



SOURCED

Beginners Guide
to Investing



Over the years we have been asked one question more than any other... How do I get started in property investing?

So, with this in mind, we decided to create the **Sourced Beginners Guide to Property Investing.**

This guide will give you a brief overview of 'how to get started'. We have tried to focus on the core fundamentals so you have a good base to start from. So, why property investing? Why do so many of us want to get involved?

Property is continually one of the most popular forms of investment, if not the most popular investment class. Bricks & mortar as an investment class is the choice of millions in the United Kingdom. Consistent returns on property is probably the number one reason people select property as their investment vehicle of choice.

It's not surprising when you look at the statistics. Since 1972 when records began there has been no five-year period showing a negative total return when investing in U.K. residential property.

Every year there are more and more 'property millionaires', everyone wants to 'get into' property, the trouble is for most of us it remains a wish, a dream, a thought. For you???? Hell no, you have downloaded this e-book and you are looking at ways to make that dream a reality!

Well done you...keep on reading, we guarantee you will receive valuable content that will enable you to hit the ground running and make those first steps count on your property investing journey with or without Sourced.

Property can give people a whole new lifestyle, a fantastic income, extra security, a holiday home in Barbados, a flash 2-seater sports car, it can rid you of your wrinkles and make you more attractive to the opposite sex.... wait a minute.

Ok apparently, we are contractually obliged to say, 'maybe not all the above', but certainly some of it!

Britons famously value home ownership, a national characteristic which gives us an abiding interest in the wider real estate market and leads many of us toward investing in property. We would go so far as to say, it is for many an obsession and this guide will explain why you should consider investing in property.

What to expect in this guide...

This E-book is broken down
into the following sectors:

Why Property?

Your Personal Investment War-Plan

What Do You Want from Property Investing?

How Much Money Do I Need to Start?

Get Educated

Finance

How to Find the Best Properties (Including 3 Trade Secrets)

Finding Your Perfect Strategy

Jargon Buster

How We Can Help You

Why Property?



So, why property? People often have the desire to be financially free as we touched upon above.

Everyone is different however, and another big draw is that you can invest in property whilst still being in full time employment, who wouldn't want a steady added income stream on-top of their salary?

Property Investing offers more benefits too such as:

Capital Appreciation

Your asset gaining value as time goes by

Leverage

Use the equity in your property to buy another property or release funds

Cash Flow

Monthly cash flow
(added income stream)

Let's face it, what are the alternatives?

You could have your money sat in your bank earning you barely a penny. Maybe, you are brave enough to buy bonds, stocks, shares? We have all heard the old saying 'safe as houses'. The British in particular, have had a love affair with property it seems forever. Switch on the TV most nights and you will find some form of program about buying houses, designing houses, re-furbishing houses, flipping houses, buying houses abroad, converting things like buses & planes into houses, the list goes on and on. Hell, there's even a property TV channel on, Sky these days and it's 24/7.

Phil & Kirstie, George Clarke, Kevin McCloud, Sarah Beeny, Amanda Lamb etc etc, these guys are all house-hold names and watched by millions. We are obsessed!



Can I Invest in Property, Whilst Working Full-time?

Yes, you can Is the short answer. There are numerous ways in which you can invest in property. It is this, that makes investing in property accessible to people from all walks of life.

Do you have little spare time but want to invest your money in property? No problem, you can be as hands-off as you like. You may want to buy a house with the idea of renovating it and selling it on for a profit (flipping) or letting it out to tenants. If you prefer much less involvement, you might buy shares in a property company or contribute to a crowdfunding scheme, both of which will typically occupy comparatively little of your time and less money.

Depending on how you invest you can invest very little time but expect a nice healthy return. Investing in property is for the masses and is so much more accessible than it has ever been before. The vast majority of property investors are ordinary working people. Pop along to your local property networking event and you will find other people just like you at various stages of their journey.

Many people start out investing in property alongside their day job. It can be done and many people will tell you how they began this way. Let us ask you a question.... What is the one thing money cannot buy?

Many of you will say, happiness, but we disagree we would say you are shopping in the wrong shops! Seriously, do you want to know what it is? It's time! Money cannot buy you another minute, not even a second, no matter how deep your pockets. But there is a solution to this and it's very simple, as most solutions tend to be! The solution to a lack of time is 'Leverage'.

If you have a distinct lack of time, never enough hours in the day to do what you want to do, what do you do? You struggle along with the misconception that that's just the way it is and you will juggle things around to try and find the time, but I'm going to guess that you never quite manage it.

So, the answer is... to leverage other people's time and have them carry out those tasks for you. Once you master this and add leverage to your life, you will reap the benefits trust us. Do you really think that Richard Branson, does his own ironing? Do you think he actually monitors what goes on day to day in his multiple businesses? Of course he doesn't, he leverages other people's time and the result is, he wins!

Ok we don't all own a Tropical Island and have millions in the bank, but neither did he when he started his journey. He leveraged his own friends time to help him create his idea of a business. He has replicated this model again, and again and again. Many other if not all successful people do this. Not having the time, is not an excuse, there is always a way. Leverage! Saying you would love to but you don't have the time, is nothing but an excuse. Add some leverage to your life and see what happens.



Is Property a Get Rich Quick Scheme?

No, and anyone telling you different you need to pay them no attention at all. There are no secret work-arounds, there is no secret formula to earning thousands overnight.

Facebook and other forms of social media are becoming saturated with the next big 'Property Guru' selling their 'unique' training course that will turn you from poor too rich in a matter of weeks. Make of them what you will, just don't fall for clever marketing and webinars showing you sneak peeks of how they made their millions. Whilst some may offer good strategies and content, what we are not down with is the hard sell and promise of you will earn X amount of pounds if you pay for our amazing course. Make of them what you will.

Property Investing is no get rich quick scheme, but with hard-work, patience and good judgement, it can be a hugely lucrative enterprise. Property Investing is transparent, meaning that we have access to up to date and accurate data at Sourced so that we can make informed and timely decisions about our investments.

Property investing has to be carefully planned, with an end goal in mind and a plan of how to achieve that end goal.



90% Of all millionaires become so, through owning property

Andrew Carnegie



Your Personal Investment War-Plan



**First things first. What do you want to achieve?
What is the motivation? Is property going
to be your pension pot for when you retire?**

Is it going to replace your salary to enable you to become financially free, give up the day job, and sit drinking cocktails all day long on some, sun-drenched island in the Med? Or is it just to have your pounds work harder than they will, sat in a savings account waiting for a rainy day?

To get to where you want to be, you must set your 'internal sat-nav.' Without setting the co-ordinates you will likely never actually get there. So, we advise beginners to make an 'Investment War-Plan' Yes it sounds a little over the top. But you need to be methodical, well researched and have a game plan, treat it like a game, if you like (one you have, to win, at all costs) to arrive at your end goal of the, 2-seater sports car / holiday home in the Med, insert your own end goal here...

Your War-Plan Should Consist of:

1. What is your end goal? (set your internal sat-nav)
2. Pick your area or areas of interest
3. Understand the area and local market you have chosen eg. supply & demand etc
4. If you haven't already crunch the numbers, what is your budget? What are your finance options?

...you will need to add a second part to your plan later on....
This will enable you to put the plan into action!

So, what is it you want from property investing?

- Property will be your pension pot (this is very common)
- You aspire to give up the day job and go full time as an investor
- Maybe you just want another income stream to supplement your salary

Whatever it is, you can absolutely do it, You, just need to make the decision. Then act upon it, as things just don't happen by themselves.

We know investors that are happy to have an extra £200 drop in their account each month from their investment, tenanted property. (This is very common). On the other hand, we know investors that have £20,000 a month dropping into their account. (It takes less properties than you may realise!)

The point is there is room for everyone, and different strategies work for different people. Every property investor started with just one property. The difference is your end goal, what do you want from investing?

The beauty of investing in property is if you have a small sum of cash, or a line of credit (mortgage/loan) open to you, then you can start somewhere. Some strategies enable you to start with little to next to no cash, you just need to have that knowledge of how to execute those strategies.

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*Stop calling it a dream
and start calling it a plan*

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Picking Your Area or Areas of Interest

Investing in property in your local area is tempting because it's local to you. This has its obvious benefits, but is it the best decision?

There may well be better areas to invest in. Better returns, means your investment is working harder for you and the end goal is closer.

Investing out of your local area really isn't a problem and many investors do this because they do something called 'chasing the yield' They will only invest if a property gives them a certain yield. Investing in property is not an emotional purchase, like buying your own home is. They could not be more different. The bottom line is what return will said, property give you. Not, hmmm I don't really like the tiles in the kitchen, or that's not my choice of carpet in the hallway. You must as an investor detach yourself from the decorative choices of the previous owner (you will never live in this property after all.)

Investors from the South of the U.K. are now in large investing in property in the North. Why? Well, average house prices in the N/West for instance are much lower than London, but return good healthy yields. So capital expenditure is low, but your gains are healthy, with the added bonus that the North-West region as a whole has seen capital growth in the double digits when comparing 2017 average house prices to 2014.

So, choose your area wisely and do your homework on that area, what is in supply? What is available? Is a certain part of town being re-generated read the news stay up to date with the area and its local councils plans for regeneration.

Top Tips

1. Pick an area based on your budget and your desired returns
2. Monitor the local market, how long do properties stay on the market?
3. Be-friend local agents, they are a mine of information, build a relationship
4. Check sold prices, become an expert on the local market you plan to invest in

Finance Options

Property investors have many different forms of investment open to them, it's a niche market and it can be confusing to beginners so specialist advice is highly recommended. Don't fall into the trap of contacting your local high-street bank, chances are they will not have anything of any use for you as a potential investor.

A good start would be to find a good, reputable, IFA or mortgage broker that specializes in the whole of the investment finance market. (We can help with this) You may not need as much as you think, to get started on your property investment journey.

Once you do have a clear figure in mind to work with and you have decided to actually take the plunge and dive into the world of property investment, where do you go next? Who do you speak to? Do you just jump on Rightmove and look for a property?



*I've got £300 million in property.
If this was leveraged properly,
it could be £3billion overnight*

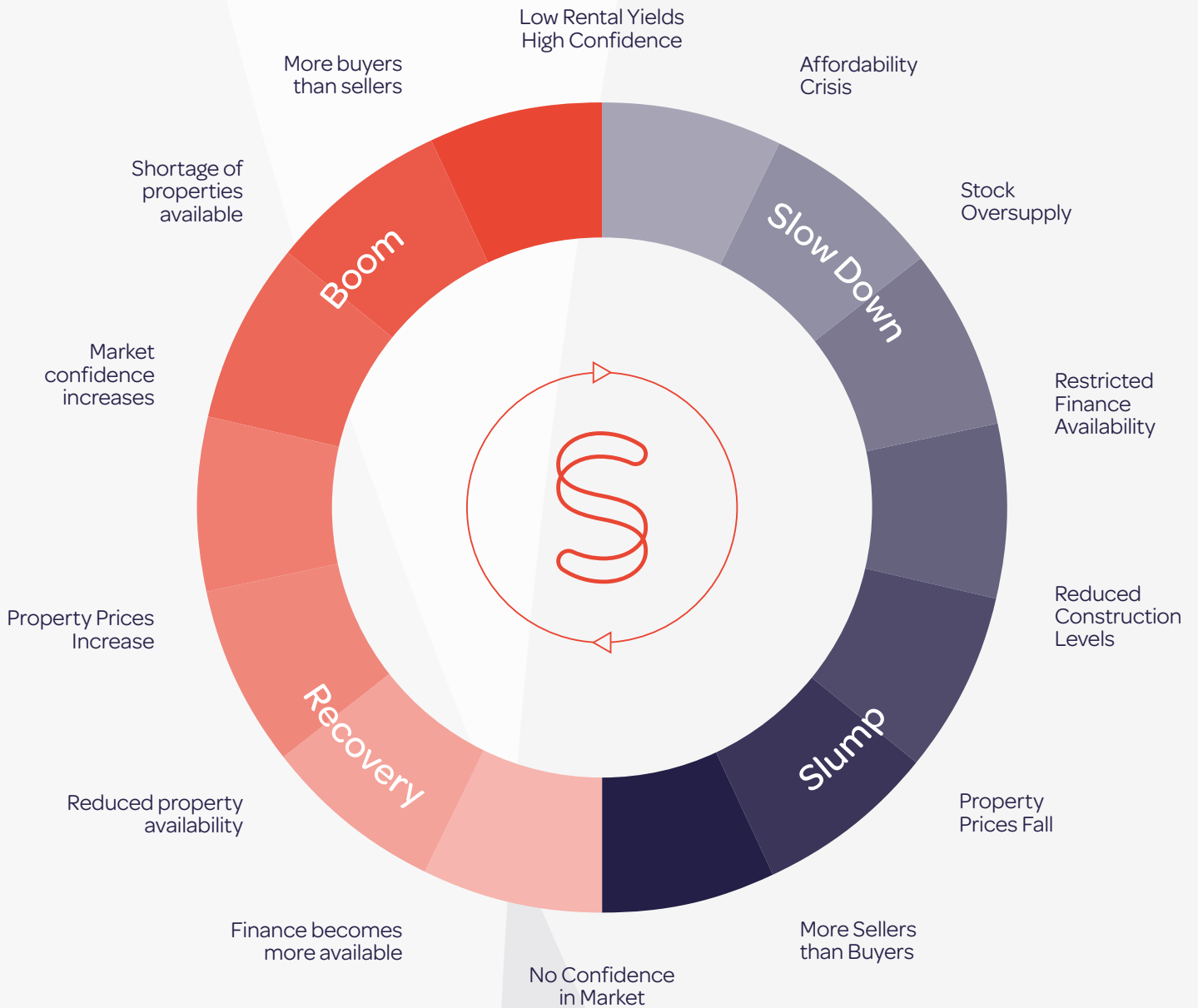
Lord Alan Sugar



The Property Cycle

The property cycle is just that; a cyclic timeline of events based on market confidence and opportunity at that given time.

There is always opportunity in any market. The key is to see the opportunity in what may seem like a depressed market. The image below is a good indicator of the property cycle.



The War Plan

Part Two



This is where we you decide on a suitable niche strategy and begin the search for properties. Now you have in place your budget/finance, your end goal is clear and you have picked an area or areas of interest to invest in.

Part Two of Your Investment War-Plan consists of:

1. Basic Calculations – you must understand how to carry out your own due diligence
2. How to Find the Perfect Property – where to start your search & trade secrets!
3. Finding Your Niche Strategy – This must be in line with your desired returns & available budget
4. Risk versus Reward – Risk is part of any type of investment it's managing that risk, so be prepared
5. Exit Strategy – Every investor should have an exit strategy or Plan B for their investment.

Sourced HQ Top Tip - The one thing no one can buy no matter how deep your pockets is time! But you can leverage other people's time to free up your own and that is how you need to see things moving forward. Don't have the knowledge? Leverage someone else who does. Don't have the time to do something? Leverage the time of others to make it happen.



Basic Calculations

When you find a property, you will need to carry out your due diligence to make sure the numbers add up to a good investment opportunity. This is absolutely crucial. Many newbies make the mistake of having a spreadsheet and making the numbers look good. Just make sure you take into consideration every conceivable expenditure before looking at the bottom line and your potential return.

Income

Income will usually be made up from rental income (if you are letting the property) When calculating this you need to look at your local market averages for similar, properties. Ask yourself is there a demand for the property? If you have an over-subscribed market and there are 150 (e.g. 2 bed apartments) available to let, similar to yours and they have been available for some time we would say maybe this is not a wise choice and you may be left struggling to find a tenant. If your type of property is in short supply and they don't last very long on the open market we would say this is a desirable choice, due to demand being greater than demand.

Income could also mean your return after refurbishing a property and then selling it on. This is much easier to work out. However, carrying out a refurbishment project on a property could eat up costs if you don't keep a close eye on the spend and your builders during the refurb. Never under-estimate build costs, refurb costs and always have a contingency plan, because inevitably things will crop up that you did not expect. Obviously if it's just a basic refurb and only extends to decoration then this is much easier to quantify.

Expenses

We just touched on this above, but make sure you are aware of all associated costs. Depending on your strategy and whether or not you become a Landlord or not there will be costs you may not have considered at first glance. If you have to use an agent and leverage their time and experience as you don't want to deal with tenants etc then factor their costs in. Also check to see if Landlord Licensing is necessary in your area and if so what potential costs this may involve. Always include insurances in your costs as an extra layer of protection, especially if you are becoming a landlord.

R.O.I

Your return on your investment is exactly that. Your return on your capital investment.

Property Purchase Price £100,000
Deposit at 25% = £25,000
(the amount of money you actually invest)
Approx cost of Mortgage per month at 3% is £187.50
Rental Income per calendar month £1000.00

So, your mortgage is going to cost you £187.50 per month but you will receive £1000.00 per month in rent so this property will give you a return of 39% on your capital you invested which was just £25,000.

Obviously, this does not take into consideration any of your expenses, this is merely to show how you calculate return on investment. When working this out for yourself be sure to add all potential costs and even your monthly contingency. Good due diligence minimises the risk of your investment.

Gross Yield

Gross Yield is the monthly return before any expenditure is taken into consideration.

Net Yield

Net Yield is the monthly return after all expenditure is taken off the income. This is what you need to focus on as a beginner as this will be wildly different, to the gross yield.

How to find the Perfect Property



If you have read the first page and skipped straight to the juicy bits then give yourself a slap and turn back to page 1! There are no short-cuts in property.

You could spend hours each day looking on the portals such as Rightmove, Zoopla, Gumtree etc and checking your local agents, websites. But what are you looking for? Well, you should have an idea by now... because you will have got the education you need, you will have picked a strategy that suits you, your budget and your end goals, and you will be looking for a specific type of property.

Places to Look for that First Property!

- Property Portals
- Property Sourcing Companies
- Websites such as Gumtree etc
- Local Newspapers
- Property Auctions



Trade Secret Alert 1

You can generate leads for fun, for free. Fact.

The good news is because we are really, nice people over at Sourced HQ, we decided to share a few gems. That when used correctly can literally generate you more leads than you will be able to handle.

Every local council in the United Kingdom will have a list of the registered HMO's. You may not want a HMO, but stick with us...

That list is sometimes available on the council's website as a downloadable pdf or if you are lucky a nice spreadsheet. This will provide you with the addresses of the HMO property and also the contact details of the owner of the property. Chances are that a HMO landlord will have more than a few properties. More to the point they may have properties they are thinking of selling or letting out to a company (rent to rent strategy) Those properties may well be perfect for you and guess what?

You have just sourced a potential off-market deal for free! Easy, wasn't it?

Trade Secret Alert 2

This sounds ridiculously obvious, but it can net you the perfect property.

Tell everyone, what you are doing, what you are looking for and remind them of it regularly. Attend local networking events, let people know in your area what you are looking for, someone will know someone, who can help you.

A little example of this at 'Sourced' a friend of the company (an investor from out of town) asked us to do some basic due diligence on a portfolio of properties. We obliged and as it happens they were happy with the information but decided not to proceed with a purchase. With their blessing, we then approached the seller of the portfolio and discover that he has over £2.4million in property and he is down-sizing his portfolio. Safe to say, just by talking and being helpful to someone, we got a contact that has been extremely fruitful.

Yes, it's obvious, yes, it's free, and yes it will someday net you something worthwhile, be it a property to buy, one to sell on and trade for a nice fee, or maybe just a good contact that other things will come from.



Trade Secret Alert 3

Another good tactic is.... make friends with local agents, register your details with them all, pop in to their office speak with them let them know what you are looking for. They will in time be calling you before things hit the open market. They are mines of information, they work in the market every-day. Independents are often better than the big franchise operations, but sit down with them all and test the water. They will literally be scouring the market for you eventually and feeding property to you almost like having your own team of property sourcers. We have saved the best till last...

Trade Secret Alert 4

Get yourself a 'Virtual Assistant', this is fast becoming a very popular tactic amongst property sourcers and investors. From a sourcing point of view, you can have your virtual assistant scrape valuable data from property portals that you can then use to target your next potential purchase. Once you have shown your virtual assistant what you want them to do they will be feeding you this valuable data in the form of a spreadsheet every-day. This will save you so much time each day, week, month, year, it is worth every penny. Remember the word 'Leverage' this is a key example.

You can even have your virtual assistant scrape even more data by having them calling local agents and obtaining you even more useful information. We have even heard of VA's closing deals! The possibilities are endless but the cost is absolutely minimal when you compare that to having someone in the U.K. carry out your admin tasks for you. We cannot speak highly enough of using a virtual assistant.

How to Find Your Very Own Virtual Assistant

It's simple go visit this site www.onlinejobs.ph the cynical amongst you are probably thinking yes but how do you know they have worked for the amount of time you set?

The website has a special software called 'Time-proof' which means that you can actually monitor your VA's work as the software takes screen-shots of their work every ten minutes. How cool is that? We have always found that using this site an absolute blessing and when we talk about finding extra time, this website and the fabulous VA's in the Philippines are the answer.

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*Focus on being productive
instead of being busy*

Tim Ferris

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Finding Your Niche Strategy?

Ok your budget is sorted you know exactly what you're playing with and you have aspirations of earning a set R.O.I. (return on investment) Now you need advice on strategy, because to achieve the returns you desire, you need an investment strategy that will work with your budget. See the below infographic.

We have a traditional three bed property for sale for £100,000. You could let this property to a lovely family for £700 per month. But you could also make some basic changes to the property and use it slightly differently and let the property by the room for £300 per room, per month. You may have noticed the dining room is now a fourth bedroom. Look at the income difference from just a few changes and being creative with the property.

The house still cost you £100,000 but the income is hugely different with an increase of £6,000 per annum. So, you could make your £100k work that bit harder by being creative and maximising the properties usage.



3 bed property
'single let' to family
for £700 per month
(£8,400 per annum)



3 bed property
'4 bed hmo' with x4 tenants
at £300 per room per month
£1,200 per month
(£14,400 per annum)

This strategy is popular in large towns and inner cities across the country, you must make sure however that demand is there for a HMO in your area and that you are not in an Article 4 area (HMO's will be restricted in these areas)

There are many other strategies that will suit different-types of investors with different budgets

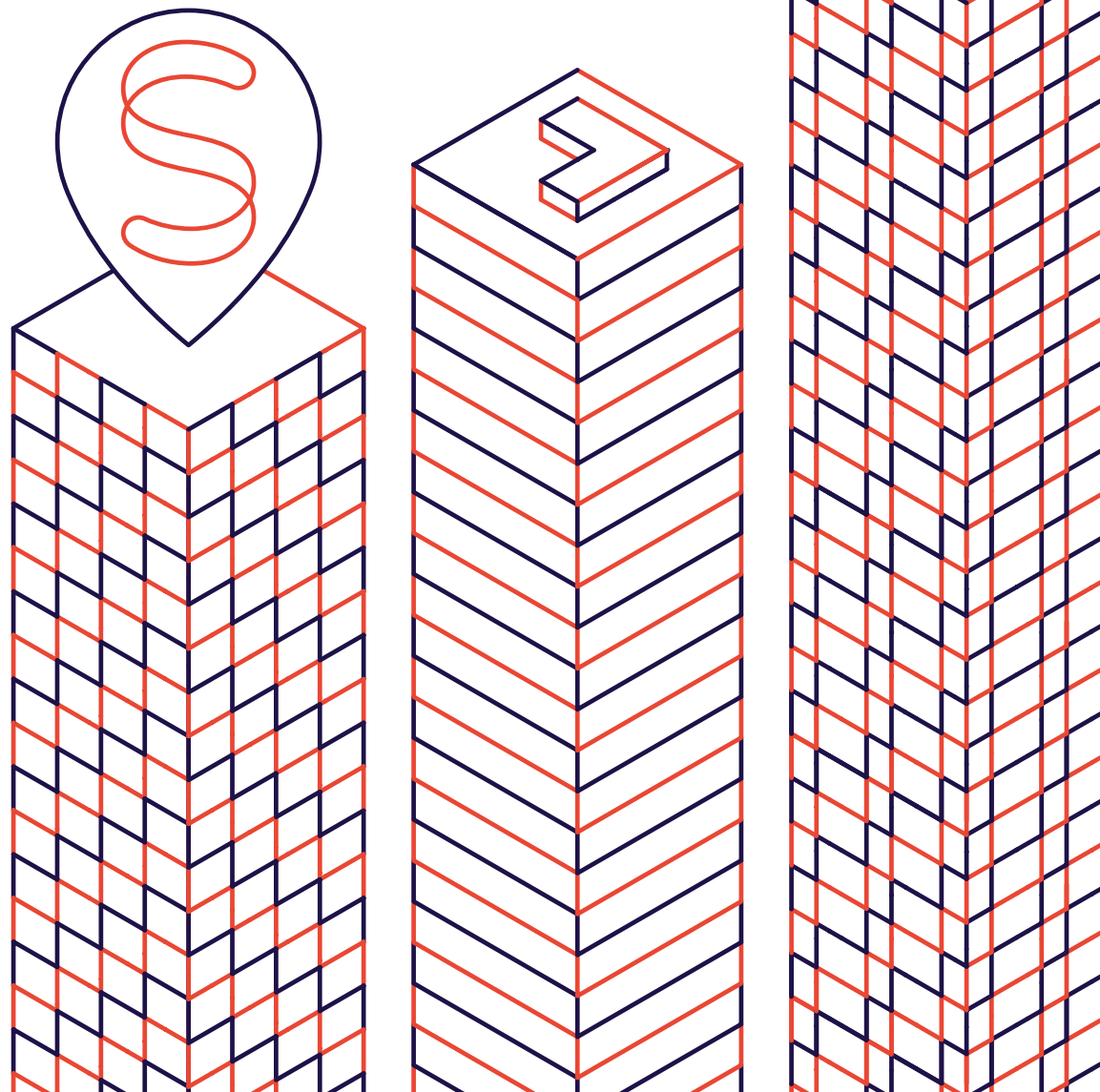
- **Flipping** – Buy a property, minor refurbishment and sell on for a quick profit
- **Buy to Let** – Exactly as it sounds, you buy and you then let out the property to tenants
- **HMO** – House of Multiple Occupancy (as described in infographic on previous page)
- **Services** – You could source properties and trade them on to investors for a fee
- **Developing** – Usually entails buying land or a run-down property and building or re-developing before selling on for a profit.
- **Student** – Letting to students can be a good option as you are normally paid a retainer for the summer months when students tend to go home. It can also be common-practice to have the rent up-front for the entire academic year when dealing direct with local universities.
- **Conversion** – Buying a property and converting its usage into something else for example turning a commercial - premises into a residential property.
- **Serviced Accom** – This is becoming more and more popular with the advent of sites such as Airbnb and Booking.com whereby you rent a room or even a whole property as an alternative form of accommodation to local hotels. Popular in tourist areas, close by to events such as theatres, concert venues, football stadiums etc.
- **Land** – Buying land can be very fruitful indeed, especially if you already have the contacts to sell it onto investors / developers etc.
- **Commercial** – Investing in commercial property is popular due to the tax benefits to the buyer. You can purchase as part of a SIPP Self Invested Personal Pension which brings tax benefits when buying and on the rental income itself. Plus, you have the benefit of long commercial leases which can be easier than dealing with tenant's day to day.

Over the past few years an emergence of strategies such as, Rent 2 Rent and Lease Options have become very popular mainly due to not needing a huge pot of cash to invest, but they generate the same if not more than some of the above strategies. These strategies are absolutely fantastic and enable you to generate money from a modest outlay.

Rinse & Repeat...

Most property investors have a 'go to strategy' that they will use time and time again. Very few investors use several strategies all at once. That's not to say that it doesn't happen but the vast majority will use one or two strategies.

This being a brief overview we are not going to get into the finer details of the above, but as a newbie looking at a list like this can be daunting. We advise that you nail down the basics before jumping into the more complex strategies and the pros and cons of each of them. Some of the above will enable you to invest in property with very little cash, and will cash-flow you a healthy return each month. One of the things we do at Sourced HQ, is work with new investors and help them to understand their chosen strategy, before finding them their first investment property.





Risk v Reward

With any investment class there is always risk, unfortunately nothing we do in life is completely risk free. Property values can go down just as they can rise, interest rates can fluctuate, the economy can dip and change, new legislations can come into force that may affect you as a property owner.

The Solution is simple, just be aware. Every Investment no matter what you invest in, be it property, stocks, shares or bonds, you must have an exit strategy in place.

In property, there are a whole host of measures that you can put in place to minimise the risk. These should not be overlooked as you will be thankful should you need to exit or get out of an investment for whatever reason. You want it to be as pain-free as possible, more importantly you want to protect your investment and capital.

The reward is simple from investing in property is simple and wide ranging from... financial freedom, the holiday home, the sports car, or just simply an extra income for doing next to nothing!

So, let's concentrate on your Exit Strategy –

Let us go back to the very beginning, do your due diligence, make sure your investment is a viable investment in the first place! If you start out with a bad investment in the first place it can quickly become a rocky road. So, do that home-work at the beginning!

An exit strategy might seem an odd thing to contemplate before you have even bought a property, but you need to be as fluid as possible and have options open to you. Investors, will often say that their money is tied up in this property or that property and they are frustrated especially when we at Sourced, offer them an opportunity they want to take on but are unable to, due to them not having a plan in place for growth.

Leveraging your property investment to buy another one is very common, using the equity from one of your properties to buy a second or third or fourth. Yes, this does not strictly fall under an exit strategy but you get the idea that you need to have options open to you be that through financing, re-financing, selling quickly, even selling for more than your property is currently worth!

You can look at selling your investment property to another investor, we offer this very service. Investors, understand investment properties better than anybody else, and ready-made cash-flowing investments are always appealing to investors looking to build their own portfolios.

What about if you are highly leveraged and you need to sell your property for more than its' worth to clear the mortgage? How do you make that happen? We have a specialist team in place that can assist with this very option. Which enables the seller to achieve more than it is worth in today's market, but also increases their income too in the mean-time.

Now it doesn't always mean selling, risk can come in all forms especially when dealing with tenants. Inevitably problems will arise some small, in fact most of them are small, and the bigger problems tend to be down to bad management of the property and tenant. So, we advise you have a trusted agent with a good track record to manage your property day to day and take that strain away. No one has time for this especially when working a day-job too.

Insurances need to be factored in when doing your due diligence, always have the necessary insurances to protect you and your investment as if you don't, they could cost you dearly in the future.

Now your investment is all covered, you have the perfect property, you have the strategy that will get you that return you desired and you have just bullet-proofed your investment as much as humanly possible.

Get Educated

(There are no short-cuts!)



If you are reading this we will assume that you are a beginner and maybe throwing around the idea of investing in property.

We have heard about all the mistakes people make when investing in property and can safely say pretty much 95% of them are avoidable. Most investors used to learn as they go... You, mess up, you know not to do x, y & z again, you improve, you get better at it. Simple. However, we live in an age now where information is readily available and offered by various training mentors and self-proclaimed 'property gurus'.

If you start looking online you will come across a whole host of training companies offering all sorts of training in sourcing property, building your own portfolio, even sitting on a beach earning thousands by just using your laptop and phone. All we would say is choose wisely... and don't fall victim to the car salesman style patter. They can cost tens of thousands.

As a beginner, we will assume you have a basic understanding and knowledge of how the property market works, how the rental market works etc, what we at 'Sourced' always say to first time investors is knowledge is power, the more well informed you are, the easier it will be and the less mistakes you will make a-long the way.

Some Listening Material We Love at Sourced

- The Property Hub Podcast
- This Week in Property Podcast
- Investing in Property Podcast
- Tim Ferris Podcast
(not about property, but excellent for mind-set, etc)

We love books, podcasts, and video blogs at Sourced so we recommend you subscribe to all things 'Sourced' hell we even throw in a bit of light-hearted humour too, it's not all yields, returns & property investment news! You really have to see it, to believe it!

Sourced is a multi-faceted company and as well as offering many services to sellers, buyers & investors we also offer the U.K.'s most unique property franchise available today. So, if you want to know more about how Sourced works and how we can help you grow as an investor as well as a business owner, then head over to our website now and download our franchise prospectus at www.sourced.co.

- Subscribe to Sourced YouTube Channel
- Subscribe to Sourced 'Investor News Show' Podcasts
- Follow us on Social Media



The Importance of Creating Your Power-team!

We recently wrote a blog on power-teams on our website over at www.sourced.co explaining the importance of creating a power-team.

As a property investor, you will need to carry out a variety of tasks and no matter how talented you are, you will likely not have the time. The stronger your power-team is the more likely you will be to succeed as an investor.

So, who do you have on this 'Power-Team'?

Mortgage Broker - Choosing a specialist broker who understands your challenges can ensure that your financial advisor is always on the lookout for the best products in an industry that is always evolving. Having a mortgage broker on your side can also ensure support when there are hiccups with property deals and unforeseen complexities that may pop up at the last minute.

Property solicitor/conveyancer - A property solicitor will, quite simply, make your life a whole lot easier. They'll help transactions run smoothly and they'll ensure that timescales are adhered to.

Letting agent - A good working relationship with a letting agent will help you get your properties on the market, and filled fast. However, they can also offer invaluable professional input as to what the market is doing, and whether there are any properties in your area that may be suitable for your growing portfolio.

Tradesmen - Having a network of reliable tradesmen is critical for quickly habitable properties, and tenants how remain happy - not only that, but as a landlord you're today under more legal obligations than ever before, and must undertake annual: gas safety checks, electrical safety checks and Electrical Performance Certificates (EPCs).

Furnishings Company - If you're operating in the buy-to-let sphere then a property furnishings company can help ensure your furnished-lets are ready to go as quickly as possible, as cheaply as possible.

Investment property insurance broker - Choosing the right insurance can be the difference between a financial disaster and a mishap that's financially covered and practically put right in next to no time. However, with insurance often being such a convoluted task to deal with, this choice should be guided by a trusted investment property insurance broker.

Bridging finance company - If you're in the realm of short term developments then a bridger will help you fund projects quickly and painlessly, for projects completed at a pace.

Property accountant - A property accountant will help ensure you retain as large a chunk of your profits as you possibly can.



Where to network as an Investor

Building your power-team is important but equally as important is building your network. Working in property you quickly realise how important your contacts are. If your selling, buying, sourcing, no matter what it is, your network and power-team will determine how successful you are.

There are many places to network from the typical business networking meetings to property specific networking meetings. Whilst both can be beneficial, we would say stick to the property networking circuit to start with. We recommend you sign up to and go to your local P.I.N. property investors meeting. There is a charge, but they are normally well attended and you will rub shoulders with all types of investors from beginners, to experienced old hands to reciprocal businesses who may be able to help or grow your power-team.

These are held around the whole of the U.K. as are many other similar meetings such as The Property Hub meets. If you listen to the Property Hub guys (the two Robs) you will have heard all about their meet ups if not pay their website a visit for more information on how they work and where to find your nearest meet. We will supply a list of helpful websites below.

Networking in person is not for everyone and let's be honest they can become quite tiresome, the last thing you want to be doing at the end of the day is pop along for an evening of networking in a stuffy room. But as another alternative we have experienced some great networking meetings by visiting meetup.com you can make an account for free, note down your interests and location and you will be emailed invites to all local 'meet-ups' and these are free, usually held in a local hotel bar or pub and you can grab a beer/wine too! It's usually more relaxed and a lot less uniformed than a paid networking meeting.

Do what works for you, but do try both after all, you never know who is in the room. In-fact two of the Sourced Directors met at a networking meeting! The rest as they say is history.

Online Forums

We love online forums, they can be great places to pop into when you have a problem. Someone, somewhere has 99 times out of a hundred probably had the same issue and found the solution. There are a number of active forums for investors online and we recommend you join and have a look, and post and network as much as you like!

<https://www.propertyforum.com/forum/> Great active forum with a mine of information

<http://thepropertyhub.net/> As mentioned above 'listen to these guys podcasts and pop along to their free meets

<https://www.propertytribes.com/> Probably the most active forum in the U.K. for Landlords

<https://www.pinmeeting.co.uk/> Find your local pin meeting with friend of Sourced Mr Simon Zutshi



How Sourced can help you as an Investor

Sourced HQ based in the hub of the North-West in Warrington, offers a wide spectrum of bespoke services tailored to a number of different clients. Sourced was founded by three property professionals with a passion to bring something new and unique to the U.K. market. It was their passion for property and the absolute need for something different and unique in the industry that led Sourced to be formed.

The Investors Estate Agents

- **Tailored Strategies** - Our trained investment experts will discuss your investment goals and help create a strategy to ensure you meet these goals in the quickest and most efficient way ensuring you maximise all returns on investment.
- **In-house Finance Team** - Sourced have in-house investment finance specialists helping investors with conventional finance, bridging, development, auction and alternative financial solutions such as peer 2 peer lending. The financial team can help you via a call or happy to meet with you face to face to help discuss your plans in further detail.
- **Joint Ventures** - we love to be part of your story, having completed over 100 joint ventures we will consider any property opportunity and provide you with the skills or experience that you may require.
- **Hands-Off Investment** - If you don't have time to source property our team will do this for you, we have hundreds of investment properties for sale and will complete a consultation to understand your goals and needs, once we understand this we will source and package property that meets your criteria.
- **Investor Resources** - We can provide you with the tools to do the job, if you require option agreements or just a helping hand through an investment purchase our team of local experts will be happy to help.
- **Open 24/7** - we understand property investors are busy during the day or live overseas, that's why we are open 24/7. Contact us at a time that suits you to ask a question, book a viewing or consultation.

**FREE STRATEGY CALL
WITH ONE OF OUR EXPERTS
AS A THANK YOU FOR
DOWNLOADING OUR E-BOOK**

To get your FREE strategy call, please visit our site and book a call here www.sourced.co/join-us on our website.

We can discuss where you are currently at with your property investing journey. Maybe you are contemplating investing and don't really know where to start, or what to do next. No problem we can give the guidance you need and help you on your way to success.

Property Jargon Buster

Our helpful quick look guide to all that confusing property jargon that may be bamboozling to you as a beginner.

Assign – To transfer the right or interest in a property from one person to another.

AST – Assured Shorthold Tenancy the commonly used agreement used when a tenant occupies a property.

Bridging Loan – A short temporary loan to enable a person to buy a property before selling another property to raise the funds.

Buy to Let – The basic process of buying a property with the sole objective of letting the property to a tenant upon purchase.

Capital – Represents usually the amount of money you have put into a property, investment or deposit.

Conveyancing – The legal transfer of a property from the owner to the buyer.

Draft Contract – This is an initial contract and may be amended during the course of the sale, it only becomes final at the point contracts exchange.

Equity – This is the amount of the property that you own so the value of the property less the amount on the mortgage.

Exchange of Contracts – The buyer and the seller both sign the contract and at a certain time the conveyancer actions the exchange. It is at this point that the sale is binding and no terms may be altered by the appointment

Freehold – Means an indefinite period of occupation is allowed in the property, as opposed to Leasehold which is subject to an amount of time. Leaseholds can be extended and re-negotiated at a cost, they can also be purchased.

Ground Rent – The annual charge levied by the freeholder on the leaseholder of a property.

HMO – House of multiple occupancy, common investing strategy.

Home Buyer / Survey Report – A detailed report that notes the current physical condition of the property including and defects. These are graded on seriousness and their need for attention.

Inventory – Usually carried out before a tenant moves into a property to detail it's physical condition. Usually by way of physical description and photographs. This is then used should any dispute arise over damage caused by the tenant during their stay in the property.

Maintenance or Service Charge – Leasehold properties (usually flats) will be subject to a charge which covers the insurance and maintenance of public areas such as stairwells, entrance etc.

Maisonette – Flat with its own entrance.

Mortgage Valuation – This is carried out by a surveyor who values the property on behalf of the lender. The purchaser normally pays for this.

Peppercorn Rent – Usually associated with ground rent, this means a small nominal fee.

Preliminary Enquiries – Once a sale is agreed the buyer's conveyancer will send the sellers conveyancer a list of questions which are normally standard questions.

R2R – Commonly known as rent to rent is an investment strategy that involves taking control of a property without buying it, buy renting it yourself and then you sub-let (with permission) the individual rooms.

Serviced Accommodation – The letting of rooms on a night only basis, usually on sites such as Airbnb or Booking.com etc (similar to a hotel model of business)

SDLT – Stamp duty land tax this is an amount paid to the government upon purchasing of the property. For current guidelines on buy to let stamp duty you should consult a property tax specialist.

Subject to Contract – Where contracts are not exchanged and nothing is yet legally binding.

Title Deeds – The legal documents that confirm ownership of a property.

Sourced Franchise Opportunity

At Sourced we offer a completely unique property franchise opportunity. We are the U.K.'s only agent that not only caters to Investors around the U.K. and abroad, but we train our franchisee's how to source property and build their very own property portfolio too.

With a unique position as the only agent offering a host of services from selling, to buying to sourcing to trading to developing and offering joint ventures with our franchisee's.

No Experience – No Staff – No Phone Lines Needed – We Carry Out Your Marketing, Admin & Generate Leads!

We are confident no other property franchise available in the U.K. offers you what Sourced have put together.

- 40,000 house-holds exclusive Sourced territory (larger than other franchises)
- Intense 5 Day Training at Sourced HQ
- Ongoing Training Plan & Support – from industry leading experts such as Jim Haliburton – The HMO Daddy
- 12 months FREE Property Portal Advertising
- 12 months FREE License Fee
- Free Bespoke CRM Software
- Viewing & Valuation Appointments Booked in Your Diary
- Centralised Marketing & Development Team
- Portfolio Planning & Building Training
- Deal Structure & Financing Support
- Launch Campaign
- 24/7 Call Answering & 24/7 Live Chat
- Unique Opportunity to Grow Your Own Portfolio & Business with Support

We are looking for the following types of individuals:

- Prospective Property Investors
- People Wanting to Learn How to Source & Trade Property
- Passionate Property Geeks! We love a property geek at Sourced.
- Experienced Property Investors
- People Looking for a Career Change
- Completed a property sourcing course but feeling a little lost?

Above all else we are looking for you, as if you have read this guide to this point you are clearly interested in property and interested in your own future. Do you want to know more about how you can join Sourced and grow your own property business with our support?

Question Time?

How many property investment opportunities do you come across each year, but maybe it's not the right time or you don't have the funds in place?

At Sourced we can show you how to benefit from all the opportunities that come your way and make money from them all!

An investor that has been in the business for a couple of years answered this question recently and told us... 'Oh, I would imagine probably hundreds of opportunities, but they were not for us at the time'

If you could monetize hundreds of opportunities, just imagine what sort of income that would generate?

Visit our website and request the Franchise Prospectus now.

www.sourced.co