
Renovation Webinar

Dean Parker & Troy Harris (Active Property Network)

Where Elise and Dean's interest in Real Estate began

Troy Harris: As I've said earlier, you've been a friend and mentor to us and we are greatly appreciative of that and I know you're a strong believer in *mentors* as well. Have they helped you achieve your goals and what are you doing with your new website to give others the chance to leverage from expert experience?

Dean Parker: Yeah, look, we've had some massive influence from some really great people like *Steve McKnight* who really got us started. And we met *Dave Bradley* who was Steve's business partner when those guys were operating together. They were just huge in getting us going in the property area. We didn't...I mean, Steve runs a mentoring program now. We didn't go through any of that but they were able to just three-day courses and education products, that really fast-tracked us into getting an understanding of what professional people did. And it just made things so much easier. Rather than us stumbling along like we were doing early on, those two guys were definitely the biggest impacts in our lives and were able to get us really going really quickly. So they were huge.

But then as we progressed, people like *Martin Ayles* who was the developer over in Adelaide. He does massive things over there with building. He was the guy that got us into developing. *Kurek Ashley* is another guy that...He's more in the mindset sort of thing. And we've done...He's programmed The Life Success Club, and look, I'm not plugging these guys or doing anything like that. These are the guys that we've just used and that have made a massive difference to our lives. *Brendan Nichols* is another one that we've done his training and spent money on their project products as well. And look, it's more just us tracking your success.

I guess I will say just on that, I guess, be a little bit careful where you do get your advice from. But I mean, these guys have been around for years and know what they're doing and they run their businesses professionally and that sort of thing. And I mean, that's why, I think, we've probably got to where we are now and like I said, we've...I mean, five years ago, if you'd have said we were going to do \$30 million in real estate transactions after buying our first old house for \$77,000 I would have said yeah, okay, you're kidding yourself. But I guess by getting good advice from people that know what they're doing has just been huge for us. And we'll be forever grateful for even knowing them.

I guess what we're trying to do with our website...We are developing a new website at the moment is to be able to get...There's a whole heap of people out there that do this stuff that you can't really tap into because they're not doing the education part of it. We're doing a little bit of the education part of it because look, as I said, Steve gave us a massive opportunity and I

feel like I just...it's been so good for us that I want to be able to, I guess, motivate people to know that renovations work for us and it can work for you as well. Like, if you are stuck in your job and you don't like it either than you can get out of it. Or if you want to make more money than renovations can be the thing for you as well. So I mean, that's my...the reason why I'm in it.

But there...I think there's an opportunity to tap into some of these other guys that do this full time that don't necessarily want to do the education part of it but are happy to say be on the phone for an hour like you're interviewing me. I'm going to be interviewing a whole series of professionals whether they be your Dave Bradley's or your Martin Ayles or your Kurek Ashley's. Or there will be an electrician to find out exactly the best way of going about it, the guys that we use and your solicitors, your accountants and actually tapping into and asking the questions that are relevant to renovating and to find exactly the best way doing it. And to pretty much just to hope people fast track so you don't have to worry about the learning it all yourself and making mistakes and losing money. I guess that's the real key around why we're doing it.

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Troy Harris: That sounds like a terrific idea. So that's in the process of being put together that'll be up soon?

Dean Parker: Yeah. Look, that's a completely different website altogether. The one that we've got there now, it just hasn't really or doesn't enable us to do a whole heap of things. So it's a brand new one. We're aiming to have it done by the end of the month. We're working away at getting it done. We've got heaps of people involved here just to get that to happen. So yeah, we're looking forward to getting it live .

And look, there's obviously on any website, there's also going to be a huge member section for the people that own our product that are going to get ongoing support and other things that they can tap into. And I mean, just one example today I...Actually, because I offered on that property today and standing there and the agent was trying to take down all the notes of what I'd told him about the offer and I thought actually, it'd be a good idea if I had like a simple offer template that I could just give him and say here's my offer; take this to the client. And so we quickly whipped that up this afternoon with all the information that would be required on it. And that sort of thing would just go straight out to people who bought our product. That's just an update that you get for owning our product. That's one of the things that you'll get.

So that's what we're aiming to do. It's going to be something that people can continually tap into to help them ongoing until they get to the point where they don't need any more assistance with your renovating.