

Single mother of two creates \$96,026 positive cashflow

Dymphna: The first of my students I'm going to bring up and once again, I'm trying to get a variety here of different types of stories, the first student is a single mum from Melbourne. She's a very impatient girl who when she first joined me, I said, "Don't do anything until you get your whole divorce thing sorted out," and she sat there patiently and pestered me over that period of time and she'd say, "Oh can't I do this?" and I would say "Just get your divorce sorted first. Make that happen first." Eventually that happened and you should how this girl has blossomed. Let's welcome her to the stage, come up here Orly.

Orly: Thank you.

Dymphna: Okay Orly. Let's talk about your story. How did you even come to see me? It was a bit of a funny story that it itself, wasn't it?

Orly: Yes. I came to Australia eight years ago. I came from overseas with my family. Four years ago we broke up, so here I am, alone in Australia with two children, single mum, working a fulltime job – I can't work harder than that and it's not enough.

Dymphna: Yes.

Orly: So I'm sitting here and thinking, "What am I going to do? I have to make more money but I can't work more hours." I had no idea what I was going to do. I wanted to look and see what's out there and a friend of mine said to me, "I have free tickets to see someone talking about real estate." I said, "I'll go."

Few days before, she bailed out, she said, "She I can't come." I decided, that's it, I'm going, I'm going to see this lady with a weird name.

So okay, I have no idea where I'm going? What I'm going to hear? Nothing. I was sitting there in a place full of people all by myself and I just looked at Dymphna and I thought as the day progressed and she explained everything, that I had won the lottery.

From my perspective, that's it. I can hear ding-ding-ding of the money coming out. I'm thinking, "How come I did not know anything about that?" And mind you, I'm not 20, so I think, "That's it, that's what I'm going to do."

As the day goes by, you showed slides on the wall and I saw all of the things that people had done and I'm thinking, "I going to be on those slides one day. I'm going to be one of those success stories."

Dymphna: Have you looked there now?

Orly: It's even better because few months ago when you asked for my slides for the One Day Event, I'm thinking, "That's it. I've done my time. All of a sudden, this offer came to be on stage with you."

This is way better than what I expected.

Dymphna: So there you go, so you joined the Ultimate Program?

Orly: Yes.

Dymphna: You came along to a boot camp and I remember you coming up to me and explaining your situation and I told you to wait.

Orly: You said to me, "Don't touch anything."

Dymphna: And you did not like it at all.

Orly: No, because I wasn't divorced yet. And because I initiated that. It was very difficult to get divorced. It took me a long time and a lot of negotiations but eventually.

Dymphna: Two years basically to go through whole process.

Orly: Yes.

Dymphna: So you're getting very impatient during this time.

Orly: I looked at the DVDs again and looked to the books and read and listened to the webinars and did all of that and just waited and eager to start.

Dymphna: Again, just like Josie yesterday, you were always on the webinars. Every fortnight, she is there, she is continually learning. She is continually putting things into place, asking questions, getting the answers and that is a constant ongoing process.

Orly: And if I can't, then I go the next day and listened to the recording. The recording is the savior because sometimes you have kids. You have other things to do. There is no one to do it but me, so there's a recording.

Dymphna: Okay, so then what?

Orly: In between I went to another boot camp.

Dymphna: There's a lot to learn.

Orly: A lot to learn and for someone that had no idea about trusts and all of those structures, I needed it to hear again. So I went again to the boot camp and met you again and got in to the atmosphere and I said, "That's it and now I'm ready to go."

Dymphna: Okay, and by this stage you're earning \$62,000 a year in a job.

Orly: Yes. I wanted to buy my PPR because I was renting - that was my goal. I wanted to be feel secure and safe with my children that no one was going to kick me out. I wanted a house but I wanted a house in the area where I rented which was very expensive.

Dymphna: Right.

Orly: Still very expensive. I said, "I'm not going to settle for less than that. I'm not going to go to live in whoop whoop - I'm not 20 years old, so I've decided, I was going to stay in my rented house.

I just want to increase my serviceability, so the first 'peg in the sand' was to replace my income.

Dymphna: Okay.

Orly: I thought that replacing my income, well that's it, it should just be amazing. That's what I need.

Dymphna: So that's when you went out to replace your income.

Orly: Yes.

Dymphna: So you bought this one here?

Orly: Yes.

Dymphna: Which is not in Victoria, it's in Queensland.

Orly: In Queensland.

Dymphna: And it's a nice little low set there.

Orly: It's the ugliest property I have ever seen.

Dymphna: I taught you to learn to love ugly.

Orly: I know, I know. I said myself, "I'm not going to live here. I'm not going to live here." It's beautiful that someone else is going to live there and pay me the rent. That's all. You have to do the switch. I mean, I had to work very hard on my concept.

Dymphna: You have the color scheme I see.

Orly: One bedroom is green, one of them is blue, and one of them is pink like the kitchen. It's just horrible but I didn't have to put a cent to renovate or to do anything, they just moved in.

Dymphna: Alright. So you rented it out with a cash flow of \$66,000 - more than your salary in one deal.

- Orly:** One deal.
- Dymphna:** Amazing. Now income replaced in that one but was this it? Is that the end of the line you're working at now?
- Orly:** No, no, no, when I bought that, I bought it knowing that this is going to be a growth property, and I bought it knowing that the back is large enough for me subdivide and build a duplex in the back.
- Dymphna:** Very good. So with that done, what will be your passive income from the duplex?
- Orly:** Something like a \$120,000.
- Dymphna:** So it's double you income?
- Orly:** Yes.
- Dymphna:** By the time you finish this one deal?
- Orly:** Yes but the equity is just beautiful, because the land is already paid for.
- Dymphna:** So it's all your land for free.
- Orly:** Exactly, all you pay is for the construction and then it's just rent.
- Dymphna:** Okay, so the second one, you didn't stop there. You want to go and do another one?
- Orly:** So I bought another one, and now, I've decided to go on a high set.
- Dymphna:** Yes.
- Orly:** To try something else because I can close the downstairs and increase the number of rooms, so I've decided to go on this one which was positive.
- Dymphna:** Right, so another \$30,000 on this one.
- Orly:** But this one also has a potential of development.

Dymphna: You can do another single house or duplex?

Orly: Duplex.

Dymphna: Okay, so another what? How much from the back one on this one do you think?

Orly: More or less the same. More or less the same.

Dymphna: So another \$80,000 or so?

Orly: Yes.

Dymphna: Okay, so \$80,000 on this one. We got \$120,000 on the other, over \$200,000 inside the next 12 months.

Orly: Yes.

Dymphna: Give her a round of applause.

Okay, so what next? Where are you at? What does this mean to you?

Orly: Well after the first one, the bank came to me and said, "Do you want a million? I will give you a million."

Dymphna: Dollars, to borrow?

Orly: To borrow. "Buy whatever you want."

And after the second one, it's even more and now that they know that I'm going to be running those developments, it's even more.

So now, my 'peg in the sand' is somewhere there. For me it was so hard to get the 60 something. Work hard every day and all of a sudden, it's happening. Just like you showed in the slides for everyone else. Now I can aim higher and further away and just move from one deal to another.

Dymphna: You finished those two projects and then replaced it again with a different style of properties, it will be the game plan.

Orly: Yes.

Dymphna: You got \$96,000 as she sit here today, when the other two will be finished, that will be up by the \$200,000 plus your salary at the moment, that brings up to \$156,000. And what you also have to understand is Orly was not born in this country. English is not her first language, so for all of you that really do this, it's harder for her because she's got to read everything three or four times to be able to get it.

Orly: It's not only that. I just want to tell you all what something is doing to you as a person. I mean it's just so overwhelming, it's such a good feeling in every aspect. I mean I'm walking with a smile on my face and people are looking at me like, "What are you laughing at? Why are you smiling?" Because life is great when you're successful person, when you do that, when you see that there's results to your action. It's amazing, it just makes you shine and once you shine, it's catching. I am definitely going to ask my children to catch the same disease as I have.

Dymphna: You had your daughter on one of the weekends.

Orly: Yes, yes. When we were in Melbourne and I asked you to come and see me, she was, "You know, I'm not into that. It's not interesting. Maybe when I'm older."

She's 20. She's in uni. She's - I have to focus on uni. That's it. And after I came back and I was so really high, it's not even the way to describe it and I told her everything and she said, "Oh, maybe I made a mistake not to come to see you." I said, "Well it's not too late." We have the Brisbane and the Sydney. And she said, "Oh Sydney, I'm going to be away on vacation she planned long time ago." And I said, "Well there's Brisbane. Oh but that's far away." And I said, "Darling, I'm up to it."

I paid for tickets and for a taxi to pick her up and she had to wake up 5 o'clock in the morning to get there and it was worth every cent

because all of a sudden now, she understands what I'm going through. She wants to listen. She wants to hear what I have to say because all of a sudden, she said, "Okay, I'm going to be nutrition dietetics," but that's where she's starting but that's something that I love to do. It's not necessarily something that's going to bring me to money. If I do real estate that will bring me the money and I know that I'll live comfortably and I'll do what they love to do.

Dymphna: Yes.

Orly: And I said, "That's the way to go." And inspire others.

Dymphna: That's it.

Orly: So from my perspective, that's what I want to be. To inspire – first my children and then everyone else that wants to join.

Dymphna: Give her a round of applause.

Orly: Thank you. These are the plans.

Dymphna: So there are the plans for the duplex?

Orly: Yes.

Dymphna: Very good.

Orly: If you would say to me that I would build it, I would run, plans, to develop, I would say to you like few months ago, okay you're something...

Dymphna: Few months ago, you would be in there, a year ago, no.

Orly: No, no, not that to really develop. I would say, "No, I would buy something. Maybe renovate a little bit and rent it out." That's my high.

And now, I'm looking at these and I'm thinking, "It's not that hard." Yes, I'm asking a lot of questions because as you know, I don't understand everything and...

Dymphna: Just explain what you did with all the contracts?

Orly: Oh well, first of all because I'm working and I'm very busy, my time is only in the evening like really late at night, so I bought a nice bookshelf.

Dymphna: Yes.

Orly: Small one next to my bedside table and all the material is there, everything. All your lovely files and I just have to take everything with me to bed and my bed is like my study, like my desk and just had a dictionary and I just go through all the paper work. I can't do it on the kitchen table because I'm tired, I need to rest, so I'm just lying in bed and just do that and then I took the contract, the first contract. It was so scary, so many pages, so I just took it to bed with me, with the dictionary, line by line and mark all the ones that I did not know 100% and then call the next day, so I'm asking questions.

Then I saw it's not that difficult. It took me two nights, it took me three nights, and I went to, and the second contract was much easier because it looked familiar.

Dymphna: With all those words.

Orly: Oh how many new words I learned, besides 'whoop whoop'.
I learned so many, so my English is improving.

Dymphna: You know all about piggy bank trusts and bucket companies...

Orly: And the word 'diamond' means a lot to me because it's just that I'm in here because now I am qualified to have my bucket company and piggy back trust, yes.

Dymphna: So you have got a bucket company for tax purposes now.

Orly: Yes and the name is 'Diamond', and I'm so happy this is like, "Wow, dream come true." I put that all over my vision board.

Dymphna: Okay very good.

Orly: Yes, yes. Then I will be qualified to buy a luxurious PPR.

Dymphna: There you go, that's right, because you have accumulated.

Orly: Yes.

Dymphna: You've done that. You now can go in consolidation, which part of the consolidation is fine, whatever you want to live in, and there's that paid on debt, yes.

Orly: And go again and buy more.

Dymphna: That's right. There you go. What advice can you give to these guys?

Orly: Before you start, everything looks so scary. It really does and I have butterflies in my belly and I feel it very strongly. Sometimes I feel like my voice is shaking once. But you have to do it, you just have to do it. What can go wrong? You have your solicitor or all the people that you pay them for them to check it to say, "Yes, it's legal or it's not. There's a problem or there is not." You ask as many question as you can and that's it, you can just jump and do it and all of a sudden you see those results and the money comes into the bank. My financial advisor, when I told him about that, he said, "Are you sure you're going to do that?" I said, "Yes," because he doesn't know you yet. And then few months later he called me and he said, "Is it really happening? Like you really getting that amount of money?" And I said, "Yes." "The bank account you have that rent coming in?" And I said, "Yes, every month like clockwork." It's just overwhelming, it's a lot. I mean I would never dream to work so hard and get that from a salary. So just go and do it.

Dymphna: What do your friends say?

Orly: All my friends. All of them no exceptions, those ones that do investing real estate and those ones that don't, all of them said to me, "Listen girl, you're crazy. Do you really want that? You're crazy." Because it's

so risky, it's dangerous; you don't know what you're doing. You have to go negative. Where is your tax deduction?

Dymphna: Dream stealers. They wanted negative gearing.

Orly: No, it doesn't make sense. And whenever I came to them with one of the things that I've learned and he said, "No, it costs money to build that – to buy a trust," and I said, "Yes, but look at the long term?" I said, "No, no, no, it's just \$1,000", they said, "Are you crazy? Here goes your money. Here goes your profit." Every step of the way, slowly slowly I realise, I can't talk to them. If I keep on talking to them, I'll get nowhere. I'll do nothing, so it's either I believe in you or believe to them. In my eyes it is very simple, I'm looking at them what they have, I'm looking at you and I'm thinking I know what I want.

Dymphna: Thank you Orly. Thank you very much.

Orly: Thank you very much. I adore you. Thank you.

Dymphna: Thank you. Isn't she fabulous and you think about it. You think about you're lying in bed with your dictionary having to look up every third word. Just imagine, I mean that stuff you guys takes for granted or most of you take for granted but to go through that on your own, couple of kids to support, it's a big story, it's a really big story.