



MENTORING PROGRAMMES WITH PROPERTY OPTIONS



Contents

1.0	Introduction	5
1.1	Introduction to Property Options Investment Club and founder Del Brown	6
1.2	Introduction to Property Options Investment Club Mentoring Programmes	7
1.3	What Can You Expect from Your Mentor?	8
1.4	What Do We Look For in a Mentee?	9
1.5	How Will We Work Together?	9
2.0	Mentoring Programmes	11
2.1	Rent-to-Rent - Foundation Level	12
2.7	Mentoring Silver - Mid Level	14
2.12	Mentoring Gold - Intensive Level	16
2.17	Pay-as-You-Go Property Consultancy	18
3.0	Contact Us	21
3.1	Appendix	21



Introduction

1.1	Introduction to Property Options Investment Club and founder Del Brown	6
1.2	Introduction to Property Options Investment Club Mentoring Programmes	7
1.3	What Can You Expect from Your Mentor?	8
1.4	What Do We Look For in a Mentee?	9
1.5	How Will We Work Together?	9

Introduction

1.1 Introduction to Property Options Investment Club and founder Del Brown

1.1.1 Within the past twenty-five years, Property Options founder Del Brown has developed tried and tested strategies for success and wealth creation through his property businesses. Having started out as a carpenter's apprentice, Del's entrepreneurial flair combined with a positive hard work ethic and willingness to learn new skills has led him to becoming one of the leading property entrepreneurs in the South West.

1.1.2 He has built a portfolio valued at around £40 million, consisting of over one hundred properties, founded several property businesses and is currently the CEO of Property Options. Del has developed a solid reputation in the South West and this ensures that agents and private owners bring the very best property deals to him. Del really knows how the Bristol and UK property market works and how to monetise different types of properties, both residential and commercial. He is the author of *Making Money from Property Bristol Fashion*.

1.1.3 Del is renowned for being a man of his word and prides himself on being honest and transparent with his clients and investors. He steers away from the 'hard sell' style of many other property investment courses but instead prefers to work with a select few mentees per year. This ensures his clients get the best from him and he can guide and support investors to reach their targets using tried and tested strategies that led to his own financial freedom.

1.1.4 After being asked for many years to share his advice and winning formulas for property investment, Del has created Property Options Investment Club. This club has been set up to support local people interested in all things property to network, joint venture on projects, take up training and learn tried and tested formulas shared by property experts who have spent years developing these strategies. Del offers integrity, sound business sense and entrepreneurial spirit with all he puts his hand to and he is passionate about working with others to share his professional property knowledge.



1.2 Introduction to Property Options Investment Club Mentoring Programmes

- 1.2.1 Our twelve-month mentoring programmes give our investor clients the opportunity to work with a property expert on all aspects of setting up, running and growing a successful property investment business. Our aim is to inspire and motivate our clients to reach their goals.
- 1.2.2 We offer different level mentoring strategies so whether you are a complete beginner in property or an experienced investor looking for rapid expansion, our mentoring programmes will help you to create a realistic and achievable property business plan that you can then turn into life changing reality. Mentoring will ensure you are focussed and accountable for your targets, encouraging you to stay on track to achieve your goals within the time-frame that you set yourself.
- 1.2.3 It's not just the theory either. You will learn all the essential practical skills, including Property Options top negotiating strategies, effective property management of HMOs and gain knowledge of key operational systems and tools. We will help you to build the contacts you need - the agents, tradesmen and building professionals. You will also have access to our 'Power Team' and learn how to create your own effective property team.
- 1.2.4 Best of all, you will discover and develop the right mind-set you need for success in the current property market. We will show you what *not* to do and how to maximise your wealth in certain stages of the economic cycle, and how certain strategies are better for certain geographical locations.
- 1.2.5 If you want to learn how to build your own portfolio with the guidance and support of tried and tested strategies then our Property Mentoring Programme is designed for you. All of our mentoring programmes are tailored according to the individual investor's needs and the goals that you want to achieve.

1.3 What Can You Expect from Your Mentor?

- 1.3.1
 - Confidentiality & professionalism at all times
 - Motivation and support to help you develop the right mind-set and the confidence required for success
 - An inspirational role model who has a proven track record of success in the property industry
 - The expertise to alert you to potential risks and share and offer you tried and tested possible solutions
 - A property expert to talk through your property challenges, sharing personal, similar examples
 - Examples of best practice - including practical examples, reading and learning materials
 - Goal setting and accountability - reviews and reflection on your goals to keep you on track
 - Access to a Power Team: solicitors, financial advisors, tradesmen services, operational hub
 - Strategies and formulas for success and wealth creation
 - Integrity and transparency
- 1.3.2 Although as your mentor we are not there to do the work for you or to make decisions for you, we will share our guidance, strategies and expertise to help you make informed, time and money saving choices for your investments. We will essentially be by your side with you on your property business journey through new and exciting challenges!

1.4 What Do We Look for in a Mentee?

- 1.4.1 There is a high demand for the mentoring programmes that we offer and we only have space to take on a small amount of mentees per year. We like our mentees to have a positive and focussed attitude and be prepared to work hard to reach their property goals.
- 1.4.2 You will need to be prepared that there will be challenges ahead and there will be times where you may feel out of your comfort zone - this is normal! As you push through these barriers with our expert support you will gain confidence and the know-how that you need. We are confident that we can guide you to achieve your goals. Most importantly, mentees will need to commit to changing their lives within the 12-month period that we will be working together.

1.5 How Will We Work Together?

- 1.5.1 Mentor and mentee relationships are based on mutual trust. We offer all mentees an opportunity for an exploratory one hour meeting with us free of charge. This is an opportunity for you to meet with us at our offices and ask any questions that you may have. It is also a chance for us to ensure we are the right people to help you at this time, or whether there are some extra measures you need to take before becoming a Mentee.
- 1.5.2 Once we have had our initial meeting we will agree terms and draw up a contract for both parties so that we are clear on our expectations of each other. We will also ask you to complete an application form and provide proof of identification for our records.
- 1.5.3 At this stage, we would be ready to set up your first mentoring session appointment or in the case of our *Rent to Rent Foundation Level* we will book you in for our group introduction seminar. We will then agree dates for the subsequent eleven mentoring sessions for the year ahead so that mentees will have set time slots each month. We realise that sometimes these may need to change for emergencies but, for accountability purposes, we find that setting these dates ahead of time works well for both mentee and mentor. Additionally, if both parties know the time for the meeting in advance, we can prepare what is needed for that session.
- 1.5.4 You will need a certain amount of cash flow or access to release investment funds to support your investments and property business. This will be discussed at your first meeting and we will advise you about what we think you need and possible strategies to access this finance. For example, and generally speaking, Foundation Level mentees will need between £3000 - £5000 to fund their first *Rent to Rent* property (deposit and rent in advance).



Mentoring Programmes

2.1	Rent-to-Rent - Foundation Level	12
2.7	Mentoring Silver - Mid Level	14
2.12	Mentoring Gold - Intensive Level	16
2.17	Pay-as-You-Go Property Consultancy	18

Rent-to-Rent - Foundation Level

2.1 Who is Rent to Rent Suitable For?

- 2.1.1 Our *Foundation Level* Mentoring package is offered to mentees who may have little or no previous property investment or management experience. It suits those who want to be supported by experts to generate additional income through our highly successful *Rent to Rent* strategy.
- 2.1.2 You don't have to be a house owner or have a fantastic credit history to take up this mentoring programme, and in fact, many foundation mentees come to us to help them build up their credit. You can use this strategy to save up for a deposit for your first investment property.

2.2 What Do We Mean by Rent to Rent?

- 2.2.1 A *Rent to Rent* strategy is where an individual investor will approach an agent or landlord directly to offer guaranteed rent for a large property with a minimum 1 year contract. This is known as a 'company let'. The investor makes a healthy profit by renting the rooms out individually (including bills), bringing in more rent in income than is being paid to the landlord.
- 2.2.2 As a recognised property company we are able to act as the 'company let' on behalf of you as the investor if needed. This should reassure the landlord or agent to go ahead to offer you a longer term property management agreement. If we are the 'company let' party we will manage all the rent collection, tenant credit checks and contracting between you and the landlord/agent and you and the tenants.

2.3 What is Included in the Foundation Level Mentoring Package?

- 2.3.1 Property Options offers a two and a half hour introduction workshop that will tell you about our *Rent to Rent* strategy. If you decide to take things further with us, we then we offer the twelve-month mentoring service that will help you set up your business, plan ahead and begin making money from your first *Rent to Rent* property.
- 2.3.2 As part of this mentoring service you will become an associate of our sister company Rooms to Rent Ltd, set up to offer full operational support to mentees. You will receive our *Associates Manual* with everything you need to know about *Rent to Rent* and what is covered in our monthly sessions. We also give you an *Associates Handbook* with templates and operational tips.

2.4 12 Month Package Offer

- 2.4.1
 - i. Monthly one hour face-to-face or Skype meetings
 - ii. Phone call support - two per month (up to 30 minutes) at agreed times
 - iii. Occasional email support with your mentor/hub team
 - iv. Rooms to Rent Ltd Hub Service (additional charge)

2.5 What Will Be Covered in Your Sessions?

- 2.5.1
 - o Setting up your Rent to Rent business
 - o Sourcing and identifying suitable properties for high income investment
 - o Effective financial planning for high rental income with no void periods
 - o The best strategies for negotiating with landlords and agents
 - o Improving your credit history
 - o All aspects of day-to-day management of a property
 - o Sourcing good tenants, credit checks, landlord/tenancy agreements
 - o Keeping tenants happy and long-term in your property
 - o Learn legal requirements and essentials of property management
 - o Yours and the landlords obligations
 - o How to run an HMO (House in Multiple Occupancy)
 - o Quick wins and short cut strategies to maximise property income
 - o Advice on renovation and property management
- 2.5.2 Exclusive to Rooms to Rent Ltd Hub Service
 - o Full tenancy credit and employment checks (included in cost)
 - o Rent collection service from tenants
 - o Manage payments to your landlord/agent
 - o Monthly accounting reports to you
 - o Contracting for landlords and tenants
 - o Guidance and contracts for tradesmen and furniture providers

2.6 Fees for Foundation Level Mentorship

2.6.1	Rent to Rent Workshop	FREE
	12 Months Mentorship	£5000 (payable in advance)
	Rooms to Rent Hub Support	25% on rental income after all expenses

- 2.6.2 NOTE: To get started in Rent to Rent you will need to have access to at least £3000 to £5000 cash float, depending on the size and location of the property. This will cover the rental deposit, rent in advance to the landlord and the furnishings for your first property.

Mentoring Silver - Mid Level

2.7 Who is Silver Level Mentoring Suitable For?

- 2.7.1 Our *Silver Level* Mentoring package is suitable to current landlord investors looking to maximise profits out of current single lets or other property investments. However, it is also suitable for newcomers to the world of HMOs (House of Multiple Occupancy) looking at ways to increase your additional monthly income or to secure your retirement pot. It suits investors looking to grow their investment at their own pace. We suggest *Silver Level* suits clients with access to investing upwards of £75,000.

2.8 What is Included in the Silver Level Mentoring Package?

- 2.8.1 Our *Silver Level* package will offer you monthly one hour face-to-face or Skype mentoring sessions where we will help you to plan and create lucrative strategies for your Investment Portfolio.
- 2.8.2 *Silver Level* mentees will have an initial planning meeting of ninety minutes. This is to sit down with us and discuss your financial goals and objectives, and to set realistic milestones. If you then choose to take things forward with the *Silver Level* package we will organise another longer meeting to help you plan your property business and commit your plans to paper, setting realistic targets for growth at your own pace.
- 2.8.3 As a Property Options *Silver Level* member you will be guided towards the most effective property business strategy that supports your personal business needs. We also offer *Silver Level* mentees 25% off any other Property Options training courses and six free tickets to our monthly PIM Property Network meetings.

2.9 12 Month Package Offer

- 2.9.1
 - i. Monthly one hour face-to-face or Skype meetings
 - ii. Phone call support - two per month (up to 30 minutes) at agreed times
 - iii. Email support with your mentor/hub team
 - iv. 25% off any Property Options Courses
 - v. Six FREE tickets to monthly PIM meetings
 - vi. Optional Hub Support service for HMOs (additional charge)

2.10 What Will Be Covered in Your Sessions?

- 2.10.1
 - o Goal setting for years 1-3 of your property business
 - o Forward planning for success - get started within 6 weeks
 - o Ongoing accountability for your goals and objectives
 - o Financial options - how to release maximum capital, source and secure funding, recognise high value properties and secure your financial future
 - o Joint Venture strategies and access to Below Market Value properties
 - o Support with analysing deals
 - o Learn buy-to-let, flipping, rent-to-rent, rent-to-buy and more
 - o Time and money saving strategies for property renovation
 - o Strategies to manage and expand your portfolio at your own pace
 - o Building teams and advertising leads
 - o HMOs and BTLs made easy - support with buying properties, legals, health and safety, licenses etc.
 - o Effective property and asset management
 - o Finding and keeping good tenants
 - o Manage your finances, property tax allowances
 - o Access to our power team (finance, operations, management)
- 2.10.2 Exclusive to Rooms to Rent Ltd Hub Service
 - o Full tenancy credit and employment checks (included in cost)
 - o Rent collection service from tenants
 - o Manage payments to your landlord/agent
 - o Monthly accounting reports to you
 - o Contracting for landlords and tenants
 - o Guidance and contracts for tradesmen and furniture providers

2.11 Fees for Silver Level Mentorship

- | | |
|-----------------------------|--|
| 2.11.1 12 Months Mentorship | £5000 (payable in advance) |
| HMO Hub Support | 25% on rental income per property after all expenses |

Mentoring Gold - Intensive Level

2.12 Who is Gold Level Mentoring Suitable For?

- 2.12.1 Our *Gold Level* Mentoring package is suitable for those investors who are likely to already be investing in property and who now require intensive support for rapid portfolio growth. Alternatively, you may be an investor who has always invested in a particular property strategy, i.e. single buy-to-let properties, but now want to start investing in HMOs, flips, joint venture investments or new builds.
- 2.12.2 Working closely with your mentor you will be guided to fast track your property business to the next level. We will educate and motivate you to make strategic decisions for your wealth creation through property development and investment. We suggest that the *Gold Level* suits clients with access to investing £100,000 upwards.

2.13 What is Included in the Gold Level Mentoring Package?

- 2.13.1 *Gold Level* mentorship offers twelve months of ninety minute face-to-face meetings with two thirty minute phone calls and continuous email support per month. *Gold Level* members are offered an initial meeting of two hours to ensure we can effectively plan your desired growth and set realistic targets and milestones for the upcoming year and beyond.
- 2.13.2 We will explore your current financial resources and look at ways to secure the appropriate finances you need to rapidly expand your portfolio or property investment goals. We offer comprehensive deal analysis, will share our successful negotiating tactics, brainstorm solutions to optimise existing property and assist you to overcome financial challenges.
- 2.13.3 We can also help you to find easy solutions to quick selling, securing finance, successful renovation or finding HMO tenants. We offer *Gold Level* members a discount on sourcing below market value properties. You will receive free entrance to our monthly PIM Property Network meetings in Bristol for one year and have access to our power team. *Gold Level* mentorship will not only grow your business but will ensure you grow in confidence, prowess and wealth. Most importantly, we will ensure you are held accountable for your property growth plans.

2.14 12 Month Package Offer

- 2.14.1
- i. Monthly ninety minute face-to-face or Skype meetings
 - ii. Phone call support - four per month (up to 30 minutes) at agreed times
 - iii. Email support with your mentor/hub team
 - iv. 25% off any Property Options Courses
 - v. Twelve FREE tickets to monthly PIM meetings
 - vi. Optional Hub Support service for HMOs (additional charge)

2.15 What Will Be Covered in Your Sessions?

- 2.15.1
- o Goal setting for years 1-3 of your property business
 - o Forward planning for success - get started now!
 - o Ongoing accountability for your goals and objectives
 - o Financial options - optimise current capital, creative investing
 - o Flips and renovation strategies
 - o Raising private finance and using other people's money
 - o Access to Below Market Value properties
 - o Discounts on sourcing with us
 - o Deal analysis and help with structuring quick and lucrative deals
 - o Money and time saving strategies for property renovation and new builds
 - o Strategies for rapid portfolio growth
 - o Access to power team, financial experts building teams
 - o Multi HMO and property lease options
 - o Joint investment
 - o Effective property and asset management
 - o Access to Power Team (mortgages, conveyance, surveyors etc.)
- 2.15.2 Exclusive to Rooms to Rent Ltd Hub Service
- o Full tenancy credit and employment checks (included in cost)
 - o Rent collection service from tenants
 - o Manage payments to your landlord/agent
 - o Monthly accounting reports to you
 - o Contracting for landlords and tenants
 - o Guidance and contracts for tradesmen and furniture providers

2.16 Fees for Gold Level Mentorship

- | | |
|-----------------------------|--|
| 2.16.1 12 Months Mentorship | £10,000 (payable in advance) |
| HMO Hub Support | 25% on rental income per property after all expenses |

Pay-as-You-Go Property Consultancy

2.17 Who is Pay-as-You-Go Consultancy Suitable For?

- 2.17.1 This option is open to clients who want one-off property investment consultancy. It is available to all types and level of investors. We can offer comprehensive and professional advice on all aspects of property development and investment - you may simply want to work out where to start!
- 2.17.2 We will ask you to provide some detail in advance so we can research and prepare for your meeting and make the most of your time with us. Whatever you need we should be able to help and if not we can put you in the right direction!

2.18 One off Consultancy Offers

- 2.18.1
- i. 60 minute consultation
 - ii. 90 minute consultation

Both of these will include relevant research prior to the meeting

2.19 Suggested Areas We Might Cover in Your Sessions

- 2.19.1
- o Review of your commercial/residential portfolio
 - o Goal and target setting for property business
 - o Strategies for growth advice
 - o Sourcing discounted properties and selling on
 - o Best geographical areas to invest
 - o Flips and renovation
 - o Joint venturing
 - o Raising quick finance
 - o Company Lets & rent-to-rent
 - o HMO building
 - o Optimising your portfolio in an ever-changing market to produce your ideal risk and return profile
 - o Releasing capital to be reinvested in other properties
 - o Planning strategies for retirement or financial freedom
- 2.19.2 In order to get the maximum benefit from your consultancy we will ask you to provide as much detail as possible about your situation ahead of the meeting with us to ensure we can carry out any research needed. Meetings can take place as frequently as desired by the client.

2.20 Fees for Foundation Level Mentorship

- | | |
|--|--------|
| 2.20.1 One hour meeting | £500 |
| Ninety minute meeting | £650 |
| Three or more meetings paid for in advance | 5% off |

2.21 Contact

If any of these mentoring programmes or consultancy interest you or you have any questions please feel free to get in touch with us.

T	0117 942 7505
E	admin@bmvpropertyoptions.co.uk
W	www.bmvpropertyoptions.co.uk



Appendix

Rooms to Rent Ltd
384 Gloucester Road
Bristol
BS7 8TR

T +44 (0)117 942 7505
E info@roomstorentbristol.co.uk
W www.roomstorentbristol.co.uk

Document Title Mentorshing Strategies with
Property Options

Document Status Revision 1

Date of Issue 25 June 2015

Property Options Limited has prepared this document for the sole and specific use of Mentees and Property Options Limited shall not be responsible for any use of the document or its contents for any purpose other than that for which it was prepared and provided. Should Mentees require to pass copies of the document to other parties for information, the whole of the report should be so copied, but no professional liability or warranty shall be extended to other parties by Property Options Limited in this connection without the explicit written agreement thereto by Property Options Limited.

© 2015 Property Options Limited

Property Options Limited owns the copyright of this document which must not be reproduced in whole or part without the written permission of Property Options Limited.

Prepared by

Name Caroline Oldland
Sophie Clark
Position Coordinator
Personal Assistant to Delroy Brown
Date 25 June 2015

Checked by

Name Delroy Brown
Position Director
Date 25 June 2015



t
e
w

+44 (0)117 942 7505
admin@bmvpropertyoptions.co.uk
www.bmvpropertyoptions.co.uk
