

# THE PROPERTY TYCOONS NEWSLETTER



Showing you how to get started in the property business, how to find cheap bargain properties, how to fund property deals 100% no money down, how to get mentoring from property experts and MUCH MORE!

Volume 3, Issue 2

February 2010



## Where the Money Is... And How to Get It!

Dear friend and fellow property entrepreneur,

It's back to basics this month.

Because of my online publishing business, I get to communicate with a lot of people who are just getting into property. When I run workshops, or interview well known property personalities I have to remind myself that some of my listeners are not as "clued up" to the world of below market value, marketing, finance and strategy as my Property Tycoons Newsletter subscribers. Therefore I have to be careful to go over the basics before I go into the really interesting money making stuff.

And you know what? This only serves to remind me how we all (including me) often forget the basics. I am sure at one time or another you have repeated a mistake that you once promised yourself you would never make again (remember the last hangover?) So this month I am going to take a page or two to remind us both of what we must be aware of before we can make our millions. Here then are the things I recommend to non Property Tycoons Newsletter subscribers:

### 1. ALL MONEY IS MADE BY SOMEBODY SELLING SOMETHING TO SOMEBODY ELSE!

A brick layer sells his time and skills. A catwalk model sells her beauty. A soldier sells his courage and leadership abilities. A teacher sells her ability to transfer knowledge. A property investor buying below market value properties sells fast access to money. My point is, you don't choose whether or not to be a salesperson because you already are one. Perhaps you are not called a salesperson by your boss or your friends, in the same way we might label a car salesman or a door to door canvasser but whether or not you like it, you are making your living by selling something.

So, just to reiterate, all money involves one person or a group of people selling something to somebody else... And if this is true...

To view the rest of this article registered subscribers of the Property Tycoons Community can download the full newsletter by clicking [here](#). Members also receive the full hard copy version through the post each month.

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## Latest Poll from the Property Tycoons Discussion Forum

Every month Parmdeep Vadesha polls the Tycoon community members on a subject of interest to them.

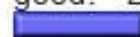
Here's what our members think on the question – "Will the phantom portfolio's come back to haunt us?"

### Current Poll

Will The Phantom Portfolio's Come Back To Haunt Us?

Yes, It's all hype! - 71.43%

No, Get In while the going's good! - 28.57%



## Property Tycoons Community Members Views and Feedback

Wealth Planning article #8 – [Five year plans for Level 2 and Level 3](#)

The planning for Level 2 and Level 3 investors should not be any different than that for Level 0 or Level 1 investors. The same Terms of Reference templates should apply, but there may be a lot more detail in the preparation of those templates before the next major five year plan is created and progressed.

Here is the link to the Wealth Planning Template:

<http://tinyurl.com/ydrmozr>

To best demonstrate the usefulness of continuity of planning, recall Part 2 of the Wealth Plan for Level 0 and Level 1 investors, and assume they have followed their investment goal and achieved their five year objectives as related in Article #7.

Rounding the figures from the 20 year plan of the last article, the Level 1 investor, having started with no

assets in 2010, has a property investment portfolio in 2015 with a gross asset value of £700K producing a net cash flow of £8K at the start of the 2015 plan, and sets goals for the next five years to achieve a portfolio with a gross asset value of £1.7M with a net annual income of £29K.

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## Latest Property News

### Lenders warn of massive mortgage crunch

UK housebuyers could soon face a chronic shortage of credit that will see mortgages 'rationed' and punish first-time buyers, lenders warned today.

<http://tinyurl.com/yf7rh6x>

### Why are lenders cutting mortgage rates?

The base rate has remained at 0.5% and the cost of money market borrowing for fixed rate mortgages is steady, so why are lenders cutting rates?

<http://tinyurl.com/yzp2hph>

### Shops use VAT hike to raise prices

Supermarkets are using the increase in VAT to hit shoppers with extra price rises by stealth, research has revealed.

<http://tinyurl.com/yIrlcj4>

### Mortgage war launched by foreign banks

Big foreign banks have sparked a mortgage price war which is squeezing interest rates and forcing other lenders to revise their best deals.

<http://tinyurl.com/yjo62ba>

### Judge closes 'debt-free' credit card loophole

Borrowers hoping to use a 'cynical' legal loophole to escape credit card debts have been dealt another blow.

<http://tinyurl.com/yldenar>

### House rents fall 4% in just two months

Rents asked for by landlords fell 2.9% in January following a 2% decline in December. So is now the time to exit buy-to-let?

<http://tinyurl.com/yfpsuv7>

### Q&A: Would you bank with Virgin Money?

Virgin Money has made its move into regional retail banking with a £12.3m offer for a small private West Country bank, the Church House Trust (CHT).

<http://tinyurl.com/yIwut9>

### MoreThan is delaying car insurance claim

After a car accident on holiday in France, MoreThan paid for our repairs but won't reimburse additional costs incurred. What can we do?

<http://tinyurl.com/ygufbkc>

### £400 boiler scrappage scheme is launched

A boiler scrappage scheme giving households a £400 off a new heating system, which can potentially be doubled to £800, has been launched.

<http://tinyurl.com/yIzhr5g>

### Is the taxman looking at you?

Is HM Revenue and Customs' starting a widespread assault on professionals and middle-income earners?

<http://tinyurl.com/yfaqe34>

## Workshops & Events

Here at the Property Tycoons Community we believe passionately in associating with smart, ambitious likeminded people with a passion for property.

It is one of the best ways we know for learning new strategies and techniques for generating passive income streams from property.

The famous saying goes something like this “you can’t fly with the eagles if you continue to scratch with the turkeys” and it is the eagles we want you to meet at our workshops and events.

Some of these workshops have been put together by us and others are organised by people who are not connected to the Property Tycoons Community – either way you are sure to meet interesting people who can help you move forward in property not to mention the specialised instruction on property related matters that you will receive throughout the day.

Every year we run six specialised workshops on many diverse topics ranging from setting your property investment strategy, finding bargain properties, raising finance to minimising your tax liabilities, finding/buying repossessed properties, advanced marketing strategies and MUCH more.

All workshops feature expert speakers with many years of advanced knowledge in their field.

Tycoon Mastermind Alliance members also receive another six intensive specialised coaching sessions per year bringing their total to twelve (six are compulsory the other six are not).

Please note non Property Tycoon Community members are also welcome to attend our specialised workshops. Whichever member group you belong to, we will notify you of upcoming events in this newsletter and by email.

To view a comprehensive list of upcoming events and workshops where you can meet other Property Tycoons Community members you can also use the ‘calendar’ link at the top of [www.tycoons-forum.com](http://www.tycoons-forum.com).

### Discounts for Property Tycoons Community Members

The following discounts apply to most of our events and workshops:

Silver members = 15% discount off ticket price

Property Marketing Millionaire & Gold members = 30% discount off ticket price

Tycoon Mastermind Alliance members = free (our specialised events and workshops throughout the year are part of your curriculum).

## Property Tycoons Murder Mystery Weekend



Saturday 20<sup>th</sup> & Sunday 21<sup>st</sup> March 2010



Prepare for a gripping night of intrigue and thrills with our upcoming Property Tycoons Murder Mystery weekend...

We invite you to join us for a weekend of networking and fun with our team and around 40 other like-minded property investors.

Our group will be assuming the roles of various characters embroiled in a gruesome crime! Everyone who participates will be considered a suspect – which one of us will finally be revealed as the murderer?

### Networking

This weekend will be more than just a Property Tycoons Murder Mystery. You will be invited to join us during afternoon tea for a networking and goal-setting session that will consist of expert property investor panel discussions, an advanced resource & tools session and a special exclusive property investment workshop for the murder mystery guests.

We have worked very hard to give you incredible value for money and to make this the kind of event that you will be talking about for years to come.



Continued on page 4...

## Workshops & Events (Continued from page 3)

### High-level connections and deal making

There's no doubt, during the 'off hours', which could be at the bar, at the dinner table, during the murder mystery or even in the sauna you'll have a chance to establish a deep level of connection due to this unique, shared experience with like-minded people.

Just imagine what meeting the right person in property would mean to your business or life.

### Essential Information:

**Date:** Saturday 20<sup>th</sup> – Sunday 21<sup>st</sup> March 2010

**Time:** Check in 2pm on Saturday. Check out 11am Sunday

**Location:** Stunning 4\* hotel and spa in Warwickshire

**Dress Code:** Whatever you feel comfortable in.

**Suitable for:** Property investors and entrepreneurs of all skills and experiences. We have attendees booked who own over 60 properties and some with one or two properties. This event will suit anybody who enjoys mixing with other property people.

You are welcome to bring a partner or friend.



### Reserve your place NOW!

For further information and to reserve your place please go to:

[www.property-system.com/MurderMystery](http://www.property-system.com/MurderMystery)

**Don't forget Tycoons newsletter readers get a special discount!**

PLEASE NOTE: There are only 40 tickets available for this event due to the venue capacity. At the time of writing 31 tickets have already been reserved.

### Tycoon Mastermind Alliance Open Day

We are now in the process of accepting applications for our 2010/2011 Tycoon Mastermind Alliance mentoring program. Below is a picture of our 2009 Tycoon Mastermind Alliance Better Your Best contest finalists. The lady in the middle of the picture (wearing the purple sash) is Maksoom Hussain. She was the winner of the 2009 Better Your Best contest and drove away with Parmdeep's Mercedes SLK 350 convertible sports car! The gentleman on her left is Glenn Perry who was the runner up and won a holiday at Parmdeep's luxury apartment in the South of Spain.

As part of the TMA program we reward our members based on how much they improve their income and profits. This year's group is competing to win Parmdeep's luxury S-class Mercedes S320 (worth £55,000 at the time of purchase). The winner will be announced in June 2010.



### About the Tycoon Mastermind Alliance program

The Tycoon Mastermind Alliance offers successful professionals and entrepreneurs unique processes for generating multiple streams of passive income from property. Tycoon Mastermind Alliance members travel from all over the UK to attend our sessions in central London and the Midlands.

Members come from a huge variety of backgrounds and professions including IT consultancy, medicine, travel, finance, carpentry, property development, computer programming, accountancy, jewelers, manufacturing, tax mitigation and many more.

The Tycoon Mastermind Alliance is the UK's first and only IMPLEMENTATION program for people who want to take all the theory that's out there and put it into practice. The model that we teach is proven, totally unique AND works in this climate. You can watch videos here:

<http://www.property-system.com/property-tycoon-mentoringprogram.html>

You can see some of the members talking about how they become completely independent in income terms, quit their jobs and now have a ball of a time investing in property.

*Continued on page 5...*

## Workshops & Events (Continued from page 4)

### So what happens when you join the Tycoon Mastermind Alliance?

First of all, you get introduced to ALL the other members from the previous years.

This benefit alone is a key feature of the TMA - many of the existing members have told us that property can be a lonely business – but having access to this group and being surrounded by like-minded people with a passion for property is absolutely priceless.

Networking and learning from this extremely high caliber group of people is half the reason most people join the Tycoon Mastermind Alliance in the first place.

Next, you meet your tutors, that's Parmdeep Vadesha and his carefully selected team of property experts who between them own over 150 properties and manage over 300 properties for other people.

### Next we give you all the tools you need to be successful in property...

We do this via six compulsory sessions, extra specialised workshops and 1-1 mentoring. We work with each member to formulate a specific, workable strategy that you can use as soon as you leave the session to get yourself moving in the right direction.

No more twiddling your thumbs wondering what to do, or even worse rushing into deals you haven't thought through properly.

The workshops and specialised consulting sessions cover all the following (and much more) in detail...

- How to find distressed sellers of bargain properties.
- How to raise finance in the current climate.
- How to make money in commercial property.
- How to find and buy repossessed properties.
- How to negotiate property deals.
- How to refurbish and renovate properties for profit.
- How to effectively manage your investment properties.
- The secrets of using online marketing to dramatically build your property or indeed any other business.
- And so much more!

### Then It's Time For Some Bonding!

Throughout the year, we arrange lots of fun networking opportunities OUTSIDE of the workshop environment. This is where you continue your mentoring in a fun, safe and highly positively charged environment with other like-minded people who have similar goals to you.

For our current members, who have joined since August 2009, we have already organised the following trips for them...

- **A 3 day Negotiation Mastery Field Trip to Marrakech, Morocco** (see <http://tiny.cc/MDcWI> for pictures on Parmdeep's blog)

- **A BBQ at Parmdeep's house** (followed by a fun game of cricket!) with our team of property experts and all the other Tycoon Mastermind Alliance members.

- **A one day trip to a professional letting agency that manages over 350 properties.** On this field trip members learnt how the professionals manage huge numbers of properties - the systems they use, how they handle tenants, how to generate passive revenue streams and a whole lot more.

- **Renovation Mastery workshop.** We took the members out on a coach to view a variety of real life refurbishment projects.

- **Christmas party at Parmdeep's house** followed by a night out on the town!

- And we have plenty more in store for them in 2010!

If you want to learn in detail how the Tycoon Mastermind Alliance mentoring program works, then we recommend coming along to one of our open days in Central London where you will meet Parmdeep, his team of property experts and some of the inspirational Tycoon Mastermind Alliance members that you have been watching on video.

We will reveal to you how the program is set up, what we do at the sessions, how we get you to perform well beyond your peak levels, how long it typically takes to earn enough to give up the day job and much, much more.

### Essential Information:

**Date:** Saturday 26th June 2010 OR Saturday 17<sup>th</sup> July 2010

**Time:** 10am to 1pm (optional networking available at the hotel afterwards)

**Location:** Central London (location will be sent to you once you have registered)

Where you are in property right now is not relevant - you could have zero properties or 200 and it will not matter to us. What matters is your determination and will to succeed. **In other words, do you desire success badly enough?**

If your answer is "YES!" then come along to one of the open days and we will show you what the 'TMA' is all about.

*Continued on page 6...*

## Workshops & Events (Continued from page 5)

### Reserve your place NOW!

For further information and to reserve your place at the next TMA Open Day please go to:

[www.property-system.com/mastermind](http://www.property-system.com/mastermind)

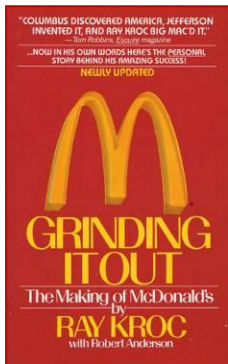
If you are interested in joining the Tycoon Mastermind Alliance we would love to meet you before you apply so we can introduce you to our team and current TMA members and discuss any queries you may have.



2009 Better Your Best Winner Maksoom Hussain collecting her prize from Parmdeep

## Recommended Book of the Month

### Grinding It Out – The Making of McDonald's



This month I have decided to send the Property Tycoons Community Gold and Tycoon Mastermind Alliance members 'Grinding It Out – The Making of McDonald's' by Ray Kroc.

Ray Kroc was an American businessman who took over the small-scale McDonald's Corporation franchise in 1954 at the age of 52 from the McDonald's brothers.

Ray immediately saw the potential of the brothers' business idea - providing cheap but high quality food prepared in a clean environment. After using all his capital and energy to exploit the idea he managed to

build McDonald's into the most successful fast food operation in the world due to his revolutions in food service automation, franchising, shared national training and advertising.

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## Latest Mortgage Rates

John Armstrong  
Complete Mortgages Solutions UK Ltd  
Tel: 0121 236 2882, Fax No: 0121 236 1770

Hi All,

Half of landlords who want to expand their portfolios are being frustrated by the lack of mortgage finance according to a survey conducted by LSL Property Services.

49% of landlords polled said the current market is attractive for investment and that they wanted to expand their portfolios.

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## Testimonials and Success Stories

This month we would like to share with you more success stories from our Tycoon Mastermind Alliance members. The Tycoon Mastermind Alliance mentoring program helps successful professionals and entrepreneurs create a property investment strategy that works for them.

Clients then implement their specific strategy with our help and support so that they can invest successfully with minimal risk for maximum return. The rewards are immense. Our clients find that the renewed focus on “why they work so hard in the first place” combined with a winning strategy allows them to quickly reach their biggest goals as they enjoy their passive income, spend much more time with family and friends and experience true satisfaction and enjoyment from their lives.



**Paul Bromnick: Tycoon Mastermind Alliance member**

Paul has recently completed on a 3 storey Victorian terraced house in Derby. It was valued at £100k in its current state (needs doing up) and Paul snapped it up for £70k. He is aiming to convert it into flats, each worth at least £60k. So after costs Paul is aiming to have made £70k from this deal alone.

*“I have actually done a deal...I want to show it can be done, even when you work full time and have a young family and aren't particularly good at negotiation.... All this sprung from something Parmdeep said on the first TMA session - 'If you had to buy a property at 30% BMV in the next 30 days what would you do?' So I figured I would put in loads of offers with agents, and that's what I employed 2 women to do, and it worked! So all of you who don't think you have got the charm (like me) or gift of the gab (like me) to get deals through agents, I say employ someone who has!”*



**Tony Hoare: Tycoon Mastermind Alliance member**

At one of our TMA sessions we taught members how to source deals from estate agents and they were doing REAL LIVE DEALS! We showed them how to analyse a deal and how to make a BMV offer. We then let them loose on the phone and the Internet to locate opportunities, analyse them, make offers and source deals. Tony managed to find a deal on the day which he has now completed on.

*“We found the lead using the tips presented on the day whilst looking at another property...The agent said they had one that wasn't on the market yet at £59k. I took a punt and offered £51k... So this stacks up to £51k + £12k refurb = £63k.... eventual MV of £80k-£85k.”*



**Vince Audritt: Tycoon Mastermind Alliance member**

The theme of our first TMA session was “Getting Your leaflets Delivered For FREE And Create An Extra Income Stream”. We taught TMA members everything about leafleting for BMV properties and how to test for proven results. Vince took this advice on board and managed to find a property worth £68k for £38k! We also helped Vince to finance this deal in a very clever way using his pension fund.

*“Hi Guys, I had to tell you I have got my first deal from a leaflet. Similar were selling for £68k - £70K at the peak. I valued it at £55K and offered £30K as it needs £5 - £8K spent on it. I have put out 10,000 leaflets. I have financed this in an interesting way which I will be happy to explain at the tax seminar, but I am sure Deep and Hanif will cover it anyway.”*

**If you are interested in the Tycoon Mastermind Alliance mentoring program and you would like to meet some of our members why not come along to one of our TMA Open Days this year?  
You can reserve a place from <http://www.property-system.com/mastermind>**

**You can also get further information from [www.TycoonMastermindAlliance.com](http://www.TycoonMastermindAlliance.com)**

## Ask the Experts

We held another fantastic Property Clinic tele-conference this month for our Tycoon Mastermind Alliance members. Two of our resident property experts are Hanif Khan and Parmdeep Vadesha. Hanif is a successful property investor and entrepreneur who owns a string of estate agents and lettings agencies. Hanif has bought and sold hundreds of houses, and in order to be able to negotiate with lenders to reduce debt he set up his own debt management company and currently controls £4.45m of property using lease options secured on commercial property and land.

Parmdeep started investing in property whilst working as a forklift driver at a crisps factory. Within three years he had become financially free from successful investments in property. He went on to build the UK's largest and most successful community of property investors who buy cheap below market value properties. One of the questions that was put to our experts this month was regarding the hugely popular topic of Lease Options:

**Q. Do you do any advertising specifically for Lease Option prospects, i.e. no equity, no problem? If so, do you have any good copy which has proven to work well?**



**Hanif Khan answers:**

Don't go into too much detail in trying to explain what a lease option is to vendors. They get confused and they can then get worried about the whole process.

That's what we found anyway.

You are far better off just saying to them, 'This is the score. I am renting your house, or leasing your house off you for the next 5 years and I have got the right to buy it any time during those 5 years.' They seem to understand that and are quite happy.

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## Marketing Tip of the Month

### Closing a sale

In direct mail having a good headline, effective copy and great pictures is all very well, but actually getting your customers or prospects to buy from you is fundamental. The key to achieving this is something known as the 'call to action' i.e. that last push needed in order to sell your goods or services.

In cold-calling or selling face-to-face the successful salesperson will have the ability to close the sale. However the average salesperson will find this difficult and may even be nervous about asking the customer for the order.

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## Popular Discussions from the Property Tycoons Discussion Forum

The Property Tycoons Discussion Forum is the central hub of activity on the Property Tycoons Community website – [www.property-system.com](http://www.property-system.com) Here you will find over 3,000 of the smartest, most knowledgeable and most helpful property investors in the UK working together to help each other reach financial freedom through property. The Property Tycoons Discussion Forum is a 24 hours a day 7 days a week resource for members to get their questions answered, network with other property investors or simply sit back and read the hundreds of lively discussions taking place between other members on a daily basis. The Property Tycoons Discussion Forum is the largest and most successful forum in the world for property investors who buy below market value properties – visit [www.tycoons-forum.com](http://www.tycoons-forum.com) to see what all the fuss is about!...

- 'Pessimistic future Interest rate values - get out your crystal balls' - <http://tinyurl.com/yfzq2qh>
- 'Anyone used these sites?' - <http://tinyurl.com/ylixssah>
- 'How much of a slush fund?' - <http://tinyurl.com/yzc7x2y>
- 'Anyone Use Twitter Or Facebook For Property Networking?' - <http://tinyurl.com/yjun9h6>
- 'Distressed Properties Ltd' - <http://tinyurl.com/yhuxgzn>

## Recommended Resources

### Recommended Products

In this section we will be highlighting the latest and very best resources to help you build a successful income generating property business. Some of the resources are best selling products we have developed to help our clients maximise their profits with minimal risk.

**You can view all these products in our Tycoons Store: <http://www.property-system.com/store>**

If you would like to order any of the products from our store, please mention 'Feb 2010 Newsletter' in the comments box when you order to get 10% off.

#### How To Make £32,384.55 In Less Than 4 Months From Your Very 1<sup>st</sup> Renovation

*Property developer of over 400 properties reveals his most jealously guarded property renovation secrets.*



#### Success! Through Property

*Best selling course reveals how to find genuine bargain properties easily and quickly, without having to resort to estate agents or auctions.*



#### Creative Property Investment System

*Learn how to skilfully use little known about strategies to dramatically skyrocket your passive income and profits (includes no money down, tax avoidance, buying properties through a limited company, JV partnerships, options and much more).*



#### 101 Below Market Value Advertising Templates

*Use these proven leaflet, newspaper and Yellow Pages advertisements to work for you 24/7 to get distressed sellers of bargain properties contacting you. These templates are based on proven advertising methods applied by hundreds of property investors in the UK who are paying thousands of pounds for them to appear in the local and national press. So why spend all that time and effort designing your ad when you can use these tried and tested ones?*



#### Bargain Property Copywriting Secrets Revealed

*Listen in to one of the UK's most sought after advertising copywriters, as he shows you over and over again how to cash in big time by using proven copywriting techniques to explode the effectiveness of your marketing so you too can find your own bargain properties.*



#### How To Make £10,000 Per Month Running Your Own Letting Agency

*A lot of people think that making money in property is all about owning buy to let properties and not much else, when in actual fact there are many new and exciting ways to make £2k-£15k per month in property without owning any buy to lets!*

*Operating your own letting agency is a great example and with the proper systems in place, a letting agency can produce £10k per month in passive income with minimal time or effort from you.*



#### Property Marketing Millionaire System

*Proven step-by-step automated Internet system for finding 'off market' bargain properties from the comfort of your home or office.*



*Continued on page 10...*

## Recommended Resources (Continued from page 9)

### Property Finance

Are you interested in 100% finance to purchase an unlimited quantity of buy to let properties?

- Buy and sell as many properties as you can handle using other people's money.
- Up to £5m of funds set aside for your deals.
- Direct access to our network of creative mortgage brokers and solicitors.
- No more excuses for not doing at least one deal every month.

For further details on finance, bridging and Ready Made Deals, please contact our finance team directly from <http://www.property-finance.com/>

### Previous Tycoons Newsletters

Have you missed an edition of the Tycoons newsletter? Don't worry – you can download all the previous editions from [www.tycoons-newsletter.com](http://www.tycoons-newsletter.com)

## Do you have a property to sell?

Are you a property finder looking for investors? Do you have a residential or commercial property to sell but you are not sure where to start or how best to market your property? Can you consistently source property investment and development opportunities? If so, we may be able to help you...

We have over 2,500 serious property investors who rely on my team to source UK property investment opportunities for them. We supply these investors with 50+ ready made deals every month. This has given us one of the largest UK databases of experienced investors who know a deal when they see one.

Our ready made deals come to us through a wide variety of sources including our own extensive nationwide marketing efforts, networks of nationwide property finders, offshore search engine optimization experts, estate agents, banks, solicitors, insolvency practitioners and many other sources.

We then package everything up for our clients if required including solicitors and finance. The rest of our time is spent on pushing the deals through to completion as quickly as possible (most of our deals complete in 4 weeks or less).

This leaves you free to focus on other things while we deal with the time consuming leg work. So if you have a property you would like to sell or you are a finder and you would like us to market your deals for you please email us on [deals@readymadedeals.co.uk](mailto:deals@readymadedeals.co.uk) for a free, no obligation discussion. If we cannot help you we will try our best to point you in the right direction.

## How to Find Bargain Properties – Free Training

A few years ago, for the benefit of my extensive network of thousands of business contacts I set up a website called the Property Tycoons community. The website URL is [www.TheTycoonMethod.com](http://www.TheTycoonMethod.com).

The website expanded at an exceptional rate from zero members at launch to over 1,000 subscribed members in just 12 months! The Property Tycoons forum is where over 3,000 property investors go to pass on and take property deals from each other, discuss property investment, help each other arrange networking meetings, chat live with each other on the Internet and MUCH more!

I thought it may be instructive for me to go through some of the commonly overlooked features of the forum here for the benefit of newsletter readers.

A lot of our members do not know about the LIVE chat room feature we have provided for our members to speak with each other in an online chat room environment at any time of the day or night.

You can find this by clicking the “LIVE chat” link at the top right of the forum page. Log on between 8pm and 11pm to find members chatting about property investment.

Our deals and leads sections have also proven to be exceptionally popular with members. This is where our members can pass on and take deals from each other. Go to [www.TheTycoonMethod.com](http://www.TheTycoonMethod.com), scroll down the page and look for the sections titled “ready made deals...” and “pass on and take leads...”

For a bit of fun and relaxation, I have also included a games section on the forum. Simply click the “arcade” link in the top right of the forum. Choose the classic arcade game you want to play and see if you can beat our resident games masters!

I have also put up several training videos to teach Property Tycoons Forum members how to find bargain properties. The aim of the calls will be to teach Tycoons community members how to...

- How to find bargain properties using other people’s time and resources...
- How to set up your own bargain property finding website...
- How to set up advertising campaigns on Google and Yahoo...
- The software I use to spy on my competition and figure out their Google keywords...
- Search engine optimization techniques...
- How to pass on the deals and leads you do not want to pay for the ones you do— here’s how the professionals get their bargain property marketing paid for by other people!
- And much, MUCH more!

To watch the training videos go to [www.TheTycoonMethod.com](http://www.TheTycoonMethod.com).

Click ‘free downloads’ from the top left of the screen then go to the “How to find bargain properties - training videos for Tycoons members” section.

The videos are all in there – simply click the blue links to open the videos. They will take a few minutes to load so please be patient.

The videos will even show you how to generate leads for FREE – using little known jealously guarded secrets us ‘nerds’ keep to ourselves.

In the meantime email me your burning questions about finding bargain properties to us at [www.askparmdeep.com](http://www.askparmdeep.com)!

## Ready Made Deals of the Month

In our Ready Made Deals section you will find deals that are being passed on by our members with NO upfront fee charged. You only pay a finder’s fee if you go ahead and buy the property. A refundable deposit may need to be paid up front for some of these deals (all conditions of sale are clearly stated).

*To view the rest of this article registered subscribers of the Property Tycoons Community can download the full newsletter by clicking [here](#). Members also receive the full hard copy version through the post each month.*

*If you are not a Property Tycoons Community member and you would like to know more about the huge range of benefits or take advantage of a free one month trial [click this link](#) to join the world’s largest property investor community featuring ready made deals, no money down finance, how to get started in property, workshops, mentoring and much more.*

## Property Tycoons Radio



On our hugely popular podcast you will find dozens of property investment related audios for you to download and listen to for free. Enjoy from your home or office PC or even download to your ipod or other mp3 player for listening on the move.

➤ **“How To Profit After The Crash Lease Options Tele-seminars” Parts 1, 2 and 3”**  
January 2010



Listen to this valuable series of tele-seminars on the UK's first £1M Lease Options challenge! On the tele-seminar you will hear from Parmdeep Vadesha, Hanif Khan, Shimon Rudich, Phil Martin and Richard Shepherd.

This tele-seminar walks you through how to structure a lease options deal. Our lease options solicitor will take you by the hand and show you how to fill in the initial documentation including the 'heads of terms' agreement that you will need to complete when putting lease option deals together.

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## Upcoming Property Auctions

AUCTION DATE	AUCTION HOUSE	AUCTION VENUE
15/02/2010	Savills Residential	Royal Garden Hotel, 2 Kensington High Street, London, W8 4PT
15/02/2010	Colliers CRE	Radisson S A S Portman Hotel, 22 Portman Square, London, W1H 7BG
16/02/2010	Savills Residential	Royal Garden Hotel, 2 Kensington High Street, London, W8 4PT
16/02/2010	Barnard Marcus	Grand Connaught Rooms, Great Queen Street, London, WC2B 5DA
17/02/2010	Allsop Residential	Cumberland Hotel, Great Cumberland Place, London, W1H 7DL
17/02/2010	Eddisons Manchester Robinson & Hall (Bedford)	Fairways Lodge & Leisure Club, George Street, Manchester, M25 9WS
18/02/2010	Eddisons Leeds	Holiday Inn Milton Keynes East, London Road, Newport Pagnell, MK16 0JA
18/02/2010	Auction House Cumbria	Leeds United Football Club, Elland Road, Leeds, LS11 0ES
18/02/2010	Fox & Sons (Southampton)	Carlisle Racecourse, Durdar Road, Carlisle, CA2 4TS
18/02/2010		Southampton Park Hotel, 12-13 Cumberland Place, Southampton, SO15 2WY

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## Special Discounted Offers for Property Tycoons Newsletter Readers

### 10% off our recommended solicitor:



Most property transactions (especially creative deals) fall over because the solicitors simply do not understand what you are trying to achieve as an investor.

We had the same frustration with our property deals so we decided to find a firm we could educate on ALL the different creative ways of doing deals including options, lease options, delayed or conditional exchange of contracts, no money down finance and much more. I now use this firm for all my creative and 'normal' bread and butter purchases of both residential and commercial properties.

We also use this firm for our ready made deals business which sells between 30-50 properties per month to our investors from all over the UK. For this firm, 4 week (or less) completions are the norm not the exception.

Her name is Najma and you can reach her on 0845 094 4912 or [info@aspencourtsolicitors.com](mailto:info@aspencourtsolicitors.com). Let her know that you are a Property Tycoons Community Newsletter reader for 10% off her fees when you use her next.

### 10% off our recommended mortgage broker:

If you have any finance related queries for John our mortgage broker, you can reach him on 0121777 6329 or via email [info@nomoneydownltd.com](mailto:info@nomoneydownltd.com).

Elsewhere in this newsletter you can hear what John has to say in the "latest mortgage products and rates" section".

### Save money on your insurance or £50 in cash



We have exciting news on a new property insurance product created specifically for residential landlords.

Not only will this save you typically up to 30% on your insurance costs but also offers a vast array of features making a "best of breed" product.

Underwritten by Liverpool Victoria, an "A" rated insurer, the product gives you peace of mind whilst keeping costs to the minimum. Some of key benefits include:

- "All risks" for the building – including accidental damage
- Cover for the cost of re-housing tenants – up to 25% of building sum insured
- Cover for loss of rent – up to 20% of the buildings sum insured
- Unauthorised use of electricity and gas – up to £10,000
- A 24 hr legal helpline
- Legal expenses cover of £100,000

Another key benefit of the product is that it can help you save time by combining your policies into one renewal date thus making it much easier for you to manage.

Of course, if you prefer to manage your portfolio as and when the renewal dates fall due, then this fine too!

### Cost savings

Let's face it – the property insurance market is already saturated and you may be happy with your existing policies, so why bring out this new product and why should you switch?

Because our insurance brokers genuinely believe that this is the best product on the market. On a typical portfolio of 5 to 10 properties they are saving clients up to 30% - amounting to hundreds per year. If you have more properties they can save you even more money.

They are so confident that they can save you money they guarantee it!

If they can't then they will give you £50 cash – no questions asked\*

Why not save? Visit [www.property-insure.com](http://www.property-insure.com) to find out more.

*\*Offer subject to terms and conditions see website for details*

## Latest Market Statistics & Trends

The RICS UK Housing Market Survey is one of the most respected and influential measures of the housing market in the United Kingdom.

Increasingly used by City forecasters and the Bank of England, the monthly survey is often the first to identify sea changes in the market across England, Wales and Scotland and Northern Ireland.

### RICS UK Housing Market Survey – January 2010

#### Extreme weather puts a freeze on activity but prices continue to rise

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## Download the Property Tycoons Community Toolbar

The free Property Tycoons Community Toolbar allows you to stay connected with the Property Tycoons Community even when you are not logged in. The toolbar displays latest posts, ready made deals, news, podcasts, blog entries and much more at the top of your internet browser.

Download the free Property Tycoons Community toolbar here:

[http://www.property-system.com/property-tycoon-toolbar\\_info.html](http://www.property-system.com/property-tycoon-toolbar_info.html)

## Property Tycoons Community Member of the Month



This month our Property Tycoons Community Member of the Month is **Colin Parker** from **Alnwick, Northumberland**.

Colin is a well respected and popular member of our Tycoons Discussion Forum who is always happy to help other Tycoons forum members by offering his advice and knowledge, so congratulations to Colin and thank you to all Property Tycoons community members for your votes this month.

Below are just some of the great comments we received from Tycoons forum members who voted for Colin to be Member of the Month:

*“Colin puts quite a bit of time and thought into his regular posts. I think it's only right that he should be recognised by being awarded MOTM.” - Kevin Geer*

*“Some very informative information given freely, interesting threads started, and given the opportunity, great to talk to personally as he has a great insight into the market in general.” – Pete Mahoney*

*Colin gets my vote this time too, I spoke to him for a very informative hour and I like his no-nonsense, genuine approach to business.” – Jason Periapillai*

*“He's contributed a lot of useful internet marketing advice... I respect both his knowledge and time committed to the forum.” – Pat Flatley*

**To listen to our interviews with the member of the month, please visit the [FREE downloads](#) section of the Tycoons forum.**

Who would you like to nominate as our next member of the month? Please post the name of any Tycoon Community member in this section who you would like to nominate as our next member of the month. On the first day of each month we will award the prize to the Property Tycoon community member with the most votes.

*Continued on page 15...*

## Property Tycoons Community Member of the Month (Continued from page 14)

The member of the month will then be interviewed by Parmdeep Vadesha on the phone for 1 hour if he or she is happy to participate. Parmdeep Vadesha will be offering the winner a free Amazon Gift Certificate to spend on a gift of their choice.

To nominate our next member of the month go to the **Member of the Month** section on the Tycoons forum.

If you want us to send you the audio CD and transcript of the member of the month interview each and every month then consider becoming a Gold member of our Property Tycoons forum. Gold members also get our recommended book of the month through the post each month.

## How the Tycoons Team Has Helped You

If the Tycoons team at Vadesha Properties Ltd have offered you guidance or helped you in any other way we would love to hear from you! Simply send your story to Denise Lawlor and if published in our newsletter we will send you £50 as a thank you from us.

You can email your story to [denise@property-system.com](mailto:denise@property-system.com) or you can send it in the post. Don't forget to include your full contact details.

## Would you like to advertise in the Tycoons Newsletter?

If you would like to place an advert in the Tycoons newsletter please contact the newsletter editor for further information. Send us your name and contact details along with a brief description of the business/service that you wish to advertise.

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