

discovery manual



Discovery Manual

CONTENTS

Disclaimer	3
Introduction	4
Control your thought life	10
Have precise and clear goals	13
Control your speech	16
Assume responsibility	19
Overcome problems and disappointments	22
Befriend good people	25
Work smarter not harder	28
Do more than expected	31
Keep at it	34
Be committed	37
Summary	40



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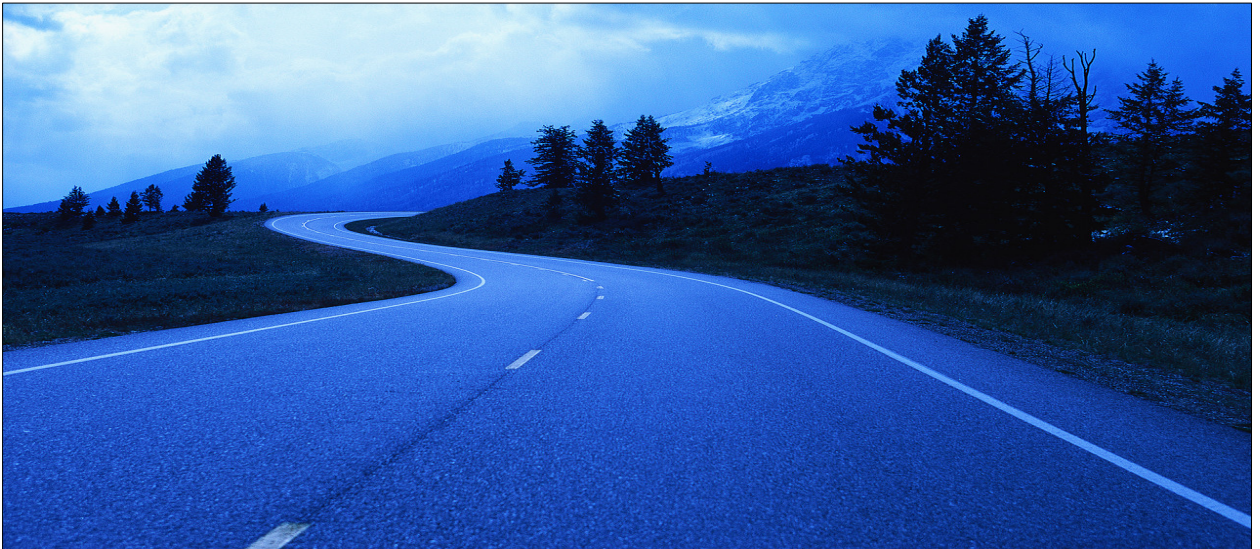
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introduction

*Two roads diverged in a wood, and I took the one less travelled,
and that made all the difference.*



Unlock your true potential – How it works

‘For things to change you must change.’ Sounds simple doesn’t it? However in reality it is very difficult unless we keep at it and that means not giving up. Tom Hopkins, one of the world’s top success coaches says that it takes 21 days to reprogram a bad habit.

In my years as changing from an electrician to a successful business person creating change required daily attention. While reading hundreds of books and attending many seminars, I read and heard about the importance of writing down our goals – wants and desires.

What I found was that nobody had developed a format of how to do that, so I thought okay, I’ll do it to help people who are in the same position I was. The following ‘work’ book is designed so you can personally put together the key areas that will create change in your life; my pervious staff and sales consultants were my first guinea pigs and had great fun and success, so good luck, have an open mind and go for it.

In the Discovery Work Book I have put together some classic trigger points in each key area to help guide you and prompt your brain. The following pages headed up ‘PAST’ is for you to write down your previous habits and – ‘FUTURE’ is designed so that you can write down your new future habits. The final page is for notes and ideas you may have, where you can go to get help. I suggest you also look on the internet for inspiration. Make notes of books to read and courses you could attend.

Don’t forget to give me feedback on your success to philip@assetcorp.com.au.

introduction *Creating a plan that works*

Would you ever buy a ticket to an unknown destination?

Of course not, you don't just jump on a plane and hope it will fly you to where you want to go. Likewise, one of the first rules of getting ahead is to know where you are going – before you begin.

If you liken your financial journey to embarking on an incredibly exiting, life-long adventure, you have to ask yourself, “Do I know precisely where I am now? Have I plotted my course? Am I fully equipped to navigate my way once I've set sail?”



From the earliest records known to man, the ability to find one's way from destination to destination was dependent on the skill of navigation.

Navigation does not merely know where you are but also where you are not.

All journeys have a starting and ending.

The better the navigator the more successful the journey.

introduction *What is my attitude*

In many situations today we see and hear people blaming others for the lack of success and misfortune in their lives. Many people find it hard to communicate or just approach people, and generally are locked in a rut, unable to break free.

Have you ever wondered why some people seem to progress faster and easier than others? Why is it that other people always seem to get the breaks and you don't?

Many of us have a role model – somebody we admire. How do you think you are seen in their eyes? What do they think of you? What do people say about you?

Instead of trying to be liked or forcing others to notice us, initiate the “1 degree of change strategy”, and stick to it. The change in you will automatically change the people around you.

Deep down in your own mind ask yourself – What is my driving force? What is “My saying for life”? Write it down on the opposite page.

Then insert your new saying (new self image belief strategy) that you would like to live by. How would you like to be seen by others – family, friends or colleagues etc...

E.G.

“My saying for life”	He/ she had a better upbringing
	Life's a _____ then you die
	I'm the unluckiest person alive
	I never get the breaks...
	Etc...

These negative thoughts patterns create self-doubt and generally result in a “WHO AM I?” personality. By installing the new “BELIEF” program, our momentum will be of a more positive nature and change to a, this is “WHO I AM!” personality, when you look at successful people closely, ASK YOURSELF IF YOU CAN SPOT OR GUESS THEIR MOMENTUM STATEMENT (their saying for life).

Is it positive or negative? Maybe their saying would be something like e.g.

Don't worry it will turn out ok.
Everything I touch turns to gold.
The harder you work the luckier you become.

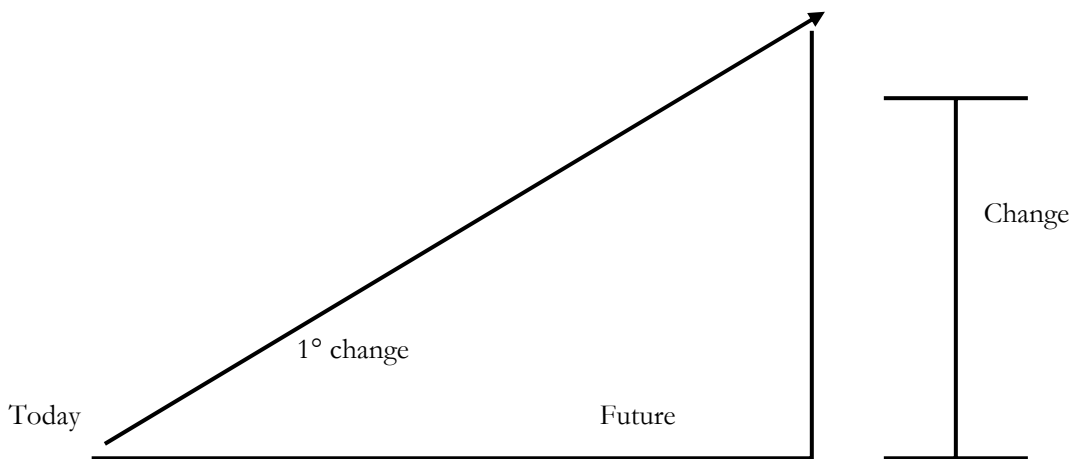
introduction *What is my attitude*

Fill in below my saying in life –
WHO “AM” I:

Fill in below my new saying that will reshape my future –
“WHO “I” AM:

“WE ARE WHAT WE THINK”

Studies have shown that when we make a small thought change (1°) and develop this into our new pattern by constant repetition every day we will make a massive change in our future.



A small change (1 degree) today is a massive change tomorrow.

introduction *How do I feel*

What is your general feeling in life?

How do you feel about who you are?

Have you ever thought:

Will I ever be successful ? _____

How can I succeed ? _____

Nobody likes me! _____

I have the wrong personality, people push me around _____

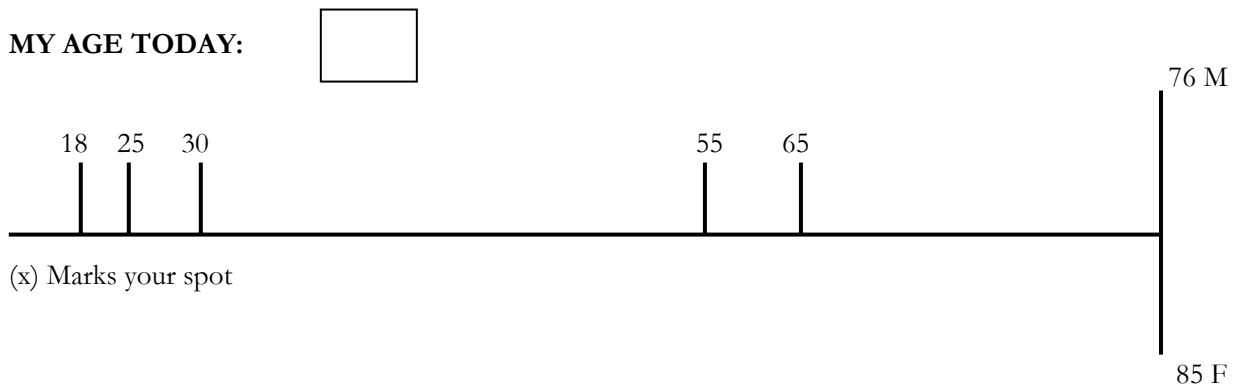
How many things can you think of which have affected who you are today? These issues are preventing you from who you want to become.

The importance of this exercise is to let your mind find the solutions and answers to that which you want to improve.

Celebrate those things which you excel at. Write them down on a special page.

introduction *Life line*

Have you ever heard a retired person say, “if I was only 40 years old again, things would be different?” Have you ever felt life was passing you by, or even said to another person you can’t remember what you did the day before? My experience is that most people in life do not progress because they don’t realise where they are now. The information below shows us what happens to the majority of our population in Australia. Mark on the life line with a cross (x) where you are now:



LIFE LINE

0-18 years	School years
18-25 years	Gain further education Borrow to buy a new car Travel overseas Have a good time
25-30 years	Get married Borrow to buy a home
30-35 years	Education, start a family, buy a bigger family home, car etc Get into further debt, try to pay off house
55-65 years	Pay all debts off, family leaves home Panic about retirement, not enough savings Save as much as possible (last chance)
65-85 years	Retire – stop work 1040 Week Holiday Receive pension \$157 – \$240 per week

Most people can’t afford a four-week holiday, retirement is a 1040 week holiday.

Most people spend more time planning a B.B.Q than their retirement.

Don’t wait until it’s too late

control your thought life



people are
what they **think**

control your thought life

- If you believe you are a victim of your circumstances now is the time to decide to think differently.
- We die with the same brain we are born with. The person that has control over the brain is the person who is using it now, “You”.
- We are all given a free will and choices in life.
- Your mind is like a muscle, it must be exercised to grow and develop. Don’t limit your potential by what has happened in your past. If you believe that there is a something better for you out there, open the door and look for that special something.

the past does not equal the future

- Your thoughts are personal, they have been given to you for a reason and that reason is for you to find out. Search and you will find. Ask and you will receive.
- If you want to become successful you must have and develop successful thoughts, a successful attitude and successful relationships.
- “Engage that brain before opening your mouth.” Think before you react.
- As you are changing so too will the people around you. The reason for this is because you now have chosen to go down a different path. In choosing to go down this path, be aware that others will not necessarily walk with you. Allow them the freedom to choose where they want to go. You may not need them on your new journey.

“You will never be the same again”

have precise and clear goals



“Are you **kicking** at goals
or just keeping score?”

have precise and clear goals

- In life there are generally two types of people. There are those who think about goals and then there are those who do something about getting them. Decide now which one you are and change accordingly.
- The secret to achieving goals is first of all to realise that you have some. On a separate piece of paper, at your own leisure, write down some goals in your own words that you would like to achieve.
- After you have written down your goals, look over them carefully and firstly work out a list of priorities next to those goals.
- In order to achieve your goals you should break them down into three parts. The first being objective, the second is the plan and the third is the action required to reach them.
- Be prepared for failures, failures are good; they mean you are getting closer to achieving your goals. An elite athlete will never achieve that which they set out to achieve, unless they practice every day, never giving up. Success is just around the corner.

SMART. Make all your goals smart goals:

S	=	Specific
M	=	Measurable
A	=	Attainable
R	=	Realistic
T	=	Tangible

The tragedy in life doesn't lie in not reaching your goal. The tragedy lies in not having any goals to reach.

“Have you ever felt that life is passing you by and everybody else seems to get the breaks?”

control your speech



Words condition your
thinking and others, so talk
positively

control your speech

- Engage brain before opening mouth. Think before you react.
- 24 hours after a speech, the average person only remembers 10% of what was spoken about, so choose your words carefully for maximum results, avoid “woffle.”
- It is not what you say that matters, its how you say it that matters. Consider how you would like others to talk to you and give them the same consideration.
- Don't be a “woffler”

As you think, so do you speak?
As you speak, so do you act?
As you act, so goes your future.

- If you can't say something nice or cant say something positive then “don't say anything at all”.
- Practice saying some positive phrases. Write out some sentences and as you meet people experiment with your new and positive phrases.

Old proverb

It is better to keep thy mouth shut and be thought a fool, than open it and remove all doubt

***“Most people know it is a good idea at times to say nothing.
The problem is determining those times”***

control your speech

Exercise

The points on the previous pages discussing “control your speech” hopefully have given you some key thoughts in this area. Our speech is a result of how we think and comes from our belief system of how we reference information.

Briefly describe how you speak, ie. Are you positive, negative, do you talk too much or not enough, etc..

Secondly, write down what you are prepared to do to change the way you speak.

Lined writing area consisting of 20 horizontal lines for user input.

assume responsibility



do it **now**

“Do what you feel in your heart to be right, you’ll be criticised anyway”

Eleanor Roosevelt

- Sweat comes before success.
- No pain, no gain.
- Remember the many famous faces of history and how many failures they made before they became successful. (Colonel Sanders K.F.C)
- If you make a mistake, it’s just a mistake. Only an idiot makes the same mistake time and time again. Learn from your mistakes, evaluate and try again If you fall down, keep getting up.
- **LOSERS** let it happen, **WINNERS** make it happen.
- Become an *above average* person; strive higher than your target.
- How many times has it been said, “**Actions** speak louder than words”?
- Don’t put off till tomorrow what you should be doing today.
- The most important letter in the alphabet is W. It changes NO, to a **NOW**.
- We as humans always judge others by their actions – so what are people saying about your actions. As you judge, so will you be judged.

Be accountable — own up — only cowards hide.

overcome problems and disappointments



It's **ok** to learn from our mistakes however it's not good to **dwell** on them.

overcome problems and disappointments

- Sticks and stones can break your bones, but words can never hurt you
- The easiest way to overcome disappointment is to correct it's cause.
- Clarity leads to power. "What is the truth?" Obtain ALL facts before you act.
- "Snap out of it" and "Get over it". Life is moving on, be responsible. The only person stressing is you. Learn to forgive and forget.
- If a person is trying to inflict hurt on you, it is generally because they are the weaker person. Therefore that makes you stronger and in control. I call this my 'Reverse Polarity Theory'
- Mirror imaging-look at the problem as if you are standing in front of a mirror. How do you see it now, or how would someone you know see it. Ask advice, get other opinions and perspectives.
- Write down your problem on a piece of paper, make it as real as possible and put all the facts down. Have a good look at it. When you have done this, write down the solution that you think would best overcome and solve the problem, tear the paper up throw it away Say to yourself, "I release myself from this negative situation."

Don't make mountains out of mole hills!!

befriend good people



you **go** like the company
you **keep**

befriend good people

Yes, we are judged by the company we keep, just as we judge others by the company they keep.

If you want good friends, you must develop the skills to keep good friends, what kind of friend do you make?

Be kind to people on the way up, you never know when you may need them on the way down.

Search for those things that you admire in others that you would like to be a part of and ask, if this is what I want, what do I have to do to copy it, and manifest it in my life.

Write down on a piece of paper the major qualities you believe make a good friend.

***“A friend in need is a friend indeed,
my best friends brings out the best in me.”***

Qualities of a friend

- | | | |
|----------------|-----------|-----------|
| 1. LOYAL | 7. _____ | 13. _____ |
| 2. KIND | 8. _____ | 14. _____ |
| 3. SHARING | 9. _____ | 15. _____ |
| 4. CONSIDERATE | 10. _____ | 16. _____ |
| 5. RELIABLE | 11. _____ | 17. _____ |
| 6. SUPPORT ME | 12. _____ | 18. _____ |



Success is **attention** to
detail

work smarter not harder

- The smarter you work, the luckier you get.
- The world does not “owe” you a living, you have to go and “make” a living.
- Time is money, use it wisely.
- Always expect the unexpected, never assume, and always give 120%. The extra 20% effort will get the results you are looking for.
- Find a “role model”. Study what they do and how they do things that makes them successful. Now, how can you do it better?
- If you set you targets higher than you have ever dreamed of, then we can assume you will “achieve” something greater than you currently have now.

“The good thing about a role model is that you can determine if what they are doing works or doesn’t work - and then make the necessary adjustments to suit your own life situation.”

“ROLE MODEL”

A person who you see as being successful in what you are striving for.

Someone who you know or have known and is getting the results you require.

do more than expected



Go the **extra** mile

do more than expected

- Who are the people in your life that always seem to get recognized ahead of you, that you envy? - What are they doing that you are not?
- Determine those things that are true that are making others move ahead at a greater rate than you appear to be doing now. (Progress, don't regress).
- To thyself be true. You can lie to others but never to yourself.
- If you are not being recognized for your efforts, don't despair, time is the teller of all rewards.
- Go the extra mile, not for the recognition, but for your own self worth.
- When you achieve goals that you have set out to achieve, give yourself a pat on the back, you have earned it.
- People generally achieve in their life in proportion to what their motivation is, Develop and mature your own belief system for greater results.
- Look for excellence not mediocrity. Re-evaluate your goals regardless.
- Always strive to come first. Remember that if you come second it is always better than third.

“The greatest person to impress is yourself”

keep at it



Quitters never win
winners never **quit**

- Isn't it true that success is just around the corner; people who give up never make it.
- The person who has never made a mistake has never made anything.
- It's okay to get knocked down, just make sure you keep getting up.
- The more failures you have the closer to success you must be.
- Those things that fail today will be the success of the future. The difference is, in the future you will not fail the second time.
- Do you remember somebody at school that you were much better than and over a period of time that person kept evolving, while you stopped? What would you think about that person today? Who is worse failure off now?
- Remember the five D's to success:
 - D = Desire
 - D = Determination
 - D = Dedication
 - D = Discipline
 - D = Drive
 - D = Distraction to be avoided at all costs

“Quitters never win and winners never quit”

“It is better to try and fail than to fail and never try”

keep at it

Exercise

So what do you think is the difference between success and failure, are you giving up just before you make it big. Doing the extra few yards and going that extra mile could make all the difference.

Read through the last points on the previous page discussing “never giving up”. In the area below, write down a goal that you want to achieve. Put on paper your plan to achieve this goal remembering to push yourself and be prepared to commit more than ever before.

Lined writing area for the exercise.

be committed



You will never really achieve
unless you are **committed**

be committed

- Be specific about what you want and commit to doing it.
- Stop wishing, make dreams a reality and take “action” on your commitments for success. There is no telling what you can truly achieve in life until you give “total commitment” to your goals.
- Your true destiny may be something that you haven’t seen yet.
- “The greatest form of revenge is success”. Sometimes we have to do things which we do not choose, to get where we need to go.
- The two most important words to get you where you want to go is Yes and No. The number of times you use each of these will determine where you will end up.
- Life is not a dress rehearsal, be responsible for your decisions.
- When all else fails remember: “Is there really any other choice”?

The difference between success and failure is proportionate to the “effort” applied

be committed

Exercise

Finally in this exercise, is your ability to commit, quite simply if you don't you cannot expect to get results in life. I use the 3D principle here. Derive – to obtain my goal. Determination – focused at all costs. Dedication – to myself and my family to be successful.

In the area provided below, write down the steps you must take to be totally committed to your current goal.

Lined writing area for the exercise.

Summary

I have enjoyed putting these notes, ideas and thoughts together to assist you growth toward your potential and where you would like to be in the future. I have read hundreds of books and taken many notes in my training sessions with some of the best teachers and mentors in the world. But applying those things which I have read and learnt, has given me the greatest lessons.

Search out those things that you have a passion for. There is usually a reason in life why we desire to follow a certain path ... but at times it is difficult for us to determine the reasons why those thoughts, ambitions and desires come into our minds. Time reveals all and rewards your level of commitment and passion in kind.

The most successful people in life are those who take “ACTION”. It is generally seen that those who obtain happiness, money, wealth, friends, family, love and fulfill their own passions, are those who have taken “action” towards a clearly defined goal, with a clearly defined purpose.

To get maximum benefit from your life you need to put in place a tracking mechanism to monitor where you are going with the emphasis on changing your beliefs and attitudes along the way.

It is my experience that with the right knowledge, support and belief in your own potential, the journey to your success becomes exciting and with persistence and commitment to your goal, the sky's the limit.

Enjoy your journey and good luck,

Kindest Regards

Philip

INVESTMENT NETWORKING

FOR YOUR
BUSINESS AND YOU



some **work** others **network**

learn how to

drastically advance **your financial future**

through property and personal investment



Australian Property Investors Network (APIN)

www.apin.com.au

What does APIN offer ?

Seminars & Workshops

Why is that most people aren't taught how to be rich or happy? We are trained to do most things in our lives, in order to do them well enough to get by. We are taught how to read and write, how to cook, how to drive. We are taught how to do incredibly complex and challenging tasks like designing and building bridges over wide spaces, how to cure diseases, to fly airplanes, yet when it comes to creating personal wealth and happiness, we're left to find out for ourselves.

There's another, more subtle reason why most people don't achieve wealth and happiness. Deep down they don't believe that there is a choice to be made between being rich and being happy. They believe that somehow you can't have both, which is why in the end they don't get either.

The money that slips through your fingers could make you wealthy if spent more wisely.

Our free seminars and information evenings will provide you with leading edge valuable and up to date information. As a bonus you will be able to meet other like minded people who are either starting out on the road to success or are avid investors sharpening their investment knowledge. As a further advantage we encourage you to meet and freely talk with our alliance

partners. These hand picked people both male and female are leaders in their own right, they are also licensed, qualified and independent.

These evenings are fun and informative plus you will have access to lots of support material in the form of e-books, books and cd's on a wide range of topics. Come and learn the many strategies used by successful investors NO SECRETS just sensible plain English techniques that really work in any market at any time.



Education

It's true what they say "the difference between the rich and poor is what they know and what they do". Property is more than houses and unit investing. Do you know how to buy a property using an option, how about knowing all the ins and outs of being your own "DIY Developer"?

There are many ways to make money in real estate and with the correct tools and strategies you too can play with the best.

TIME x INTENSITY = SUCCESS.

You can't expect to get results in life if you have all the information but fail to apply the principles needed to succeed.

Our programs, e-book, books and home study kits will give you the ability to learn and gather what you need at your own pace in your own time. We encourage you to learn from our expert alliance partners all that you can, so when you are ready to act you will have the education to get into your first investment or do your own JV building renovation makeover.





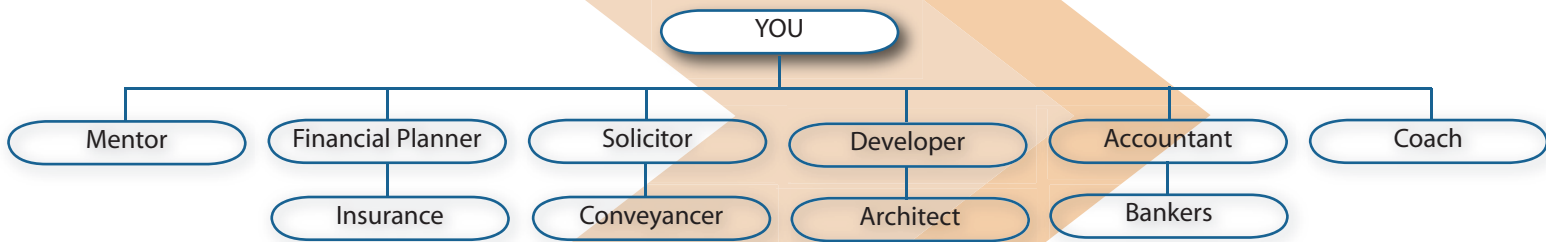
On going Support

Through APIN's Alliance Partners and Discussion Forums you can fortify your ideas and gain strength by exchanging information. Creating alliances generates business opportunities increasing your network and of course - your cashflow.

We have a mentoring service for those that are not quite ready to take those steps without guidance, extra information and some affirmation. Helping you to create a "safe" environment for your first steps.

Who is on your team?

When looking at people who are successful, you will notice they have a hand selected group of people to support and advise throughout the journey to success.



Property Opportunities

Through our Australia wide network we select opportunities that "stack up". We use an independent Research company (Guardian) who are licensed financial planners and real estate agents to use our pre selection due diligence program. From investment properties, development sites, future land subdivisions, building makeovers to even golf course resort projects.

APIN also align ourselves with a select group of builders and developers where we negotiate wholesale purchasing, saving you 10% off the retail price. These opportunities are not available to the public but only members of the APIN site. We can introduce you to the key people who are experts in their fields, saving you thousands of hours of frustration and heartache. Very shortly APIN will also be offering FREE property advertising on our site through resisearch.com who are one of our alliance companies. APIN is fast becoming the most exciting site in Australia.