



# NEWSLETTER

Volume 6 - Issue 294

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## In This Issue

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## Quote of the week!

**"Most people give up just when they're about to achieve success. They quit on the one yard line. They give up at the last minute of the game one foot from a winning touchdown."**

**-- Ross Perot**

## What is it all about?

### A brief profile

My name is Dave Dorian and I am the founder of the Follow Me Chat Club. As an introduction to new members I will outline a few basic points about my investment journey and myself.

*\* I was 56 when I first learnt about property investing and I was retired at 60.*

*\* Paula and I went from broke to millionaires in 3 short years.*

*\* We say, "It took us 40 years to wake up and just 3 years to accomplish."*

*\* What we did, you can do too. It's easy and safe.*

*\* We started a Chat Club so we could mix regularly with like-minded people.*

*\* We now like to help others learn the basics, just as others helped us.*

*\* Now nearly 11 years later, as our knowledge has grown, we have many influential property investing experts as friends to give us sound advice.*

*\* We have more recently started an advanced program to help members progress further.*

We worked hard like most people. We ran a small successful family business, had a family home, devoted our lives to our kids, spent what we earned and lived a good and comfortable life. We had worked for some 35 years when reality set in. My wife Paula was 54 and I was 56. Retirement was looming, but any dream of a comfortable retirement was for some reason starting to fade. What had happened?

We had followed the rules; worked hard, paid super, bought a house, invested in some shares, and had even bought a second property. As for many other baby boomers, retirement was now looking less affordable with the lifestyle we had planned. Our accountant had just told us we were broke. We wondered what we should do and whom we should talk to. Those financial planners we had already spoken with had had little to offer. Sound Familiar? Then read on!!

### *A Winning experience!*

We found a sound and simple strategy in books, set a basic goal and went on the journey. We made mistakes early, but after we transferred the experiences learned from our distribution

business to this new investment business we found it easier to succeed.

### **We found a SAFE SECRET**

What we previously thought was a secret soon (it was hidden in books) soon became common sense. We knew we had unlocked the door to financial freedom. We now run our Follow Me Chat Club and show others how we did it then and what we are doing now.

**You will need more than 2 hands when you get your Property Portfolio moving forward!**

### **FIRST 4 WEEKS are FREE**

The Chat Club is a chance to change the way you think about money while in the company of others. We are not property developers, nor are we part of any consultant group. We run a safe space at our meetings (no sales, no business cards, and no gimmicks.) The first 4 weeks are FREE, then, to become a member you pay only \$100 which includes your partner. Each year thereafter there is a \$100 annual services fee and while this helps us cover some of the costs it also gives you access to weekly meetings, the newsletter, FREE blueprints, website, affiliates program, apprentice program, rebates on deals, special functions and much more including the PIF manual which is chock full of tips, check lists and helpful strategies.

### **Feel Free to invite your friends too!**

We followed a basic strategy that works and now devote our time to helping others do the same.

### **Learn how to build Basic**

#### **PROPERTY INVESTING FOUNDATIONS:**

An Educational program of weekly topics designed to help average people get started and assist you on your investing journey.

Includes Paying for the Shortfall, Meet a Member, Q & A, weekly updates, market trends and a basic, safe investing strategy that all can follow

#### **The 2008 Meetings are as follows:**

SEVEN HILLS - Monday nights in the auditorium at Seven Hills/Toongabbie RSL Cnr Best Rd & William St, Seven Hills.

Starting time 7.00pm

Meeting Finishes 9:15pm

Guest speaker for next 6 weeks is lifestyle and business coach Toney Fitzgerald





## Each week we ask Dave some questions concerning property

[Dave@fmcc.com.au](mailto:Dave@fmcc.com.au)

Hi all and thanks again for the interesting questions. Please be aware that I give you my personal view only, and these are not to be taken out of context. Remember you should always do your own due diligence and seek the advice of professionals.

### 1. Now that you are financially independent, what is your “WHY” that keeps you investing?

The simple answer is the Chat Club and my thirst to learn more.....my WHY is the need to be around like minded people and straight out of Toney's book 'Don't Bitch, Just Get Rich' I have made an empowering promise (to myself) to help average people get started. I do this because I find it rewarding to feel (know) that my knowledge is making a difference. I was very fortunate to find a basic wealth strategy that worked at a time when my family and I had our backs to the wall. I had this feeling that I was at the right place at the right time in our lives. The secret was that we were desperate enough to 'pay attention' to the advice of experts and decided to follow and perfect one simple strategy. The discovery of this simple secret lead to my reading marathon and taking affirmative action with an end result that was truly amazing. I then set about increasing my learning as the message I was getting from Kiyosaki and Robert Allen and other authors was to FOCUS on one simple strategy until you have perfected it, and that is what I have done. I FOCUS on the simple strategy of buying and renting cheapie 'bread and butter' properties in my own backyard. My vision is that of the butterfly effect – if we can give a helping hand to enough people so they learn and perfect the strategy basics, they too will be able to teach others and between us we can make a difference. The culture of our Chat Club is just this and the people in the Gold Group who run FMCC meetings and those who work at H.Q. all share this basic philosophy. Our long term vision is to put a basic program in place that average people can follow from start to finish. The growth of the chat club has been constant, as has the property learning experience. We now have the 3 levels in place that we started out trying to accomplish. We used to call these primary school, high school and university. Monday Night is primary school where you learn the property basics, the theory, The Apprentice Millionaire program is high school where you take action and learn how to lay the proper property investing foundations that are required to build and manage a property portfolio. The Next Property Millionaire is the crème de la crème of the program - the university level. This is a home study course that can be used by beginners and experienced investors alike. It reaches out to everyone, is a step-by-step blueprint on how to go from beginner to multi-millionaire. For those unable to attend FMCC weekly meetings it contains (or will contain) the basics required to run in-house meetings with your own group or groups. Individuals will soon be able to duplicate Chat Club strategies in their own areas with their own groups. It is the next level for those attending Chat Club meetings, it takes over where the Apprentice Program leaves off. When you

have prepared yourself, 'laid the proper property investing foundations' for financial freedom, here is a program to keep you on track and show you how to go all the way. It's a practical home-based study coaching/ mentoring program for all.

### 2. Where do we get the 4.99% p.a. interest rate from? Which lender?

Here is the lender's blurb about their product...

#### “FirstMac fights back with a new 3.99% homeloan!

“Over the past few months we've seen continued volatility in the world financial markets, with a coordinated effort worldwide to reduce interest rates. In addition, as a result of these turbulent market conditions, credit and mortgage insurance conditions have tightened.”

“To provide you with greater opportunity to compete in these changing times, we have pleasure in announcing the first phase in the launch of our new home loan — **FightBack.**”

“**FightBack** is a fully featured home loan designed to appeal to home buyers and property investors. It's also ideal for borrowers wishing to refinance an existing property.”

“There are two great new **FightBack** products.

#### **FightBack premium fixed**

- **3.99% 12 month introductory fixed rate** (reverting to standard variable- currently 7.74%)
- Full Doc only
- Max LVR 80%
- Max loan amount \$750K
- 100% redraw offset on fixed rate allows unlimited extra repayments
- Unlimited FREE Telephone and Internet redraw
- Fully transactional with Visa debit card- 5 FREE ATM per month
- No ongoing monthly or annual fees

#### **FightBack premium variable**

- **6.99%**
- Full Doc only
- Max LVR 80%
- Max loan amount \$750K
- 100% redraw offset on fixed rate allows unlimited extra repayments
- Unlimited FREE Telephone and Internet redraw
- Fully transactional with Visa debit card- 5 FREE ATM per month
- No ongoing monthly or annual fees”

#### **Comment from MAREE,**

“Dave, yes this is available to Chat Club members. I am accredited with Firstmac and they are a solid finance company. I am still waiting on a few answers before I sell this product.

1. What are the upfront costs?
2. What are the exit costs (I think it may be 5 years penalty)?





“These questions are important as after the initial honeymoon period the rate is .70% higher than what I can get from other banks. In regard to your members, it is also important to be aware that it is only for Full Doc clients and the maximum LVR is 80%. We believe other products will follow.”

Regards

**Maree Imbruglia**

**AUSTRALIAN FINANCIAL INNOVATIONS**

ACN 125 424 240

Mobile 0409 555 246 | Fax 02 9629 3519

email: [maree@afinnovations.com.au](mailto:maree@afinnovations.com.au)

### 3. Why are most of the properties at Sydney's outer west? How do you target an area – where do you start?

We continue to buy in the Sydney Outer West because;

- The ones we have purchased there ourselves have outperformed the properties we have purchased in other areas of Australia
- The area complies with all the requirements of an ideal area.
- We instinctively know the values in the area
- The rentals have outperformed almost all other areas in Sydney in good times and in bad.
- Because of it's proximity to the Sydney CBD the media does not usually report on the area even though it out-performs most areas.
- The area's performance stacks up very favourably with any areas around the country and in country areas that are promoted by most property gurus.
- I always have a smile on my face when listening to people like Margaret Lomas on T.V. describing an ideal country area in which to buy because all of the criteria she uses fit in with the Sydney Outer West area, so there is no need for us to flit around the country trying to get better results.
- If you live in another area look for an area that has similar criteria and spend 6 months properly studying the area
- Cash-flow positive property runs in cycles and we are entering a cycle of cash flow property in the area.

#### How do you target an area?

If you have Robert Allen's book "Creating Wealth", then that is the best guide. Many other property investing books have a guide in them and most are similar. The key factors are population, future potential for growth (long term) close to infrastructure and industry, schools, shops, transport etc. Usually a block of land with a 3 bedroom house on it at the lower end of the market so that it will rent out in good times and in bad. Our Pink book has a property grid that contains most of the criteria needed to qualify the right house.

*Hoping our answers helped.*

*Remember: Property investing doesn't have to be complicated. Simply buy a "Bread and Butter" property, fix-up, re-value, refinance, repeat  
Happy investing all, Dave Dorian.*

## The World Is Changing, Are You Keeping Up?



### Three stepping stones to financial freedom From the Rat Race to the Fast Track

#### Step 1: The Theory;

The Chat Club is about helping average people get started. We teach and encourage members to learn the basic theory of property investing in a safe space environment – no selling, no business cards.

#### Step 2: Taking Action

The Apprentice Millionaire helps average people lay the correct property foundations while purchasing 4 cheapie properties under the supervision of other property investors and using the property experts we use ourselves. The Apprentice Millionaire is about putting the theory into action.

#### Step 3: Financial Freedom

Toney and Dave have perfected the most brilliant program for people who wish to become financially free. It is a simple Educational program that contains all the aspects required to take average people from the rat race to financial freedom. Four properties will make you Rich over time, but if you want to exit the Rat race and become Financially Free you will need a lot more continued help and guidance.

I know that what separates me from the masses is my mind-set; buying 4 properties is easy – but as the statistics tell us - going from 4 to 10 is not so easy, unless of course you develop the investor mind-set.

And this is the basic premise that gave birth to The Next Property Millionaire Program. Toney Fitzgerald is the Mind-Set expert, Dave Dorian the Property Investor Strategist (The Coach and The Mentor)

So when you are ready, Take the Challenge and become "The Next Property Millionaire"; this is what we call the Masters degree for property investors. It is designed to take you from The Rat Race to the Fast Track. It goes in this order;

**MIND-SET + STRATEGY = FINANCIAL FREEDOM**

Property Investing made simple,  
Dave Dorian





## The Follow Me Chat Club Mission Statement

The mission of the Follow Me Chat Club is to make a positive difference to the average person, through the establishment of Follow Me Investment Clubs, which will show people how to start the journey to unleash themselves from the rat race using proven property investment practices. Each Follow Me Investment Club will maintain a high level of integrity as set out under the Franchisee Code of Ethics and pursue the safe place philosophy for beginners. Follow Me Franchisees will be supported by a professional head office support group, which will provide leadership and standards of excellence for areas such as franchisee education, central marketing, loans and financing, buyer agency agreements, group travel, central administration, legal assistance, accounting assistance, web site management, newsletter production, guest speakers, etc.

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## INVESTING SELF MANAGED SUPER FUNDS

If you are not sure how to, or are having difficulty transferring your current Super Funds to SELF MANAGED please feel free to discuss with Chat Club accountant Yuk Wong or simply email [yuk@baserbusiness.com.au](mailto:yuk@baserbusiness.com.au)

### Reno / Fix up Tips & Tricks



#### PAINTING

- Clean everything first!!
- Dry clean the spider webs and dust.
- Wet clean the walls with sugar soap if they are mouldy.
- Wet clean the windows and architraves with soapy water or a good soapy product.
- Look to see if anything actually does need painting.
- If so, check to see whether you need an undercoat for some walls/doors/architraves.
- Make sure you use a good paint and apply it properly. Use a neutral colour and let the tenant add colour to their interior fashion designs.

DAVE says: "I DIDN'T READ A BOOK FOR 36 YEARS AND NOW I CAN'T STOP!"



## **XMAS SPECIAL** **FOR CHAT CLUB MEMBERS**

**5 books for \$60.00**  
**Offer closes 24<sup>th</sup> December 2008 or**  
**when current allocation sold.**

**On sale now !** How to be...The Next Property Millionaire - Take the challenge  
This book will coach you on how to build a multi-million dollar property portfolio in just two years - it's easy just follow our system!  
For more information about The Next Property Millionaire Program and to purchase our book, go to [www.thenextpropertymillionaire.com.au](http://www.thenextpropertymillionaire.com.au)

**Below is some current communication about the book sales and distribution.**

"Toney, Further to today's meeting with Borders, I represented Next Property Millionaire."  
"I am delighted to report that the team were most impressed with the finished book and I quote, "we will place an order in quantity and locate this title in our business lead bays".  
I expect to receive the order for early January."  
Joel Fulton - Owner & Senior Executive

Angus and Roberts has ordered 3 books for every company owned store. All other stores are franchised owned and they are selling it already.





## Healthy Living

Supplied by Noel Watt

### A Hand Full of Nuts is Good for Your Health.

Some food for thought on nuts in your diet. Nuts are quite high in calories and fat, so if you can restrain yourself and not over indulge nuts can definitely be a part of a healthy diet.

Research has found that people who eat nuts regularly have lower risks of heart disease. In 1996, the Iowa Women's Healthy Study found that women who ate nuts >4 times a week were 40% less likely to die of heart disease. Two years later, another study conducted by the Harvard School of Public Health found a similar result in another group of women subjects. Furthermore, potential heart health benefits of nuts were also found among men. In 2002, the Physician's Health Study found that men who consumed nuts 2 or more times per week had reduced risks of sudden cardiac death.

Nuts are said to be one of the best plant sources of protein. They are rich in fibre, phytonutrients and antioxidants such as Vitamin E and selenium. Nuts are also high in plant sterols and fat - but mostly monounsaturated and polyunsaturated fats (omega 3 - the good fats) which have all been shown to lower LDL cholesterol.

**Bottom Line:** FDA only approved the heart health claim for almonds, hazelnuts, peanuts, pecans, some pine nuts, pistachios and walnuts as these nuts contain less than 4g of saturated fats per 50g. However that doesn't mean you should restrict yourself to these 7 nuts only. In addition to nuts, seeds such as flax seeds, pumpkin seeds and sunflower seeds may offer the same heart health benefits. Again moderation is the key - limit your intake to 1 to 2 oz of unsalted nuts per day.

So go to it, grab your nuts!



The Apprentice Millionaire meetings held last week on Thursday & Friday were awesome!

We have more coming this week, so email Dave with your expression of interest for this coming Thursday and Friday night at Head Office.

It's a relaxed atmosphere!



## The Property Investing Chef's Cooking Tips

By Wayne Brown

### Chicken and Salad Wrap

Preparation time 15 min Cooking time 10 min.

Serves 4

Ingredients:

- 1 cup cooked chicken
- 2 cups iceberg lettuce, shredded
- 2 tomatoes, finely chopped
- 1 cup carrot, grated
- 1 cup light cheese, grated
- ½ cup sultanas
- Mayonnaise to taste
- Salt & pepper to taste
- 4 pieces lavash or mountain bread

Method

Combine the chicken, lettuce, tomatoes, carrot grated cheese, Sultanas, mayonnaise and salt & pepper in a bowl, gently toss to Combine.

Place 2 tablespoons of the mixture onto each piece of bread then Roll to enclose the filling and serve immediately.

*Bon Appetite, Wayne Brown*

## Jokes Corner

### The Porsche of the stockbroker

A successful stockbroker parked his brand-new Porsche in front of his office, ready to show it off to his colleagues. As he got out, a truck passed too close and tore off the door on the driver's side. The stockbroker immediately grabbed his cell phone, dialled 911, and within minutes a policeman pulled up. Before the officer had a chance to ask any questions, the stockbroker started screaming hysterically. His Porsche, which he had just picked up the day before, was now completely ruined. When the stockbroker finally wound down from his ranting and raving, the officer shook his head in disgust and disbelief. "I can not believe how materialistic you stock brokers are," the cop said. "You are so focused on your possessions that you don't notice anything else." "How can you say such a thing?" asked the stockbroker. The cop replied, "Don't you know that your left arm is missing from the elbow down? It must have been torn off when the truck hit you." "My God!" screamed the stockbroker. "My Rolex!"



**BOOKS – the ESSENTIAL Reading List**

1. **Rich Dad, Poor Dad** - Robert Kiyosaki.
2. **Cash-Flow Quadrant** - Robert Kiyosaki
3. **Creating Wealth** - Robert G Allen
4. **Nothing Down for the 2000's** - Robert G Allen.
5. **Don't Bitch - Just Get Rich** - Toney Fitzgerald (also in Audio Book, now available)
6. **How to Build a Multi Million Portfolio in Your Spare Time** - Michael Yardney
7. **Follow Me - Broke at 57, Millionaire at 60** - Dave Dorian & Barbara Stanners
8. **A True Story Booklet** - Dave Dorian
9. **How to Build a \$10 Million Property Portfolio in 10 Years** - Peter Spann
10. **More Wealth** - Jan Somers
11. **Seven Steps to Wealth** - John Fitzgerald
12. **How to Build Riches** - Bruce Davis.
13. **Richest Man in Babylon** - George Glasson
14. **Think and Grow Rich** - Napoleon Hill
15. **The Mentors Booklet** - Dave Dorian

## Use Affirmations to Take control of Your Life

The idea behind these techniques is pretty simple. Most of us grow up learning to put ourselves down for any real or imagined error. We grow up believing certain things about ourselves or comparing ourselves negatively to others. The use of [positive affirmations](#) is a technique to change that negative self-talk into something more positive.

Since we've spent many years on the negative image I think it's unreasonable to expect an instant effect from affirmations, but if we stick to it for a few days, with honesty, trust, and belief, then results will start to happen.

**Affirmation of the Day:****Chose one or more of the following affirmations:**

- \* Money comes to me easily and effortlessly.
- \* I am magnetic to my greatest good.
- \* I am open to receive the abundance of a loving universe.
- \* I deserve to be prosperous.
- \* I am willing to be prosperous.
- \* I am financially secure.
- \* I am surrounding myself with loving, giving people.
- \* I am healthy and wealthy.
- \* I allow myself to prosper.
- \* I trust that I will create abundance.
- \* I enjoy a steady flow of income coming into my life.
- \* I always succeed.
- \* I have plenty of time and money for all my needs.

I've enjoyed using affirmations for several years. It is free, easy and usually effective. For myself, it is the simple repeating a **positive** phrase in front of the mirror, in the car, or writing it on paper. Whenever I catch myself thinking something I don't want, I try to "change that thought" to be a new one. Here are some techniques I use with affirmations to change my behaviours. Feel free to modify them for your own use as I have for mine.

*There are different techniques, use whatever works for you:*

**Mirror Affirmation Technique:**

This technique is great for helping you see yourself as beautiful. I

learned this from Louise Hay books and modified it for my own use.

Stand in front of the mirror, preferably in underwear or unclothed. Start at one end of your body & work to the other end finding as many nice things to say about your body as you can. For example: "I love my ears. They hear well and enable me to listen. They have a beautiful shape. I love my wonderful ears."

Doing this technique helps you find and appreciate more of you. All of your body does important functions. Your eyes see, ears hear, nose smells, and heart pumps blood. The idea, of course, is to build a more positive overall self-image.

**Anywhere technique:**

Whenever you catch yourself thinking something you would rather not, here is a technique that works rather well. It is based on NLP techniques.

Hear the phrase you said diminishing in volume until it disappears, then hear the phrase you want to say grow louder.

Alternately, you can see the "picture" of what you didn't like go spin away from you and have the picture of what you do want spin towards you.

In this way we lessen the importance of the negative thought and give greater importance to the positive thought.

**Writing Technique:**

I call this technique "Giving the problem to Spirit". Scott Adams used a version of this technique to change his life. It worked well for him; perhaps it will work for you.

Simply sit down at a table and write what you would like in your life 15 times every day. An example is: "I am healthy, happy, wise and free". When you are done know that the universe is taking care of it.

Some people will take that writing and tuck it into a revered place, such as their bible, or some other place of respect. Don't just toss it into the junk drawer. That means that you are disrespectful of your thoughts.

**Garbage bin Technique:**

Good for getting rid of negative thoughts. Be sure to replace them with [positive thoughts and affirmations](#).

Whenever you find something you don't like. Write it down, tear it up or best even burn it and throw it into the garbage bin or flush down the toilet. By doing this, you are telling the "universe", I want to be done with this problem, please help me work through it and be done with it.

A related technique is the "burning bowl" ceremony. Write two lists. One is for all the thoughts and personal traits that you want to get rid of. The other is for the positive thoughts and traits that will fill the vacuum created by the departing thoughts. Then light a fire in a bowl and put the bad list in, and tell the world (doesn't have to be loud, though it could) that you release these thoughts.

**Meditation Technique:**

Look for divine inspiration while repeating your affirmation

Sit quietly and ask your inner guide, universe, God, and/or guardian angel (whatever fits your belief system) for insights, help and guidance. Then quietly repeat your affirmation for





10-15 minutes. Sit quietly for 5 minutes afterwards for any insights.

**Exercise Technique:**

Works well for active people and for many health related goals.

Repeat your affirmations while exercising. Such as, "I am strong" or "I am really improving" and so on. Soon they will be part of your thought process. Repeating these affirmations becomes self-fulfilling since you will have more fun and see more results. Because of that we'll tend to *stick* with the program and maybe even work harder.

**Integration Technique:**

A technique for actively working on your [goals](#)

While repeating your *positive* affirmation, actively think of ways to integrate your affirmations into your life. For example: if your affirmation is "I have a great xxxxx": find ways of loving your xxxxx, improving your relationship with xxxxx, and best ways of achieving xxxxx.

**Disclaimer:** This information is not meant to replace any medical treatment. It is offered here as a service. Use this information at your own risk. No guarantee is made towards validity. This is my personal belief on how affirmations work for me.

Ursula Kennedy

Happy Investing, *Ursula Kennedy*

- a) Financial Intelligence; this is the intelligence needed when doing the numbers to purchase
- b) I.Q. intelligence; this is the intelligence required to maintain and grow the portfolio

The Blueprint is about helping you learn, understand and implement these two forms of intelligence.

**So good luck to everyone – enjoy your FREE blueprint and remember:**

Like all great achievers, most get so far on raw talent, and then they realise that raw talent may account for 95% of their success, but if they wish to go that extra 5% they must have on their team experienced coaches and managers. If you wish to go from the Rat Race to Financial Freedom, you will need the same.

In Toney we have the perfect business, lifestyle, and mind-set coach, and in Dave and Rob we have an incredible vein of property investing knowledge, strategy, contacts and experience, they create wealth from property by keeping it simple.

Property investing made easy, *Dave Dorian*.

**PEOPLE IN MORTGAGE STRESS!  
PLEASE DON'T GIVE UP!  
JUST MAYBE - WE CAN HELP YOU..!!  
Call Nat 9674 8740**

**BLUEPRINTS**

**WHO WANTS A FREE BLUEPRINT WITH DAVE?**

- One blueprint per normal member (paid \$100)
- One more for people who join the buyers list (paid a deposit of \$500)
- One more to people who join TAM (paid \$2,000 for personalised service)
- One more to people who join the TNPM program (Paid their entry fee)
- One more after each house you purchase through DPG (and paid your full BA fee)
- Above and beyond this, you are welcome to send an email and I will reply.

**If you can think of any other ideas please let me know;**

To qualify for a blueprint we are assuming that you have attended at least 6 weekly meetings in the past 12 weeks, are a fully paid up member of FMCC, have read 3 of the recommended books including Rich Dad Poor Dad, Creating Wealth and another of the Chat Club recommended property investing books.

When you apply for a Blueprint, don't forget to order you FREE e-copy of 'The Science of Getting Rich' which you should read.

**WHAT IS A BLUEPRINT?**

Robert Kiyosaki talks about two kinds of intelligence;

**Commissions receivable**

FMCC receives a referral fee from Home Loans and Income Protection and Life Insurances. The proceeds go towards helping pay the costs of FMCC, Head Office and the support team.



*At Your Service.....*

Any queries please contact Nat on 9674 8647  
*Ring for the latest deals...*



# BANKS GOING SLOW

## Increased Demand Requires Patience & Diligence

Banks are normally staffed to cater for average demand for their products and services. Due to the ongoing recent interest rate reductions (that no doubt everyone is aware of), the increase to the First Homeowners Grant announced recently by the Federal Government and the demise of several Non-Bank Lenders, Banks are suffering from an increase in demand. Unfortunately staff numbers cannot cater for such a significant increase resulting in a slow down in loan turnaround times. This is cyclical and has happened in the past whenever demand increases.

The effects of this slow down results in several delays from the time while the file is initialling and action through to settlement. This in fact includes loan payouts as well.

My advice to you during the next few months would be;

1. When purchasing a property get an extension on your cooling off period of at least 2 weeks. This is to allow for a full approval to take place.
2. Ensure **ALL** information requested is delivered to your broker without delay.
3. Sign your documents as soon as you receive them and return them to the banks ASAP. Remember to seek independent legal & financial advice prior to signing if necessary.
4. Check with your broker before returning the documents to make sure there are no errors.
5. Do not shorten the normal settlement date of purchase even if offered a discount. The normal completion date is 42 days and the banks require the full 42 days at the moment. If penalties are imposed for delayed settlement this will offset any discounts offered.
6. Be advised if a refinance is also required to achieve your purchase this should be underway prior to signing purchase contracts.

These delays should not be viewed as a negative considering the current interest rate environment, current property prices and therefore the bargains available to Chat Club Members at present.

Being patient & Diligent will certainly reap you benefits.

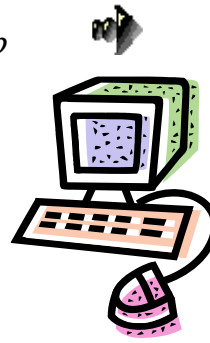
Regards

**Maree Imbruglia**

**AUSTRALIAN FINANCIAL INNOVATIONS**

ACN 125 424 240

Mobile 0409 555 246 | Fax 02 9629 3519



## Pentium Pete's Proclamations

"The formula for my happiness: a Yes, a No, a straight line, a goal."

-- Friedrich Nietzsche quotes  
(German classical Scholar, Philosopher and Critic of culture, 1844-1900.)

## Excel for

### Beginners (Part Six)

Source: <http://www.usd.edu/trio/tut/excell/>

Okay, this week we are going to delve deeper into the world of formulas. Formulas are what make spreadsheets perform magic so it is advisable to spend some time on getting to understand how they work.

*Tip: Always test your formulas on some dummy data that you know the results for before relying on them in a real world situation. Many a complex spreadsheet calculation has come undone due to an erroneous entry in a formula field. Having said that though, a well thought out and tested formula can make ones spreadsheet life oh so easy and enjoyable & very productive, so it's worth the effort to get it right.*

*NB: IT is recommended that you have EXCEL running at the same time so you can try what you are reading.*

#### Copying Formulas

Sometimes when we enter a formula, we need to repeat the same formula for many different cells. In the spreadsheet we can use the copy and paste command. The cell locations in the formula are pasted relative to the position we Copy them from.

	A	B	C
1	5	3	=A1+B1
2	8	2	=A2+B2
3	4	6	=A3+B3
4	3	8	=? + ?

Cells information is copied from its relative position. In other words in the original cell (C1) the equation was (A1+B1). When we paste the function it will look to the two cells to the left. So the equation pasted into (C2) would be (A2+B2). And the equation pasted into (C3) would be (A3+B3).

If you have a lot of duplicate formulas you can also perform what is referred to as a FILL DOWN. (discussed next).

#### FILL DOWN

Often we have several cells that need the same formula (in relationship) to the location it is to be typed into. There is a short cut that is called Fill Down. There are a number of ways to perform this operation. One of the ways is to:

1. select the cell that has the original formula
2. hold the shift key down and click on the last cell (in the series that needs the formula)
3. under the edit menu go down to fill and over to down

	A	B	C
1	5	3	=A1+B1
2	8	2	fill down
3	4	6	fill down
4	3	8	fill down

Cells information is copied from its relative position. In other words in the original cell (C1) the equation was (A1+B1). When we paste the function it will look to the two cells to the left. So the equation pasted into (C2) would be (A2+B2). And the equation pasted into (C3) would be (A3+B3). And the equation pasted into (C4) would be(A4+B4).







# follow me chat club FINANCE FOR PROPERTY INVESTORS

### Absolute Positioning

Sometimes it is necessary to keep a certain position that is not relative to the new cell location. This is possible by inserting a \$ before the Column letter or a \$ before the Row number (or both). This is called Absolute Positioning.

	A	B	C
1	5	3	=\$A\$1+\$B\$1
2	8	2	=\$A\$1+\$B\$1
3	4	6	=\$A\$1+\$B\$1
4	3	8	=\$A\$1+\$B\$1

If we were to fill down with this formula we would have the exact same formula in all of the cells C1, C2, C3, and C4. The dollar signs Lock the cell location to a FIXED position. When it is copied and pasted it remains EXACTLY the same (no relative).

### Fill Right

We can also fill right. We must select the original cell (and the cells to the right) and select from the Edit menu -- Fill and Right.

	A	B	C
1	=A2+\$B\$3	=B2+\$B\$3	=C2+\$B\$3
2	6	2	5
3	7	10	4
4	9	8	7

If we were to fill right from A1 to C1 we would get the formulas displayed to the left. Notice that the second part of the equation is FIXED or

(ABSOLUTE REFERENCE so always references B3 which is 10). Answers would be A1=16, B1=12, C1=15.

Next week we'll continue with how to apply formatting to various data types. See you then, same bat time, same bat channel....

Peter Hevesi-Nagy

## Follow Me Chat Club MEMBERSHIP AGREEMENT

Follow Me Chat Club Pty Ltd Disclaimer  
A.B.N. 62-094-403-988

Follow Me Chat Club is run as a business and the name "Club" is used in "name" only not in activity. Similarly the words 'member' and 'club' are used in an informal sense and do not connote ownership of any interest in the business.

By reading this disclaimer and/or signing the disclaimer given to you at meetings it is agreed that no claim will be made against any other member or representative of the Follow Me Chat Club or the Follow Me Chat Club itself. It is understood that no person within the club is a licensed financial advisor or consultant of any sort and that any person speaking or seeming to give advice is only doing so from their own experience and do not have formal training or qualifications. It is understood that all decisions you make towards your financial future are your responsibility and yours only. If you would like a copy of the full disclaimer please email: [Info@fmcc.com.au](mailto:Info@fmcc.com.au)

### Chat Club Loans Include:

St George (Elizabeth), NAB (Steve Bradford, Linda), CBA, Westpac, ANZ, AMP, Citibank, and others (Maree) or FMCC Head Office (Lyn)

For more information;

Dave or Lyn 0414 394 676 or 9674 8647

Email: [Finance@fmcc.com.au](mailto:Finance@fmcc.com.au)

\*\*\*\*\*

### Home Loan Service

Here's what the home loan team can do for you:

- Get you a great FREE valuation.
- Get you a loan with great flexibility.
- Get you a loan when others say you can't.
- Get your portfolio managed properly.

### Over 200 Lenders Available to FMCC

Sounds like a lot, but it's true. The contacts we have made over the past 4 years offer many advantages to members.

### Make an Appointment

If you have any questions relating to home loans, refinance, purchase etc or want to know how much you can borrow, please make appointment for Monday Night or Thursday Night by phoning Lyn at H.Q. 9674 8647 [Finance@fmcc.com.au](mailto:Finance@fmcc.com.au)

## REMEMBER THE SAFE SPACE

In order to space at the you make and following



create a safe club, we ask that keep the agreements:

I will not offer business cards, solicit any participant, guest or visitor of the Follow Me Chat Club, for the purpose of employment, recruitment, sales consulting or forming any business or financial relationship, or offering by sale, trade or exchange any goods or personal, business or financial services. I will not promote, advertise or otherwise attempt to advance my personal or business interests or those of any person, organization or discipline while I am present at any programme or event of the Follow Me Chat Club.





## **Do you have the right finance in place? Well you would not know until you receive a free Finance Health Check!!**

Follow Me Chat Club has a team of finance experts who are passionate to work on your side to help you achieve your dreams. They are: Elizabeth Trenkoska (from St George) Maree Imbruglia and Steve Bradford (20 years NAB and now Mortgage Brokers to all banks). They know the finance market changes very quickly from time to time due to much competition and the amount of lenders available and keep their eyes wide open for changes.

For a FREE copy of our finance health check list can be downloaded from the website, [www.followmechatclub.com.au](http://www.followmechatclub.com.au) or please email the head office [finance@fmcc.com.au](mailto:finance@fmcc.com.au)

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## **JOINT VENTURE FUNDS REQUIRED SHORT or LONG TERM INVESTMENT 24% PER ANNUM RETURN ON YOUR INVESTMENT**

Hi All,

Another three properties purchased last week that require Joint Venture investor funds. One was purchased last Tuesday night, another last Friday and a third on Saturday.

### **Now it's your turn to Profit – Learn and Earn.**

This is a great property investing strategy that you can use to your own advantage. Trial the process with us first and you will receive all the knowledge and required to attract your own Joint Venture partners.

Joint Venture funds are used to help cover the purchase cost and fix-up so we can either refinance or sell for profit. This helps us build our portfolio and at the same time the Joint Venture Partner earns 24% interest per annum. (paid monthly @ 2% per month)

If you have any funds available that you can spare for short term or long term and wish to put them to good use and receive 24% return per annum on your funds then this is a great opportunity to have your funds working for you, not just sitting in the bank

If the funds you invest cost you 8% per annum then they show a profit of 16%. 16% of \$100,000 invested shows a profit of \$16,000 which about covers the shortfall of 2 'bread and butter' investment properties.

For security you receive a loan agreement, and registrable caveat, you can go out and view the fix-up and see the work in progress. These are what I call "learn and earn" deals because it gives you the opportunity to learn a property investing strategy that has been used by astute property investors for ever.

The sums required for these investments are usually between \$60,000 and \$100,000 but amounts can vary from between \$20,000 to around \$200,000.

**Another DEAL still being negotiated;** the property is very run down, but in an excellent area, and was on the market for \$875,000. Our offer is around \$500,000 which is well below land value and they are talking. If we pick it up for somewhere near this price it would cost about \$100,000 in renovation/ restoration costs, + deposit of \$100,000 + about \$30,000. Joint Venture funds required around \$230,000 for about 4 months.

We are certain we can get a revalue for \$850,000 to \$900,000 when fixed-up, because there are recently sold houses in the area of similar houses with smaller land area for well over \$900,000.

*Property investing made easy*

Dave Dorian

### **CAN YOU USE YOUR SMSF?**

We understand that you can, but you need to seek professional advice yourself from your accountant.

\*\*\*\*\*

### **"WHO NEEDS INSURANCE?"**

*Supplied by our broker Matt Warburton*

Any home loan (investment debt) will be inherited by your surviving family members and dependants, should you be unable to work as a result of sickness and/or accident or in the event of death. Your family's well being can be secured by implementing Wealth protection policies

- Cheaper than your car insurance
- May be Owned and Funded by your Self Managed Super Fund
- Fully tax deductible for you and your business

**Your life and your family's well being are more important than your car!**

"Having no insurance is as senseless as it is arrogant"  
(Source: **Toney Fitzgerald's** - 'Don't Bitch, Just Get Rich')

"Insurance is essential if you are serious about investing; therefore why not use an expert."  
(Source: **Robert Kiyosaki** – *Rich Dad, Poor Dad*)





**Tip:** It is paramount for a Property Investor to have in place a Personal Insurance Portfolio with appropriate sums insured and to be reviewed regularly.

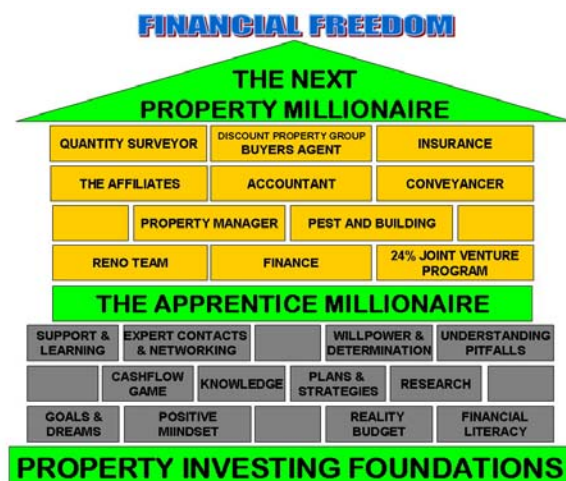
#### Did you know?

- By reviewing your policies, restructuring your policies, you could save \$1,000s!
- Commisure now include an unemployment benefit within their Income Protection Policies

## The CHAT CLUB

The Chat Club is an educational forum run by a group of 12 Gold Members who are all experienced property investors. They learned their property investing techniques by copying a very simple 'bread and butter' formula used by founder Dave Dorian and his family that propelled them from the rate race to financial freedom.

All dedicated to helping you create the strong foundations necessary to achieve financial freedom.



Stage 1; When you join the Chat Club you start off learning the theory basics. This can take 3 to 6 months or longer. The important thing is to learn.

Stage 2; When you are ready to take action, you can either start purchasing yourself or you can use the DPG Buyers Agent to help you.

Stage 3; Getting serious?

Become an Apprentice Millionaire and receive 12 months on the job training from myself and the Chat Club experts. We guide, coach and assist you to purchase and manage 4 'bread and butter' properties in the next 12 to 18 months.

Stage 4; Learn how to become a professional Property Investor. Enrol in 'The Next Property Millionaire Program' a 2 years home study, coaching and mentoring program, designed to give you all the tools to build, manage and maintain a \$3m to \$6m portfolio and reach FINANCIAL FREEDOM

Climb the mountain alone – or get help from experts?

Feel free to send an email to [Dave@fmcc.com.au](mailto:Dave@fmcc.com.au) and I will answer for sure. --- Dave Dorian

## Residential Property Markets To Revive in 2009

According to leading economic forecasters and property industry analysts, BIS Shrapnel expect that residential property prices will rise in Australia throughout 2009. This is despite the current global economic conditions and the company's acknowledgement that residential property prices declined in most cities during the June and September quarters in 2008.

Managing Director of BIS Shrapnel Robert Mellor commented 'On the surface, these two quarters of decline may appear to represent a "recession" in residential property markets, however we do not expect that the recent weakness represents the beginning of a sustained decline in prices, of the type that is underway in the US and the UK.

Mr Mellor stated that "in the US, there is clearly an oversupply of housing, and, combined with much tighter lending conditions, there have been sizeable falls in property prices."

The company also noted that tough credit market conditions in the US have affected property values in the UK due to the UK mortgage market sourcing a large proportion of its funds from international funding sources. This has led to more restrictive loan to valuation ratios.

However as the Australian mortgage market is less dependant on international funding sources and the availability of finance is solid, this is not expected to be the case here.

Mr Mellor continued that "in Australia there is a clear undersupply of housing and an environment of housing shortages provides fertile ground for interest rate cuts". The company has forecast that the Reserve Bank will continue to cut interest rates in an attempt to restore confidence. They expect interest rates to reach 4.25% by March 2009 with the potential to go lower if credit conditions deteriorate further.

BIS Shrapnel also believe that the global credit problems will actually benefit Australian residential property prices in 2009 due to the fact that financing constraints will reduce the number of new rental developments. They estimate that commencement of new medium and high density dwellings will fall substantially which will reduce the supply of rental accommodation, which in turn will support property prices.

The company used Sydney as an example, where they estimate "the number of new medium and high density dwellings being completed is forecast to fall to a 20 year low in 2009, pushing the vacancy rate to below one percent". Rental properties will therefore remain in short supply. BIS Shrapnel also expect a return of investors to the market in the later part of 2009 which will also help support modest property growth.

Source: Thompsons News., Vol 3 Issue 10, November 2008, Thompsons Real Estate

Supplied By: Peter Hevesi-Nagy





## HELPER SUPPORT

**General Information:**Dave Dorian 0414 394 676 [Info@fmcc.com.au](mailto:Info@fmcc.com.au)**Blueprints Bookings:**Lyn [lyn@fmcc.com.au](mailto:lyn@fmcc.com.au)**Home Loans Advice:**Dave Dorian 0414 394 676 [Dave@fmcc.com.au](mailto:Dave@fmcc.com.au)**Home Loan Applications:**Dave & Jimmy 9674 8647 [Finance@fmcc.com.au](mailto:Finance@fmcc.com.au)**Reno Enquiries**Rob Dorian 9674 8647 [Rob@fmcc.com.au](mailto:Rob@fmcc.com.au)**RP Data**Lyn Connelly 0413 343 366 [RPData@fmcc.com.au](mailto:RPData@fmcc.com.au)**Join Venture Investment**Dave Dorian 0414 394 676 [Dave@fmcc.com.au](mailto:Dave@fmcc.com.au)**I.T. Helpline / Website**Peter Hevesi-Nagy 0427 221 537 [Peter@fmcc.com.au](mailto:Peter@fmcc.com.au)**Data and Membership:**Lyn Connelly 0413 343 366 [Lyn@fmcc.com.au](mailto:Lyn@fmcc.com.au)**Books:**Lyn Connelly 9674 8647 [Lyn@fmcc.com.au](mailto:Lyn@fmcc.com.au)**The Next Property Millionaire**Toney Fitzgerald 0438 450 643 [Toney@tnpm.com.au](mailto:Toney@tnpm.com.au)**The Apprentice Millionaire**Steve Essa 0430 278 668 [Info@fmcc.com.au](mailto:Info@fmcc.com.au)**Buyers Agent**Nat Robertson 0433 799 881 [Nat@dpg1.com.au](mailto:Nat@dpg1.com.au)**Thursday Discount Property Group Meetings:**Ray, Nat, Steve 9674 8647 [BA@dpg1.com.au](mailto:BA@dpg1.com.au)**Developer Discount Deals Co-ordinator:**Ned Hoyt 0414 890 394 [Ned@fmcc.com.au](mailto:Ned@fmcc.com.au)**Affiliate Program Coaching:**Steve Essa 0430 278 668 [Steven@fmcc.com.au](mailto:Steven@fmcc.com.au)**Newsletter Articles:**Harry / Fernando 9674 8647 [Newsletter@fmcc.com.au](mailto:Newsletter@fmcc.com.au)**Property Management** [Info@fmcc.com.au](mailto:Info@fmcc.com.au)***This is important so please read!!!***

The BASIC meetings (like Mondays) are designed as introductory meetings to help average people get started. Basic formulas and strategies will be discussed.

**We have a Safe Space Policy.** No selling or networking allowed (this means no business cards). We are about helping others learn. The give a man a fish or teach him to fish theory. We prefer to teach. We also have to be very aware of the litigation laws, for N.S.W. happens to be the 3<sup>rd</sup> most litigious area in the world. For this and other reasons the meetings are not designed to sell or network other businesses, in fact there is strictly no selling allowed. No business cards are to be offered or accepted and nor are individuals' ideas on property investing. No individual is to make money out of sharing information or doing business with other members in any area unless they are qualified as a preferred supplier. The Chat Club intellectual property comes under copyright laws and we advise that illegal use will result in litigation

**Breach of any rules will result in a request for a written explanation and possible cancellation of membership.** The areas of most concern are Mortgage Brokers, Accountants, Solicitors, Finance Consultants, Real Estate Agents as well as any unqualified member in any field and especially individuals with their own investing ideas. **Those**

who seek clarification should do so formally and in writing. Those invited as guest speakers have been advised the only requirement is information on structure, and their own experiences, and not sales. *To new members, welcome aboard and trust that you enjoy your time with us.*

- Dave & Rob Dorian

## Preferred Contacts

Listed below are the FMCC preferred suppliers. To qualify as a preferred supplier and listed in the newsletter they are all used by the Dorian Family themselves. They offer a special price or service to Chat Club Members. We recommend you contact them first. A referral fee is offered to FMCC where there is an \* preceding the supplier.

**Accountant****Yuk Wong C.P.A. - Baser Business Services**

Phone: 0412 860290 Fax: 02 9475 1048

**Depreciation Services Pty Ltd****Damian Douwes: Quantity surveyor**

Phone: 0425 217 223

**Solicitors****Angelo Margiotta, Solicitor**

Blacktown, Phone: 0416 112706

**Stephen Teen, Solicitor**

Sydney, Phone: 9235 0199

**Conveyancer****Margaret Leabeater, Conveyancer****Confident Conveyancing** Phone: (02) 4578-2277**Finance Enquiries and Support****Lyn at Head office.** - Phone 9674 8647

For appointments to go over borrowing capacity which can be made before meetings at the Chat Club between 5 pm and 7 pm or at H.Q. Email: [Finance@fmcc.com.au](mailto:Finance@fmcc.com.au)

\* **National Australia Bank, CBA, Westpac, Citibank, ANZ etc.**

**Steven Bradford and Maree Imbruglia –**

with over 50 years banking and broking experience between us and access to more than 200 lenders we now work closely with the Chat Club sourcing the right loans for property investors. Direct line available for Steve 9653 3663 or Maree 0409 555 246 or email [Finance@fmcc.com.au](mailto:Finance@fmcc.com.au)

\* **St George bank – Elizabeth –** Number 1 St George mobile lender, Elizabeth works closely with the Chat Club, Steve and Maree in sourcing the right loans for Chat Club members and friends. Direct line available for Elizabeth 0434 609 605 or email [Finance@fmcc.com.au](mailto:Finance@fmcc.com.au)

**DPG - Buyers Agent –** Was set up to source discount properties for Chat Club members and guests. Nat has had nearly 10 years experience as a Real Estate agent including more than 12 months as a Buyers Agent. Discuss your property needs with Nat Roberts on 0404 464 082 or email [Nat@dpg1.com.au](mailto:Nat@dpg1.com.au)

**\* The Income Protection & Life Insurance Adviser**

A no obligation and no charge Statement of Advice is on offer and appointments can be made at the Chat Club before meetings or just call; Phone Matt for a chat.... 0411 242 947, Email: [mwarburton@australianunity.com.au](mailto:mwarburton@australianunity.com.au)

**Keeping the prices down and the service up**

*Those above with \* offer a referrer fee to assist FMCC*

