

This is a practical guide for anyone who wants to build wealth through property.
It's personal, full of great examples and to the point. I highly recommend you
read this book today.

Dale Beaumont - Founder & CEO of Business Blueprint

The **PROPERTY WEALTH BLUEPRINT**

How to build a
robust portfolio
to generate
passive income
and live the life
you desire

Learn
insider secrets
to dynamically
grow your
wealth



RASTI VAIBHAV

Essential property wisdom. A beautiful and humble picture of the impact property can have on your life. A must-read if you are seeking to transform your financial situation.

Ben Handler

Founder & CEO - Buyer's Agent Institute

A must-read if you're serious about succeeding in property investment in Australia! This book gives access to the property wealth blueprint that reveals the thinking behind why many real estate investors fail and how you can make sure you don't. I love this book because it guides you through building a realistic and achievable plan that works for you. It takes into consideration how risk-averse you might be as well as your circumstances. It also shows you how you can analyse and assess properties to find rare deals and, more importantly, build a strong and reliable team to guide you along the way.

Carole Issa

Founder at Leadership Activators.com

This is a practical guide for anyone who wants to build wealth through property. It's personal, full of great examples and to the point. I highly recommend you read this book today.

Dale Beaumont

Founder & CEO of Business Blueprint

Rasti is a very smart and interesting man that I know on a personal & business level. He's extremely savvy, kind, and very good at seeing through all the fake news and getting to the heart of the truth of a given matter.

When I started reading his book, it was totally him, and I was hooked to the red pills he drops. I think lots of the "Establishment" won't like this book, in that he's telling you the secrets that you need to know, that they don't want you to know.

He gives very smart ideas that you can't argue with and talks about great strategies and tips when it comes to property. I love it! Highly recommended. This book is written by a smart guy with a heart of gold and ENJOY!

Edward Zia

Marketing Mentor & Master Coach

The fastest way to achieve success in any field is to model the strategies of those who have already achieved that which you want to achieve. Rasti has put together a plain English no-nonsense guide to help the rest of us do what he has done, which is to build a leveraged residual income stream in the fastest time possible, avoiding many of the expensive traps that others fall prey to. Investing in your financial education is a smart investment.

Jeremy Carter

CEO of Rapport Leadership

Rasti brings a wealth of knowledge and financial background to the property buying conversation. My wife and I felt so comfortable with Rasti explaining and taking into account all relevant factors for the purchasing conversation. What I loved the most is that he is not only looking at a single property deal; he is supporting you in the whole journey - from planning and implementation of the property strategy. Thank you.

Markus & Gergana Winzer

Get RARE Properties clients

Working with Rasti has been an absolute privilege. The wealth of experience, insights and knowledge Rasti has in building wealth through property is astounding.

Rasti's book makes the building of a property portfolio a skill anyone can learn and implement. Rasti has profound energy, and the simple language used makes it easy to digest.

If you are serious about getting results in a methodical risk-aware manner, I highly recommend Rasti and his Get RARE model for strategically building your property portfolio.

A true inspiration! This book is a must-have for property wealth success!

Matt Alderton

CEO & Founder at Bx – Business Networking

When it comes to property investment experts, one look at Rasti's resume shows that he is in rarefied air. This book introduces you to critical concepts such as leverage, compounding and risk-adjusted returns from the perspective of a master financial analyst. However, this isn't a dry textbook on finance and property fundamentals; it's packed with case studies, comparisons and probing questions to help investors contemplate what their personal financial goals are.

Rasti takes the reader on a journey to financial freedom. There is no hiding his passion for helping everyday property investors extricate themselves from the multitude of investors not achieving their goals. I would recommend this book to any investor driven to create life on their terms.

Mike Mortlock

Managing Director of MCG Quantity Surveyors and host of the Geared for Growth property investing podcast



A well-structured and concise transcript reflects Rasti's extensive knowledge, sharp clarity and expertise in the real estate investment discipline. It's a reflection of his own success story in the real estate sphere, which has the potential to pave the way for many new and existing investors.

Mona & Vik Arora

Directors of Sealumet Group Companies (Australia, UAE, Singapore & Europe)



A very well written book. While there are a number of fundamental concepts considered in depths, the book explores many success principles through evidenced-based case studies, including the value of the right Buyer's Agent and Advisor; leverage, retirement and succession planning through property investments, yield vs growth, residential vs commercial property, diversification, teamwork, compounding effect, consistent and persistent action taking, learning from history – among others. There are many learnings for everyone in this book – both in technical and success attributes. Well done, Rasti.

Munzurul Khan

Principal at Keshab Chartered Accountant, Chairman at KHI Partners



Rasti has written a valuable book for anyone thinking about entering the property market that provides an easy-to-understand model on how to build a successful portfolio.

Sean Henaghan

CIO of Aurora Capital

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This book is available in print and ebook formats.

THE PROPERTY WEALTH BLUEPRINT

HOW TO BUILD A ROBUST PROPERTY
PORTFOLIO TO GENERATE PASSIVE INCOME
AND LIVE THE LIFE YOU DESIRE

RASTI VAIBHAV

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*Dedicated to my mom,
For showing how to face any situation with resilience, positivity
and a big smile.*

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ABOUT THE ADVISOR

Rasti Vaibhav is an Architect and ex-Fund Manager, having experience of directly managing \$2 billion. He is now Australia's 'go-to' property portfolio strategist and has revolutionised the ways aspiring Australians build multimillion-dollar real estate portfolios. As a self-made robust portfolio owner himself, Rasti uses his unique property wealth blueprint, which combines strategic diversification and sharp negotiation skills to identify ideal opportunities tailored to his client's circumstances.

With a keen interest in wealth building and formal qualifications in various domains (such as Architecture, IT and Wealth Management), Rasti has made property investing the 'vehicle of choice' for financial independence and lifestyle selections. As a result, he built his positively geared multimillion-dollar portfolio in less than seven years, allowing him to quit his nine-to-five job to pursue his passion for helping others.

As an advisor, Rasti enjoys guiding others to replicate his success and inspires them to follow their passions. His mission is to educate and empower people across the country and enable them to become successful property investors.

Rasti is a licenced independent buyer's agent. He is the founder and Managing Director of Sydney based buyer's agency Get RARE Properties, which deals in properties across Australia.

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I want to thank my wife, Rupali, with love and gratitude for her fantastic support for everything I do.

Jia and Myra, you inspire me every day.

Dear Mother, thank you for everything you have done for the family.

My team and partners at Get RARE Properties, my deepest thanks for all your tremendous work and support in the business.

Andrew Akratos, this book would not be possible without your support and guidance. Thank you.

PREFACE

THE PROPERTY WEALTH BLUEPRINT

I'M EXCITED THAT YOU'RE READING THIS BOOK.

Almost everyone wishes they had more money. As a result, people usually either trade their time for money (active income) or have assets that generate money for them while doing something else (passive income). One of the best ways to generate a passive income is by investing in property.

Every day, I help people like you build wealth through property investments, to work less and have more time to enjoy their lives. As a result, my clients can confidently and safely achieve their financial goals without stressing over having enough money to live or saving enough for their retirement.

Challenges to Smart Property Investing

Most people get stuck in the nine-to-five grind and are unable to accomplish their financial goals because they:

1. Don't have a clear starting point
2. Lack confidence to invest in property
3. Trade their time for money and work each day to pay off debts
4. Lack the time and resources to do research and due diligence
5. Can't effectively negotiate with the Sales Agent, or
6. Think it's too hard to build wealth through property investment.

This book will help you overcome all these hurdles and more as I take the stress out of investing in residential property by sharing my experiences and expertise with you.

This book provides you with a step-by-step guide for building a robust property portfolio that will generate passive income and allow you to live the life you desire. This is the same advice I would give if you chose me as your Property Portfolio Strategist or Buyer's Advisor.

In addition, I will teach you the proven stress-free steps to grow your wealth and make your hard-earned money work harder for you. Also, you will learn to build a diverse property portfolio that will generate a passive income for you year after year, allowing you to achieve your financial freedom sooner.

Besides this, you will understand how to create a positively geared portfolio of rental properties that will pay you an excellent annual salary, enabling you to quit the 'nine-to-five grind'. Moreover, the net asset base will grow further as the value of your property continues to rise over time.

I wrote this book so you can achieve financial freedom by:

1. Setting a precise and personalised strategy to build a risk-aware property portfolio
2. Ensuring that you buy the right properties, at the right locations and for the right price, and
3. Having a relevant team in place to help you build your property portfolio.

Are you eager to build wealth through investment in property for accomplishing your lifestyle goals?

Great! Let's start!

Rasti Vaibhav

INTRODUCTION

THE PATHWAY TO MY *DHARMA* (DUTY).

I am a first-generation Indo-Australian who landed in Australia in 2006 with an empty pocket and a strong desire to enjoy life on the beach. Hailing from a middle-class family with humble beginnings, I sometimes saw my parents struggle to make ends meet. Despite that, they scrimped and saved to provide an excellent education to their children.

However, to succeed, good schooling is not enough; one must also be competitive. When I was 12, I was interested in reading about wealthy and thriving entrepreneurs and took the baby steps towards my first investment – I bought a collector's comic series from the money saved up in my piggy bank. Sometime later, I rented them out to my friends from a stall in my back alley.

My father passed away from cardiac arrest just as I was finishing high school. As my parents' only son, I had to support my family and during that tough time, I found solace in books, which helped me understand that informed decisions are based on accurate insights.

I strived for and received competent education, including a Bachelor's degree in Architecture, a Masters degree in Computer Science, an MBA and the coveted Chartered Financial Analyst (CFA). Since CFA is one of the best qualifications available in the investment management world, it secured me a role in a Big 4 bank.

As an Equities Analyst and later as a Portfolio Manager, I saw first-hand that Risk and Return are two sides of the same coin. So, when I assess an investment opportunity, I tend to look at risk-adjusted returns. Essentially, this is what every investor should aim for: higher returns and lower downside risks. Apparently, there is one investment that fits these criteria perfectly, and that's property.

I used my background and experience to develop a strategic approach to property investing. Like a financial plan, a property investing strategy needs to be personalised, and it should consider a holistic account of the investor's circumstances and goals. I love helping people grow their wealth and believe

that every household can improve its financial position through better money management, better planning and meticulous investment execution.

Many of my clients achieved their financial independence by investing in property, leveraging my specialist knowledge and expertise to make wise, informed decisions. I want to help as many Australians as possible - people like you - escape the nine-to-five grind and gain time to spend with their loved ones.

This book is a part of my vision.

Enjoy and happy investing!

Rasti Vaibhav

WHY EMPHASISE THE BLUEPRINT

Property investing is simple, but successful investing is not.

Historically, much of the world's wealth has been generated through the acquisition of real estate. Unfortunately, most people fail to build their wealth by investing in properties.

According to the Australian Tax Office (ATO) reports:

- 50 per cent of investors sell off their property within the first five years of acquisition
- 72 per cent of Australian Property Investors hold only one investment property, and
- Another 18 per cent of investors have only two properties.

Effectively, 90 per cent of Australian property investors never get past two properties.

On the other hand, less than 1 per cent of property investors in Australia hold five or more properties.

Given these statistics, I wonder if it is conclusive that property investing is not working for most property investors.

Isn't this thought-provoking?

Coming from a small town in a developing country, I saw families struggle to accumulate the means to build a home. They would start with a ground floor and slowly add 2-3 rooms. Then, after a few years, as their families expanded and their resources increased, they would extend their home by adding another floor or two. However, they could not go beyond that as these structures were not stable, and the additions were more of an afterthought rather than a thorough plan.

Do you think this is the right approach to build a multi-storey building?

Is this how you would do it?

You won't, right.

They should have planned it, designed it and then built it rather than taking an ad-hoc approach. Besides, a strong foundation is necessary in case there are plans to expand the building later.

Are we on the same page? Great!

A typical Australian property investor is not so different when building a property portfolio.

Why is that? Because this is exactly how a typical Australian property investor starts to build their property portfolio. First, they buy a property as soon as they can afford one. A few years later, when they have enough surplus funds, they look for another property. Adding a third one might be a stretch as they start hitting some constraints around saving a sufficient deposit, cash flow or borrowing capacity.

There must be a better way, right?

Yes, there is.

Envision it, design it and then execute it. Plan it, design it and build it. In a nutshell, you need a strategy to serve as the blueprint in order to develop your robust property portfolio.

On the whole, this strategy makes you stand apart as a successful property investor. A good strategy can make all the difference to your portfolio – it is the leap between having 1-2 investment properties and 5+ properties. Also, it is a more holistic approach than many people might think.

The best part of property investing, if done strategically, is that it can help you achieve financial freedom.

I firmly believe that successful investing is a very specialised activity and should not be done casually.

To highlight this point and share my insights from my successful property investing experiences, I could not help but write this book.

Now, over to you.

CHAPTER 1

START WITH YOUR WHY

C H A P T E R

1

START WITH YOUR WHY

THE PASSION WITHIN YOU CAN IGNITE YOUR ROCKET TO REACH NEW HEIGHTS.

“You can have anything you want if you want it badly enough. You can be anything you want to be, do anything you set out to accomplish if you hold to that desire with singleness of purpose.”

– Abraham Lincoln

This chapter will share my ideas on why you should invest and prompt you to think about your long-term lifestyle goals.

I want you to believe you can do anything you want if you put your soul into it. You can design the lifestyle you want - by devising a strategy to accomplish it.

I believe that a lot of what we are taught at school is flawed. School is about achieving excellent grades, but it does not adequately prepare us to achieve financial independence. Furthermore, tertiary education sets us on a single professional path to buy a house and pay off debt for the next 30 years. If I had followed this path, I would still be working for my manager and stressing about paying off my debts and mortgage.

Unfortunately, most people are afraid to leave a stable job to pursue their passion. They never feel safe because they do not ever seem to have enough money. They live from paycheck to paycheck, spending most, if not everything they earn, with little to show for it. However, if they set up and plan investments to take care of their needs, they wouldn't have to worry

about replacing their primary income source or a stable job with something they enjoy doing.

To achieve your goals, you need to stay focused and **set long term goals**. Before we approach that topic, let's first answer these questions.

Are you sometimes burdened with increasing debt, financial emergencies, wasteful spending and other issues that thwart you from reaching your goals? Of course, everyone has their set of problems in life. However, wouldn't you feel safer and more relaxed if you had enough money and assets to live on and to retire comfortably? When you become financially secure, your perspective of life changes. When you are safe, you will feel you can grow.

WHY WEALTH?

There are many reasons why someone would like to be wealthy. Let's look at the various reasons why you may want to build wealth.

a. Additional Money Creates More Opportunities

It is often said that 'money will not make you happy' or 'money will destroy everything'. However, I believe that money opens many doors to opportunities and success.

This book is not about turning you into a multi-millionaire overnight; it is about designing the life you want to live. Without money, your opportunities are limited, and you can only live within your means.

Retiring from a nine-to-five job with my property portfolio brought me a lot of freedom. People often ask me why I keep working. That's because I need something to do, dreams to chase and contributions to make. Sitting on the beach all day is something I might do on a holiday, but I can't stay idle otherwise. When I turn 60, I intend to still be contributing to the community. To me, freedom is about creating opportunities.

On the other hand, some people love their job and would never willingly retire. I am not advocating that everyone should quit their job. Of course not. The community needs dedicated professionals and tradespeople. However, if they build additional wealth on the side, they can create the possibility of a better life.

b. Live the Life you Desire

Time, Money, and Energy are the three resources that we need to enjoy the life we desire. Unfortunately, we usually fall short on one or two of these resources. When we are young, we typically have Time and Energy but no Money. As adults, we might have Money and Energy, but Time is scarce as we are extremely busy. Finally, in our later years, we may have Time and Money, but there is a lack of Energy.

What is your current stage in life? In other words, what are you short of: Time, Money, or Energy?

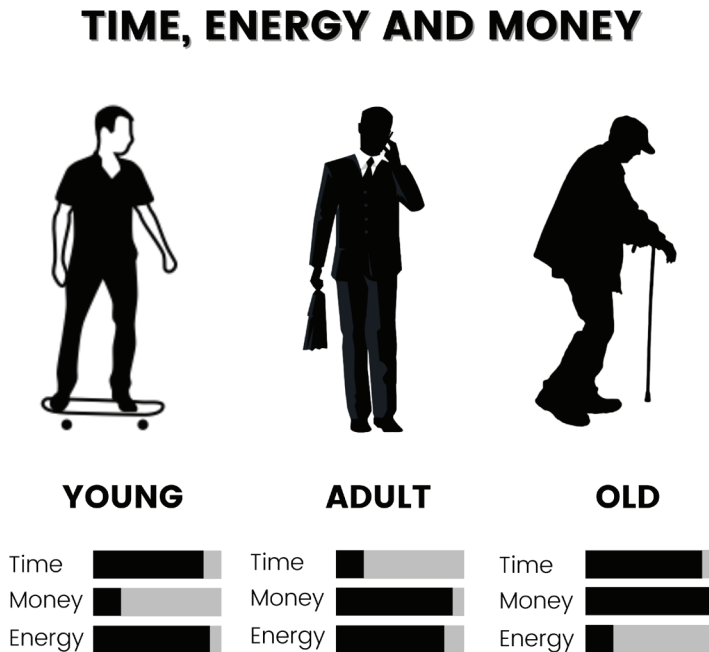


Figure 1: Resource level to live the life you desire

Employed people, even those who are self-employed, tend to trade their time for money. The more they work, the more they get paid. Of course, not everyone gets paid the same because a job that's unique and needs a skilful employee fetches more money.

$$\text{Money Earned} = \text{Skills} \times \text{Time}$$

Employed people take up jobs and go to work to earn money. If they do not work, they won't get paid. The problem with this approach is that people do not have the time to live while making a living. So, they work to live, not live to work.

I found the solution in the cash flow quadrants discussed by Robert Kiyosaki in his book '*Rich Dad Poor Dad*'. The idea is to generate passive income, which allows us to have Time and Money whilst we have Energy.

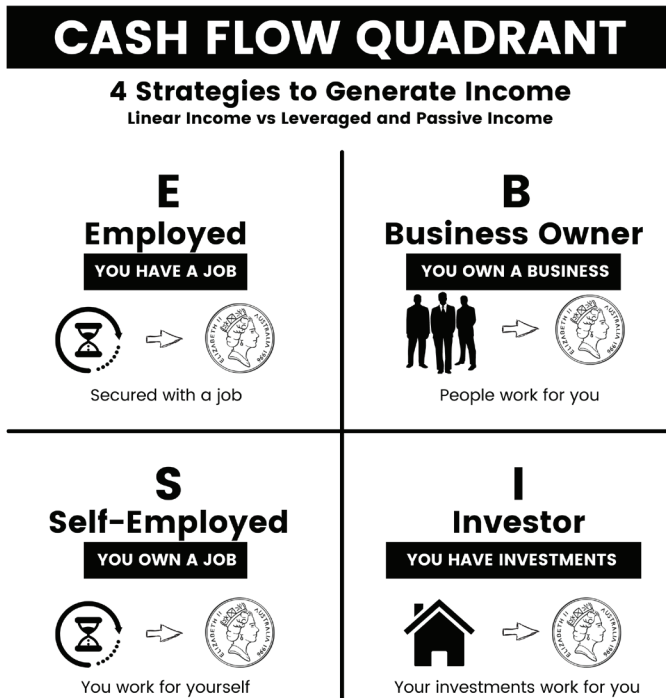


Figure 2: The Cash Flow Quadrant from Robert Kiyosaki

1. Employees: Have a job

Perhaps you are in this category right now. Employees work for someone else who pays them a salary for their efforts. People trade their time for bucks, but before they even see their money, the government takes its share in taxes.

2. Self-employed: Own a job

Self-employed people are generally small business owners or professionals who want to be their own boss or 'do their own thing'. This includes anyone who runs their own business and also completes a significant share of associated tasks. They are prepared to work hard and expect to get paid for their efforts. They are usually pleased with being self-employed because they are their own boss.

3. Investor: Money works for them

On the one hand, employees and self-employed people trade their time for money. On the other hand, investors make money with money. Once they create an adequately extensive investment portfolio, they do not have to work because their money works for them. It is a nice feeling as life is too special to work all day just for money.

4. Business Owner: Own a system, and people work for them

A business owner doesn't have to do the mundane tasks, and also need not show up at work every day. They have an organised system and employees to do the work, and competent supervisors to manage that work. So why do it yourself when you can employ someone to do it for you, right?

As an Employee or a Self-Employed individual, you are trading your time for money (refer to the two quadrants on the left). As a Business Owner, you have a system (the top-right quadrant) and people working for you. As an Investor (the bottom-right quadrant), you leverage money to make more money.

Investing and making your hard-earned money work harder will allow you to **live the desired life**. So, the sooner you move into the right-hand quadrants, the better your life will be financially.

c. Financial Security

Human capital is defined as the ability to work and earn money. When we are young, we have a huge intangible asset in the form of human capital. With time, we progress in our careers and our net wealth increases as we accumulate savings, but our human capital diminishes every year as we grow older.

If we relied only on our career to earn money, we would depend on a single source of income. However, by investing, we diversify our income sources and avoid over-reliance on our human capital.

When we are busy, it is hard to put effort into another activity, especially if the results are not immediate. However, at a later stage, if you want to spend more time with your family or pursue your passions, the importance of having passive income streams becomes evident. Yet, somehow, many people feel secure having only one income stream until it is too late to act. So, it is crucial for everyone to explore their alternatives earlier.

Investing allows you to choose your options, chase your dreams and live life on your terms. Having **financial freedom** empowers you and brings independence in all areas of your life. Instead of relying on others, you are trusting yourself to meet your needs. And that's powerful indeed.

d. Enjoy Today and Secure Your Tomorrow

When we have some surplus funds in our pocket, we face a dilemma: should we use it today for our current gratification or save it for the future? And believe me, there is no correct answer – I think we need to strike a balance. However, while it is crucial to have a financial goal, the journey to reach that goal must be enjoyable too. So wouldn't it be lovely if we could enjoy the money today and secure funds for our future too? That is what mindful investing can help you achieve.

e. Get Rich and Retire Early

According to the Association of Superannuation Funds of Australia (ASFA), three out of five Australians will have an underfunded retirement. Will you be one of them? I hope not.

A survey conducted by Mortgage Choice found that 56 per cent of Australians feel they won't have enough money to retire even at the age of 65. The problem is that most people do not take retirement planning seriously until it is too late. If you are not consciously on the path to **build a decent-sized nest egg**, it is not your fault. We were never taught how to save and invest wisely.

We build our wealth over time. The more time we spend in our working career, the bigger our net wealth should be at retirement. On the other hand, we need less funds for our diminishing lifetime and requirements as we age.

When the wealth we have acquired is more or equal to the wealth we need, we can comfortably choose to retire. Effectively, with reduced needs, one can retire sooner. But to live wholeheartedly, building wealth will allow you to Get Rich and Retire Early.

f. Succession Planning

Succession is a lengthy process, and it can generate feelings of great anxiety and insecurity for both the older and younger generations, so it must be well thought out and meticulously planned. Effective succession planning should be started years in advance to allow all the parties to prepare appropriately. The more wealth we have, the more remarkable legacy or inheritance we will be able to leave behind.

g. Giving Back to the Community

A person's wealth is determined by how much they are able to give away rather than how much they retain.

When we have excess funds, we can choose how to dispose of the surplus. I am a firm believer in giving back to the community in whatever way I can. Once we have fulfilled our basic needs and wants to an extent, we will have the time to achieve our larger purposes. Supporting a worthy cause or charity enriches us in ways money alone cannot do.



GOAL SETTING

It doesn't matter where a person starts. With a purpose and a plan, anyone can succeed at what they want to do. To achieve financial independence, it is important to **set realistic financial goals** and define specific milestones along the way.

Goal setting is about finding the courage to take action and developing a long-term plan that enables you to achieve specific goals.

So, where do you want to be 10 or 20 years from now? What are your personal and financial goals?

Let me give you a bit of a nudge to think about your goals and what you want to accomplish.

Think about your work/life balance. Would you like to:

1. Pay off your mortgage?
2. Retire with a sufficient salary?
3. Retire sooner?
4. Work for yourself?

Alternatively, if you have a family, do you want to:

1. Provide a good education for your children?
2. Earn more than one income?
3. Go on multiple family vacations?
4. Secure your family's long-term future?

Or, are you keen to:

1. Buy your dream home?
2. Take a round-the-world cruise?
3. Buy an expensive car?
4. Help the underprivileged?

Goal setting is an inherent part of life. Goals are so very essential to life, which is why we all need to set them in a precise way. Somehow, we tend to neglect those goals as elusive targets in our mind, never actually jotting them down.

Our goals should be SMART, an acronym for:

- **Specific:** The clearer you are about your goals, the better and more able you will be to accomplish them no matter what method you use. The more detailed and vivid you are, the better it is.
- **Measurable:** Quantifying your goals, in other words, making sure they're measurable, makes it that much easier to track progress.
- **Achievable:** Make sure that they're attainable. While you can plan for the long term, you should also have some goals to achieve in the short term.
- **Relevant:** This means that goals should be in harmony with your core values.
- **Timebound:** You should establish an exact date on when you plan to achieve these goals.

Case Study 1: Contrasting Outcomes

Meet my two ex-colleagues: Jack and John. Both earn about \$120,000 per year and dream of owning a home.

Jack saved for five years and managed to buy a home in Western Sydney, but it takes him an hour and a half to travel to work each way. In addition, he is cautious about his finances, so he can't afford to risk losing his salary as he has a mortgage to repay.

On the other hand, John wants flexibility for his kids' schooling and purchases an investment property within his budget with great growth potential. He rents a home closer to his workplace and situated in a nice neighbourhood. Other than the emotional challenge of not living in his home, John spends less time travelling to work and gets to spend more time with his family.

Instead of mixing the prime focus of livability and investability, John segregated his two purposes. He chose where to live and bought real estate according to his risk budget and property fundamentals, which allowed him the flexibility to downsize/upsize or move according to his family's needs.

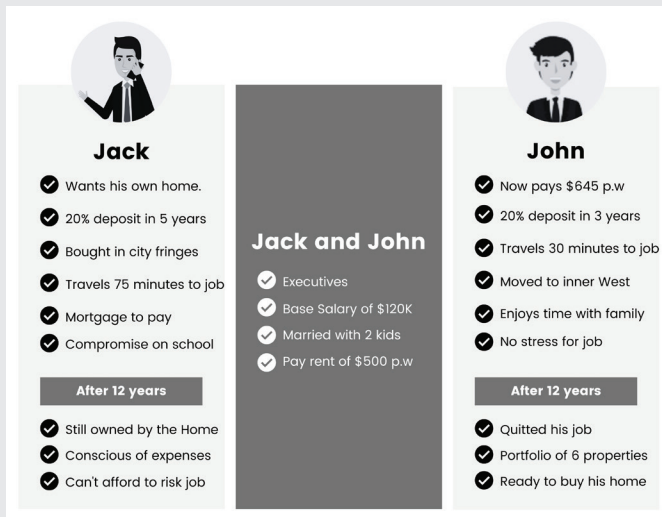


Figure 3: Contrasting outcomes

Fast forward 12 years. Jack is still paying off his mortgage and travels long distances to work while his kids compromise on the local school's quality.

Being finance savvy and armed with the mindset to build wealth, John networked enough to build the right team to help him invest, execute the right strategy, build a portfolio of six investment properties and buy his own home outright.

If you want to learn how to systematically achieve your goals without taking many risks, you have chosen the right book.

So, let's continue.

Key Lessons:

1. To achieve your goals sooner, it's best to define long-term goals and strategies and stay focused.
2. Investing and making your hard-earned money work harder for you will allow you to live the desired life.
3. Financial goals provide direction and purpose to your investing efforts.

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How to build a robust portfolio to generate passive income and live the life you desire

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- Are you sick of paying off your mortgage?
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- 🏠 Strategically build a robust property portfolio

**Stop working hard for money and start making
your money work harder for you.
The time to act is NOW!**

About Your Advisor



Rasti Vaibhav (B.Arch, M.Comp, MBA, CFA) is Australia's go-to property portfolio strategist who has revolutionised how aspiring Australians build multimillion-dollar portfolios. As a self-made portfolio owner himself, Rasti uses his unique blueprint combining strategic diversification and sharp negotiation skills tailored for his clients' circumstances through his Buyers Advisory business. His mission is to educate and empower people to be successful property investors.

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