do you get the deal from another investor, but you can get it at a Below Market Value (discount) price.

The power of private finance enables you to complete more quickly and drive better deal terms to YOUR advantage.

Advantage 2: Simple Paperwork

Have you ever gone through the mortgage process and had to sign 2 inches of paper work?

Now imagine using private finance and completing and signing only four of five documents (no that is not a misprint)

You see private money deals are extremely simple and the total paperwork can be less than 10 pages.

Advantage 3: You Control Terms and Conditions

One of the biggest advantages of using private finance is you get to control the terms and conditions of the private loan.

For example you may only want the loan for around 6-8 months if you plan to refinance the property onto a traditional buy to let mortgage (if you needed quick finance/property was not mortgage-able or needed 100% finance) or for around 4-5 months if you know you are going to flip the property for quick profit.

As the agreement is essentially a blank piece of paper you can control the loan conditions such as not allowing an redemption penalty for paying the loan back early.

This could mean huge savings down the road, something not available with the majority of high street lenders.

Advantage 4: Reduced Fees and Costs

You can negotiate private finance so it's less costly than high street loans or bridging finance loans.

Bridging finance and even mortgage loans can be VERY costly with upfront fees, interest, exit fees and other costs factored in.

Private finance usually have none of these 'lender fees' (unless you're dealing with a sophisticated investor-lender) so the total costs of private money can be a lot cheaper than conventional loans.

Advantage 5: Flexibility

Private finance can provide tremendous flexibility in the sense for both you the borrower but also for the private lender too.

For instance, you can pool together smaller amounts of £5000- £10,000 to fund larger purchases for commercial property purchases which can fit the needs of the lenders too.

Structuring The Deal

The difference between structuring a JV and a Private Finance deal is that the Private Finance has only one structure.

You borrow money for a given period of time and you pay it back with an agreed amount of interest.

The only point of negotiation is when the interest will be paid. Ideally you will pay all of the interest at the end of the agreement term.

However, your Private Finance lender may prefer to have monthly interest payments in the same way as a bank.

Ideally, at your initial meetings you will have a one page word document that explains the type of property deal that you intend to buy and the refinancing process. This way they fully understand the exit strategy and the timescales.

While the private lender will be completely passive and will do no work- instead they will supply all of the funding for the investment property at the time of exchange of contracts and completion.

This will include all upfront legal costs, all refurbishment costs, funds for acquisition so the catalyst (you) has no money out of pocket making it a truly no-money down deal.

When both you, the catalyst, and the private lender work together, you have a winning combination for a great partnership and both parties are critical to the overall success of the project.

> ***"A great partnership and both parties are critical to the overall success of the project"***

Real People, Real Success

Just a small selection of people who have acheived amazing results through using the techniques outlined in this and other Progressive Property trainings...

10 Million Raised In Joint Venture Finance By Following The System!

Glen Delve

Watch The Video At: bit.ly/glendelve

Over £1.2M of other people's money to invest in property

Ben & Andrew

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