

**Discover The Unique System I'm
Using To Consistently Source Two
Repossessed Properties A Week
Without Talking To Any Estate
Agents Or Visiting A Single
Auction**

With Parmdeep Vadesha
MD of Vadesha Properties Ltd

Tom and his younger sister were fighting. Their mother was tired of the fighting, and decided to punish them by making them stand on the same piece of newspaper in such a way that they couldn't touch each other. How did she accomplish this?

Tom's mother slid a newspaper under a door, each sibling standing on each side

It's *Obvious* When You Know The Answer!



My background

- I grew up in a working class area of Leicester
- Attended one of the worst performing schools in the Country
- Parents taught me to study hard and stay away from trouble
- I had no money or expertise to help me get started in property

How I started in property

- I worked nightshifts for £5/hour at a Walkers Crisps warehouse as a warehouse operative (yes they did give us free crisps in case you're wondering!)
- I looked into the stock market, franchising, the Internet and finally property. I decided property and the Internet offered the most opportunity for fast yet sustainable wealth



How I started in property

- I had heard that the American real estate investment industry is a lot more advanced than here in the UK
- So, in my spare time I logged on to several American property discussion forums online
- Discussion forum websites allowed me to get to know what experienced property people were doing to find and fund their deals
- I also created www.Tycoons-Forum.com for my Property Tycoons newsletter subscribers. This is now the largest community of serious property investors who help each other find and buy below market value properties.

How I started in property

- I used to spend 80% of my night shift wages on advertising in the local paper for distressed sellers of below market value properties
- I made lots of mistakes which I fixed one by one
- My advertising evolved over time
- Slowly but surely I figured out how to find distressed sellers of bargain properties using simple advertisements in newspapers and on the Internet

How I ended up here

- I have always enjoyed sharing and helping others
- Have done a lot of work with charities including mentoring with the Young Enterprise charity
 - 10% of Property Tycoons community subscription revenues are also donated to charity every month
- Wrote a few books and courses
- People asked for more services & products
- My courses, manuals and workshops have changed the lives of thousands of ordinary people (74,355 people from across the world receive my monthly newsletter)

What do I do today?

- I run several property related companies
 - Foreign and UK property portfolio
 - Provide 100% financing to other investors
 - Ready made deals
 - Information publishing
 - Coaching and mentoring
- I built everything in a short space of time because I discovered techniques other investors were not generally aware of to find bargain properties

What do I do today?

- Me and two other investors built a block of 21 apartments and 3 houses in Northampton



What do I do today?

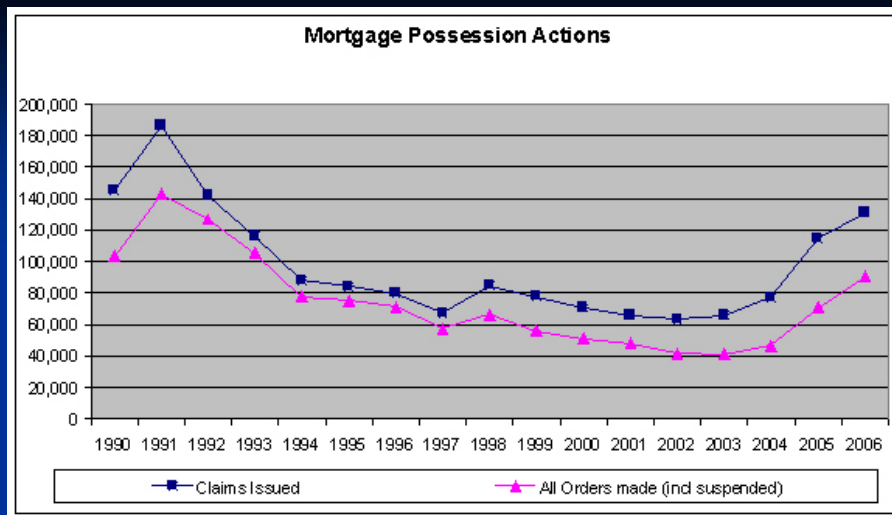
- I've just acquired a 1.5 acre plot to build a brand new £1m+ luxury home for my family



Repossession statistics

- Mortgage repossessions rose by 65% in 2006 with 17,000 people losing their homes (Source: Council of Mortgage Lenders)
- CML predicted further rises to 19,000 in 2007 and many more in 2008 as interest rate rises bite
- Fixed rate deals coming to an end
- = a massive number of people in trouble

Property investors will help a lot of people this year



Source: Ministry of Justice

Understand the Process Of Repossession

- A long drawn out process
 - Letter stating missed payments
 - 2nd letter stating must clear debts or further action
 - Solicitors letter giving 7 days
 - County court summons
 - Court hearing – lender applies for repossession order
 - Possible postponement of possession
 - Lender granted possession

Understand the Process Of Repossession

- Can take months
- Several court hearings – you will see the same names appear frequently if you go to the County court
 - Pop by the local County court and take a look at the hearings each day

Why do most investors fail to buy repossessed properties?

- They waste time trying to get into bed with lenders
- Visit auctions and estate agents
- Most people wait until the property has been repossessed and placed on the market

TOO LATE!

What's the secret then?

- Catch people before they get repossessed
- Market to people with debt problems
- Pass on leads to debt negotiators & mortgage brokers or your advertising costs will eat you alive
 - A lot of homeowners you speak to won't have thought about remortgaging or debt management
 - Use these commissions towards your marketing

Understand the homeowner

- It takes a certain type of person to get themselves into this much trouble
- They often have the 'head in the sand' mentality
 - Expect inaccurate even downright misleading figures right from the outset

Before you start

- Think carefully about the repossession process
- Who will your prospects be talking to?
- What resources will they be using?
 - Remember head in the sand mentality
 - Also embarrassment so will be looking for solutions without publicizing the facts
 - The Internet is a very likely source of information for them. Use it to generate leads.

Before you start

- What type of help will they be looking for?
- What will your prospects think of people like us?
- What options do they have?
- How much qualifying are you prepared to do?
- Understand the mindset before you do any advertising

How do we find repossessed properties?

- Our own advertising in the national and local press
- Finders – lawyers, banks, accountants & lots of members of my Property Tycoons community pass us leads too
- Internet marketing on a pay per enquiry basis
- Leaflet drops
- Joint ventures with the big BMV advertisers

What do we do with all our repossessed properties?

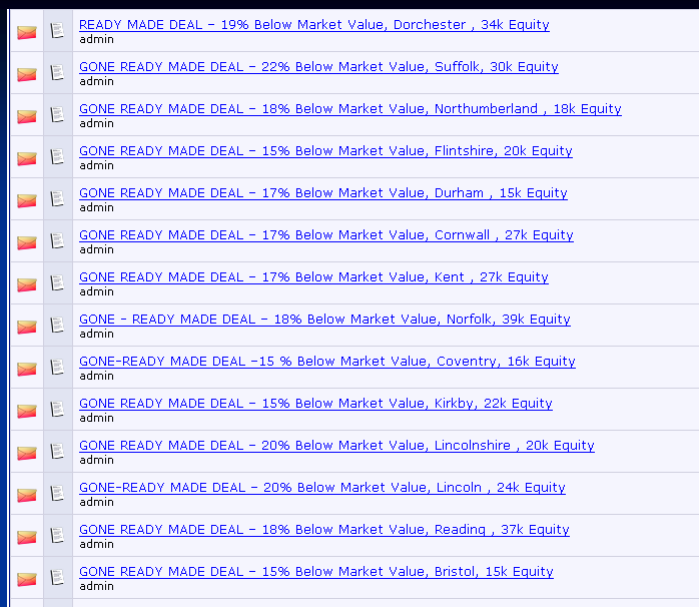
- We keep the ones we can manage in our areas
- We pass on the rest to our clients as Ready Made Deals
 - We were the first in the UK to offer these packaged Ready Made Deals
 - We source over 50 deals every month for our clients
 - We handle the finance and legal's – total package

Important tips

- Don't waste your time with repossession lists
- Remember the golden rule – OFF MARKET deals are always the most valuable by far
- Repossessions are great prospects for sale leasebacks with option to buy back from you in the future
 - Offer sale/leaseback proposition
 - Assess the situation properly
 - I give a buyback option too
 - Rent credits and other advanced strategies...

If you'd like to know more...

- Join my Property Tycoons newsletter for hundreds of tools and strategies for finding and buying bargain properties using little or none of your own money
- You get a monthly Property Tycoons newsletter through the post written by me to keep you up to date on the latest shortcuts for finding bargain properties
- Access to my exclusive 100% finance service for newsletter subscribers
- We also supply ready made deals on the Tycoons subscribers website – here are some examples...



	READY MADE DEAL - 19% Below Market Value, Dorchester , 34k Equity admin
	GONE READY MADE DEAL - 22% Below Market Value, Suffolk, 30k Equity admin
	GONE READY MADE DEAL - 18% Below Market Value, Northumberland , 18k Equity admin
	GONE READY MADE DEAL - 15% Below Market Value, Flintshire, 20k Equity admin
	GONE READY MADE DEAL - 17% Below Market Value, Durham , 15k Equity admin
	GONE READY MADE DEAL - 17% Below Market Value, Cornwall , 27k Equity admin
	GONE READY MADE DEAL - 17% Below Market Value, Kent , 27k Equity admin
	GONE - READY MADE DEAL - 18% Below Market Value, Norfolk, 39k Equity admin
	GONE-READY MADE DEAL -15 % Below Market Value, Coventry, 16k Equity admin
	GONE READY MADE DEAL - 15% Below Market Value, Kirkby, 22k Equity admin
	GONE READY MADE DEAL - 20% Below Market Value, Lincolnshire , 20k Equity admin
	GONE-READY MADE DEAL - 20% Below Market Value, Lincoln , 24k Equity admin
	GONE READY MADE DEAL - 18% Below Market Value, Reading , 37k Equity admin
	GONE READY MADE DEAL - 15% Below Market Value, Bristol, 15k Equity admin
	GONE READY MADE DEAL - 17% Below Market Value, Manchester, 20k Equity admin