



Home Buying Secrets

Program Outline

1. Welcome + Overview - Resources: Budget Template
2. Budget & Expenses - Resources: Income Template, P&L Template
3. Balance Sheets - Resources: Net Worth Template
4. Setting Your Goals - Resources: Goal Worksheets
5. Dealing with Real Estate Agents - Resources: Questions to ask Agents Sheet
6. Home Buying Strategy - Resources: Strategy Worksheet
7. Types of Buying Strategies
8. Types of Properties
9. Structuring Your Property Purchase Part 1
10. Structuring Your Property Purchase Part 2
11. Structuring Your Property Purchase Part 3
12. Knowing Your Credit Rating
13. Glossary of Terms
14. Keeping Track of Your Accounts
15. Dealing with the Banks
16. Applying for a Loan
17. Stability & Savings
18. The People That Influence You
19. Don't be a Property Buying Island + Your Finance Broker
20. Your Accountant
21. Your Buyers Agent / Advocate

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22. Your Legal Representative
23. Your Building & Pest Inspection
24. Your Real Estate Agent
25. Your Insurance Broker
26. Your Property Rental Manager
27. How to Become an Area Specialist - Resources: How to Find a Diamond Ebook
28. Ways to Search for Properties
29. Finding Off Market Properties
30. Property Data Reports
31. The Concept of Crunching Numbers
32. Dealing with Agents Part 2 - Resources: Comprehensive Questions Sheet
33. Dealing with Agents Part 3
34. Inspecting a Property Part 1 - Resources: 100 Point Inspection Checklist
35. Inspecting a Property Part 2
36. How to Write an Offer
37. Special Conditions on a Contract of Sale
38. Negotiation Tactics - 7 Secrets of Negotiation Ebook
39. Bidding at Auction
40. Steps Between Contract and Settlement
41. Final Inspections

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