
Renovation Webinar

Dean Parker & Steve McKnight (Property Investing.com)

The Complete Renovation System – plus Checklists

Steve McKnight: Another question, Dean, which I think leads into our last question today is where can I get a copy of the checklist? So I guess we're talking about what is this complete reno system product and how can investors use it to make more money?

Dean Parker: Essentially, we had a product called the "Reno Toolbox" which we did, it was probably three or four years ago now with you guys, Steve. And "The Complete Renovation System" is essentially our last five years of renovation experience all rolled into one education product. And we've broken it into three sections, I guess. There's the manual which is the eight steps to the renovation process and that's a practical education, the nuts and bolts. It teaches you about the numbers, valuations, permits, and everything along the way essentially from furnishing all the way through to the selling at the other end or renting it if that's what you want to do. So that's the manual and that's the education part.

The second component is the case studies and that's really the idea fostering part of the system. So it takes you inside. We've got videos and photos and all the numbers, how much we spend on taps, where we spent it, who our target market was, how we identified that. We've got six fully completed case studies ranging from a really cosmetic renovation we did on a \$132,000 house up to that eight unit complex that we did where we made over \$150,000 on that project in less than six months. So that's the case studies and I guess that gives you the ideas of what can be achieved.

And then the checklist component is really the system that we use every day in our business. So they're the things that we have developed to make sure that we just don't miss a beat. So I think there's 70 pages in a checklist in total and that just walks us the whole way through. So that's the third component of it.

So essentially, it's the learning, then it's the ideas, and then it's the checklists that walk you through the whole process. And that's "The Complete Renovation System."

Steve McKnight: Where can people go to find out more info about it?

Dean Parker: We have a page on our website at www.propertyystems.com.au.

Steve McKnight: Someone said I've got your package, Dean. Very good value now. I need a few weeks to learn it. There must be a bit in it.

Dean Parker: Yeah, there is. Well, there's over 200 pages in the manual alone. The case studies and all the rest of it, there's another 100 pages of information there and there's six audio CD's and six DVD's as well. So yeah, there's a fair bit to get through.

Dean Parker: One thing is we've got a guarantee on it so that if you get it and in 30 days you have a look through it and you don't think that you can produce everything that we've spoken about and the types of deals that we've done and that it's not an end-to-end system, then we're happy to give you your money back. That's one thing, I guess.

Two, it's something that you get to keep forever. It's not like you've got to pay \$997 for every property. Once you learn the process of renovating and you can do it well, I mean, we're making...that project I spoke to you about before there's \$200,000 profit in that. But I mean, if you're renovating, if you can follow the rules in there and you can find a property for around let's say \$250,000 and you're making your sort of 12% on it, you're sort of making in between \$25,000 and \$30,000 profit. So we think that it's \$1,000 to get all the skills, the videos, the templates, all the business checklists that we use in our system just for a grand, that's just a really small percentage of the profits that you can make.

There is a lot in it. It does take a few weeks to get through. But once you've got through it, that is just the fast track that will allow you to get into, I guess, some more serious profits straight away rather than fumbling along like we did when we first started.

Steve McKnight: All right, Dean. So certainly if you don't have it and you're fumbling around in the dark, it's pretty easy to make some (clanger) mistakes that'll add up to \$1,000 in quick time. So if you want someone to show you the fast track, this might be an excellent resource to help you out.

Well Dean, it's always a pleasure talking to you. Thank you so much for your time. There's a number of comments here that have come through. Thanks Dean, excellent strategy. Some encouragement for you to hear Dean. And I think everyone listening to this would join with me in saying thanks for sharing your time and your expertise.

Dean Parker: No problem. Good luck to everyone and hopefully I think that everyone that's attending your seminar as well, that'll be a fantastic event. And yeah, best of luck.

Steve McKnight: There's only one last thing I'd say Dean and that's it's time to sharpen up your table tennis game so you can actually be a bit more competitive.

Dean Parker: Yeah, well, I'll keep trying. I'm sure one day I'll get up there and I'll be at your level but I'll keep plugging away.

Steve McKnight: That's right, Dean. You keep renovating properties mate and I'll keep practicing my table tennis game.

Steve McKnight: Thanks mate for the chat.