

Don't have a lot of money to get started?

Dymphna: Okay, let's have another couple. Now these guys are local Sydney-siders and again, hugely different story, young couple starting out, what do they do? I guess the story here is you have got to do what it takes to make it happen. So Josie is about having a goal and putting in place the 'peg in the sand', Julianne and Anthony are about, sometimes you have got to give up the trophy, get rid of your lemons, and do what it takes in that respect.

These guys – just listen to their story, this is a different kind of 'do what it takes'. Let's welcome Amy and Jason to the stage.

Dymphna: Okay, tell us your thing.

Amy: So we're both locals - Sydney couple.

Yes, we love Sydney properties. Jason and I have been with Dymphna in her Platinum group for about four years now, so we feel like we've done a university degree for real estate.

The best one of course, but Jason and I have our corporate backgrounds. I'm from corporate marketing of furniture design, Jason's...

Jason: I was a technician and I was cameraman, so I was filming Dymphna like this, shooting at the back of the room like Brent is now, so we're here right now with my job.

Dymphna: I thought you'd say filming rather than shooting.

Jason: Even if I don't use a film camera so I shoot. Yes, that is exactly what I was doing. I was employed to shoot Dymphna and so I said, "Yeah, I'll do that."

Dymphna: You're employed to shoot a lot of people.

Jason: Yes, there are children, animals, and also sport players, so I mainly specialise in filming sports and got roped into doing some conferences.

Basically, I was earning pretty good money, but I was a subcontractor, so you never quite know how much you have got to earn. You take how much work you can get and we had a very busy lifestyle, so I think as any subcontractor would agree, you just work your ass off the whole time because you'll never know where your next job is going to be. You'll never know if something is going to change, or if you get injured - you're stuffed basically.

It was a lifestyle of seven days a week, as much hours as I could, and then party hard. I earned good money but I never really had a future in mind...

Amy: We felt like we're chasing our tails. We were living and renting nice apartments and going out and spending everything that we made and working eighty hours for the extra \$5,000 bonus and we just thought, "There's got to be a better future than this."

Dymphna: So when did that moment change, when did you get out of party mode and you go, "Maybe we should start accumulating." When did that moment happen?

Amy: Four and half years ago I'd say.

Jason: Yes, four and a half. I said to Amy, "I have seen them all, I've shot them all before and this girl, Dymphna..," she said, "Is she an Indian?" I said, "No, she's not Indian."

Dymphna: People think, if they haven't seen me, that I am either Indian or I'm Greek, which I'm neither obviously.

Jason: I said, "No, she is a Queenslander, but she knows the stuff and you will like her because she used to be an accountant."

Dymphna: Yes.

Jason: So that's what we were looking for. I wanted someone that really knew their stuff, both how to do it and the accounting side that was very important as well, so that's kind of what got it for us and then I said, "Okay, we're going to join up and we joined up for the Ultimate Program." Then straight out from the Ultimate, we said, "That's it. Let's go and do this now. Let's be serious about this."

Amy: Set some goals. Let's try to quit our day jobs and do property full time.

Dymphna: Now you had actually bought this one prior to that, hadn't you?

Amy: Yes, just one year before. It's a little villa in Queensland. Look I bought it for \$160,000 which was a really good price and we only had a really little deposit. It was it was a 95% loan and the rent was close to neutral and we thought, that's a good way to get in as my first property and that was with no training and no education. Within that first year, it was already neutral, so that's positive and it's a good little property just to hold on to.

Jason: That's really close to what we've been talking about it, because you kind of inspired me a bit and then we waited to do the Ultimate Course.

Dymphna: From there, this is where the real story starts because these guys are working in Sydney with full-time jobs, they're doing their thing thinking, "What do we do? Where do we go from here?" and that kind of stuff.

They didn't have a lot of money behind them - they we're able to do this and that's great - but not a lot of money behind them, so they're learning all these skills, and strategies and what to do.

One of the things I always teach is trying to put as many strategies in one deal as you possibly can. These guys couldn't afford Sydney, so they had to go somewhere else, so they demonstrated that with this

property in Brisbane. But, a deal is a deal, it's not a, "Wow, let's do this. Rebound this to get into there, to go into there, and alright." It's okay, nothing wrong with it, but it's not going to be a, "I'm going to make a massive difference in my life" kind of deal.

They thought, "Okay, well what area can we afford?" They got a price point by sitting down with the mortgage broker and decided, "What is my capacity? What is my serviceability from an equity perspective, where can I afford to buy? "

Now what that meant for these guys is that they had to go regional. They live here in Sydney and when they started to look around and look at what regional areas we're going to suit that price point, they picked a place called Narrandera. Do you know where Narrandera is? Have I got anybody here from Narrandera?

No? It's about six hours drive, west of here - it's on the other side of Wagga. They got out there, putting the strategies into place. What is it like?

Amy: Look we really had minimal in the way of a deposit - I think it was under \$30,000 - we bought the place for \$90,000. We did a grid analysis and looked at various country towns and we thought, "Okay, we need to manufacture growth by doing a couple of different strategies and..."

Dymphna: Because in these guys' position, they're probably Graham One - they need to build up equity so that then they can start to really rebound and get going with whatever path they choose. They were very low in equity, so that's what they needed to work on first.

Amy: Yes.

Jason: Everyone will say that it needed to be at least neutral, to positive, so this is what this property presented to us. We basically studied this country town and would ring up the agents and say, "What are the rents in the area and what are the prices? How much occupancy do

you have?" And out of all the towns we found, we found this one met that criteria.

We didn't want to rush in and do these things, so we thought, "Well this will be good test for us." I hadn't done my tax for five years which, is pretty common when you subcontract – you kind of get into this thing where you just don't want to do it - you put it off.

Dymphna: And you don't want to pay tax?

Jason: Well yes, because in the end you just pay heaps.

Dymphna: But your attitude towards tax now?

Jason: Love it!

But, it was like, "Okay, we have got to do something. We just paid all this money for this course. We now have all these techniques. We are definitely not going to sit around and do nothing."

So straight after the course, we got right into it. It made sense both financially and to our future what we could make happen.

Amy: It was low entry, low risk deal. We thought we really can't lose too much with an under \$100,000 property and we did the research on the sales and the rents in the area. The agent, Barry, he was just the nicest guy - one agent in the little country town.

He spent about three hours one afternoon with us on a Saturday (then we worked weekends) and he drove us around to every single street in Narrandera. He taught us the best street, the worst street, the best houses, the worst houses - normal agents just don't do that with you – at least not any more.

So, this was a great little buy...

Dymphna: This one here was a renovator?

Amy: Yes.

Dymphna: It was on a double block?

Amy: Yes.

Dymphna: And you had a spare bit of land beside it basically?

Jason: That' photo is after we painted it - it was red before.

Dymphna: This is post renovation?

Jason: Yes.

Dymphna: You didn't actually have to subdivide because they're already on two blocks? The renovation was on one of them and you would probably build on the other one?

Amy: Yes.

Dymphna: This renovation you did yourself - I just want to emphasise what it means 'to do what it takes' - these guys work all week. They would jump in the car t 5 o'clock in the afternoon, drive 6 hours to get there by midnight. Then they have a quick sleep and they're up the next morning and renovate all weekend - for how many weeks?

Amy: I think it was about five or six weeks in the end.

Dymphna: Five to six weeks. Sunday afternoon, drive back home at midnight, and back into work the next morning.

If that's what it takes to make it happen, then that's what it takes, because this is where this where the price point was.

With the renovation you did, I understand that you did a fair bit of it yourself Jason? You learnt about renovating along the way?

Amy: We had no idea how to renovate.

Jason: Well, I kind of had been in a situation where I'd been behind the cameras, I'd been doing a lot of that physical work, but as far as lifting up a paint brush or washing dishes, I've never done that in my life.

That's the honesty of where I came from - I was a bit of snob - and I didn't really know anything about painting or fixing things or buying things or any of that but I thought, "Hey, I can do this."

I thought, "If Dymphna can do this as a single mother with two kids," All the stuff that she went through - I considered myself in a better situation than that - what can stop me. So I got inspired by that.

We went out to this house and then we thought "Well how I paint a house? Well, I just get the paint and then get a brush and obviously just go up and down - it can't be that hard."

Amy: The little brush, not the big brush.

Jason: Well this is the thing...

Some people have heard my story before and that is why they are laughing.

I go down to the hardware store and I said, "I need a brush." So he said, "Here the brushes."

I see this small brush that I want and I grabbed it. I thought, "This is good to paint the roof."

I jumped on the roof and start painting - it has this ugly red roof - but I painted it with this little tiny thin brush and I get the whole roof done - it took me a couple of days.

Then, I find out later when I get back to Sydney and talk to my friend, Ian, and he told me that you can get these big brushes and it would only have taken me a couple of hours and I was like, "No, no idea."

Amy: Yes, and then we found out about spray guns and all sorts of other tools, rollers, all sorts of things...

Jason: No one told me!

Amy: We're very open to learning.

Jason: We will never forget that fun experience.

Dymphna: Now... when we talk renovations and I teach renovations, I say "Buy a big brush... or buy an airless spray gun."

Jason: I do think it's kind of partly your fault because in the Ultimate course you don't people tell people about these brushes.

Dymphna: There are certain things that are probably assumed knowledge...

Jason: It's still not in the course guys...

Amy: That's a lesson learned. The roof looks beautiful now.

Dymphna: Alright, so this is what happened, you're going through the process. Now this is actually the second house that you have going on the side. What happened to that one?

Amy: Basically, there was a subdivision involved. Even through there is a spare block with a fence next to it, the council process can be quite difficult depending on where you are, but being country town, there was nothing happening, not much industry, and the council just said, "Look, draw us your block size, where you want to subdivide it and the measurements around it."

So used a graphics program and literally drew a rectangle, put a line in the middle, got Jason to go and measure it – it was literally it was like a kid's diagram - and they ticked it, and approved it within a couple of weeks, with minimal costs.

Jason: Now it's not that easy in Sydney but in the Narrandera, they accepted that.

It cost \$6,000 to subdivide it. When we looked at this block, the reason that we picked this one over or the others, comes down to having done the course. If we had not done the course and we just heard about this area and just gone there, then we would have bought this

yellow 'thing' on this small block because we thought it looked a bit nicer inside."

But through doing the course we were thinking, "Hang on a second, if we choose this house then you get all that extra land at the side."

That was the whole idea, we could do a few things here. We could renovate and we could get positive cash flow. The renovation only cost us \$5,000 or something like that, so we knew that we could get a positive cash flow out of that. Then we would also have this spare block that we can subdivide and then build on with that cash flow and increase it. That was the idea.

Amy: To increase the equity.

Dymphna: You actually bought an old house from a real estate graveyard?

Amy: Yes.

Jason: It was another thing we learned about - removable houses and cutting blocks in half.

Amy: That was one of the strategies you talked about too, so we actually went shopping in a little town called Ganmain about 50km's away. It's really interesting because it's a big block and there's all these old houses, and you know what? This is really fun.

Jason: It was good, but then I broke my leg halfway through the project.

Dymphna: So you're sitting on the ground and you let Amy, who is a little more height challenged than you, paint the ceiling.

Jason: Yes, so I did everything on the floor, the skirting boards, painting...

Amy: He laid the turf out too.

Jason: And Amy was on the ladder doing the ceiling and people were looking at me and probably thinking, "Why that guy doesn't get off his arse?"

See that grass there? I laid all that, rolled it.

Dymphna: Did you?

Jason: Went along rolled a bit, went along rolled a bit. I was keen. I had Red Bull.

Dymphna: Okay, so there we are. Where after that? It's positive cash flow. You have got two positive cash properties.

Jason: Two best houses on the street.

Dymphna: Two best houses in Narrandera. You've made equity on that and now, you're in the position where you have a little bit of experience behind yourself and a little bit of equity behind you, to come back and buy something in Sydney because you wanted your PPR in Sydney, right?

Amy: That's right. We learned all these strategies. We're paying high rents in Sydney as you know, lot of young people are and we thought, let's get out of renting.

Jason: It was a good confidence boost too.

Amy: We got our finances ready and we thought the transportables were quite easy, so we thought maybe we could do one of those in Sydney. Not the case.

So we researched a lot of different project homes, flat-pack homes, factory built homes. Originally, we were going to put a factory built home on there but we couldn't due to the busy street and cabling on top, so bought this piece of land.

Jason: How big is it?

Amy: 180 square meters.

Jason: Now if we said that in Melbourne and in Queensland it's like, "What?" Well Queensland...

Amy: It's actually big for Leichardt and we built a PPR there; beautiful project home and you can see the figures. We bought the land and built it for \$610,000 and it was re-valued for \$950,000 on completion.

Dymphna: So immediate equity there, it's up and running and you're ready to go.

Amy: Yes and we have got a home.

Jason: We got a home and we're not paying any rent. We're paying a mortgage now which was less in what we were paying in rent.

Dymphna: So this is the construction going through. There are some of the pictures... see that bathroom there - I've actually been to have a look at Jason and Amy's place here. Amy takes me into the bathroom, and she stands me in the shower and she goes, "Just look at this," she's like, "Oh I'm so pleased. I just have to pinch myself - we have our own bathroom." And I said, "That's great Amy."

Amy: It's my dream bathroom. I saw it in a hotel in Canberra and I thought, "Oh if we ever build a house, I'm going to copy it," because in a small space, I've got a bath there. I've got a shower there and it just flows with that feature wall - it was a dream come true to have our own home, in the city.

Dymphna: Yes absolutely.

Amy: And we loved it.

Jason: So if you are in Canberra, you might see this bathroom.

Dymphna: So that's your home, you're there now. You have got equity in there, ready to go.

Amy: Yes.

Dymphna: Now you guys don't sit still. While all this was a going on you didn't just sit back and do nothing because you were finding all these deals, right?

Amy: That's right. We were networking with lots of property people, meeting people in the Platinum Group and we're just good at finding deals and we did the research and the due diligence and we found this property in Cannon Hill which is about 5kms from Brisbane CBD. As you can see, I don't know if I put it out there, but it's exact the same block as the Narrandera deal. A house on one side with a spare block on next to it with a fence already there and we thought, "Hey beauty, let's do the figures on it."

Jason: So this is the way you can take education from the course and have no money to do anything, and have the brains to be able to find stuff like this and then there's a plenty of other people, in this room even, that don't have enough time but have the money and are keen on property, so this is what we did. We found someone that was looking for this type of the thing that had no time, but lots of money and understood the process. We teamed up with them and said, "We'll do all the work. We've done it before. We know what we're doing." And that's the beauty of it. I don't know anywhere else in the world that you can actually learn something and then suddenly be able to make lots of money straight away.

Dymphna: That can be pretty big chunks of money too.

Amy: Yes.

Dymphna: So this is the house. You renovated the older house?

Amy: Correct.

Dymphna: Sold that.

Amy: Sold that straight away - just a quick reno.

Dymphna: Did a subdivision, splitting up the titles basically.

Amy: Yes.

Dymphna: And then you built on the other one.

Amy: Yes, so this was 12 to 18 months project as you can see the before and after photos. We started it up, sold it to a first home owner in Queensland and in that time, we're going through paved work to get the design and the application for the new house.

As you can see, that is a beautiful four bedroom, three bathroom house.

Jason: On the left hand side there, that is the person who put up all the money.

Amy: Our joint venture partner.

Jason: And there's our builder in the middle there, a Queenslander, and there's Amy there, so that was the deal process.

Amy: So that was built pretty quickly - three and a half months.

Jason: We did a lot of that in Sydney.

Dymphna: Yes, that's right - it was a Queensland's deal.

Jason: We fly up there, we got the right deal and we got the right quotes - the management is important.

Dymphna: Yes.

Jason: Those phone calls can be important, we would have been in Queensland for two weeks.

Amy: Yes, three or four trips.

Dymphna: So in this particular case, the old place gets sold and the new one, your JV partner actually wanted to keep because it's positive cash flow?

Amy: That's right.

Dymphna: They bought you out of it.

Amy: Yes.

Dymphna: She has a nice growth property there which, Jason and I were doing some talking this morning - this going to do very well. Thank you very much.

Amy: Yes, good capital growth.

Dymphna: Found another one very similar?

Amy: Yes.

Dymphna: Big old house sitting right across the middle, don't we love them?

Jason: Yes, so that basically this is what you'll see on a street, sometimes you'll see a whole lot of places that has a small skinny block and you have got this big one that looks like it's sitting over two blocks and that's exactly what it was. So the same JV partners said to us, can you find us this? They gave me a challenge. He said, "Go up there and get it and anything under \$700,000 would be good," so I flew up there with my mum and went to the auction and she hates auctions because to this date, our parents are both very negative about this whole thing. But we only told them a little bit of what we're doing really.

Well I said, "Mum, come along and you're going to get used to it," so she was very nervous at the auction and then the property passes in and they got to negotiate with me. I already have all these techniques and then mum needs to go to the bathroom and so I put her on my arm and start walking out with her and the real estate agent ran up to me and said, "What are you doing?" I was going to say what I was doing and then I thought, "No, hang on a second. What's going on here?" So I didn't tell and said instead, "Oh my mum is tired, we're going. We're done on negotiating - we got it for \$660,000."

Amy: Yes.

Jason: He said, "No don't go, don't go."

Dymphna: Do you rent out your mother?

Jason: She loves auctions since. She says, "Can I come on the next one?"

In this situation, if you take the house away, you end up with two blocks. So with the house there on that property, it's worth less and this can often be the case. You look at what properties sell for in this area and what a house over the two blocks is worth and do the sums on that. So with this one here, there's a house, there's a house removed and then the next one has the two new houses that had been built on those separate blocks.

Dymphna: Now again, this was with the JV partner.

Both: Yes.

Dymphna: And you sold one block of land.

Both: Yes.

Dymphna: And then you built on the other one and did they keep that block with that house or...?

Amy: They've kept it. They got a really good rent on it and sold the other block.

Dymphna: Bought you out of the deal.

Amy: Yes

Dymphna: Okay, very good. Then your family comes around and says, "Well maybe you do know what you're talking about after all."

Amy: Yes, we do. We both come from families where you pay off everything first and then you spend what you've got and we thought, "Oh, it's going to take us ages to do it," so by this time it was two to three years, they'd seen what we'd done, what we'd built and they said, "Look we've got a bit of equity. Maybe you could something with it," and this is the great property we found for my brother in Sydney, Petersham, not far from CBD. He got it - a three bedroom, two

bathroom, \$560,000 and that rents out pretty close to neutral and he hasn't even renovated it, so that's already gone up in value in the two year he has had it.

Jason: Yeah. It's good capital growth in area that we can reconfigure that in the future.

Amy: Yes.

Jason: So he is really happy and he wants us to find some more.

Dymphna: Another one out there. So this is, you've done these two couple of deals as JV. You found your brother one. You've finished your house now in Leichardt?

Both: Yes.

Dymphna: You're all cashed up and you're ready to go again?

Amy: Yes.

Dymphna: This is less than a year and half earlier? The only place they could afford was in Narrandera at \$90,000, so a massive change in personal wealth here to be negotiating on million dollar deals and then more, just taking with the same strategy, proven strategy like this one.

Amy: Well I think they just come to us, these sort of double blocks. We haven't really got any strategy, just be open to do whatever you tell us to do and...

Jason: We work out what things are worth. Finding out a strategy that works out in a particular area - what if we could buy for this amount would that be a good deal and then we go after that and just challenge us.

Amy: I do a lot of feasibilities, so I get a lot of my information from real estate.com.au alerts, setup in the suburbs I like; the price range, the size of the block. This came up on my email on a Tuesday morning and I said, "Oh Jason, this looks interesting. There's a house on one

side and there's a little driveway." I said, "Jason, jump on it. Go out and negotiate." He's the negotiator

Jason: She said, "Go and get it."

We get it for a good price. We need to get this for under a million and so – now this is auctioned and so it had a big auction sign on it and so, it was going to be auctioned in six weeks and we bought the place within five days. I like an auction because you cut out half the room because they are only there to have a look at it and then the other side of it is that I can negotiate there because before I have got some time there, we're not competing with so many people, so my thing that I told the real estate agent that I'm from Queensland. I just finished this stuff up in Queensland. I'm going back up there in a week. Let's do this deal by the end of the week or I'm gone. I won't be here for the auction - I need to do it now. My challenge was get it off the market before the weekend or all the builders are going to go there.

Amy: That's right.

Jason: And maybe offer them over \$1 million because we looked at the comparable again. What can land sell for? Well land in that area will sell for \$400,000 to \$500,000, a terrace in that condition would sell for \$730,000 so I'm in for that. It's a very simple calculation.

Dymphna: So you go down there for \$900,000?

Amy: Yes.

Dymphna: Now this is the process. You did a little quick reno on it just to make it look a little bit better and you got the spare block of land beside which you started build on?

Amy: Correct.

Jason: Even if we kept it, the front house with the separate granny flat out the back would almost come close to neutral anyway.

Dymphna: Neural, that's right.

Jason: We go over all the stuff that we could do to it...

Amy: And once again we thought about, what can we do to the block? How can we add value? There was a few different ways we could do it. Before we actually got it, I forgot to tell you, we had put it on the fridge.

Jason: Yes.

Dymphna: Just like to look at it?

Jason: After the course, you get hassled by Dymphna. You have got to do your homework and everything like that and I needed a little reminder. So I found these fridge magnets picture frames on eBay and we put a picture of Dymphna there on the fridge, so every time I went to the fridge, and walked past it I would say, "Oh." She looks at you and she just gives you this fear thing of, "Do it! Have you done your homework?"

"Have you done any real estate stuff today" and things that and it was like, "Oh yeah, I'll do that now." That was our reminder - what are we doing this for? Who is our mentor? Who is our coach? What would she do the whole time? And then anytime we'd see a property, we also would do that. We printed it out and we put "Sold to Jason and Amy" for whatever price we wanted it for. Whether it was realistic or not, I don't care, that's what we wanted. We put our goal out there, and that's on the fridge. If we don't get them, we weren't meant to have them. That's the way we looked at things - if we'd missed the deal. We did what we did. We did that calculation right. That's supposed to be what we were going to pay. Move on.

Amy: It works really well. It normally comes close to the price that we want it for it too, amazingly.

Dymphna: What did you do with my picture at that point?

Jason: Oh, then we put a little caption on there, "Great deal guys."
We also put a little words coming out, "Do your homework."

Dymphna: Now they're merchandising these stickers for the fridge.

Jason: It worked.

Dymphna: Okay, so there we are. Nice renovation. Major major change.

Jason: So that to shows you, that's why it didn't sell straight away because it looked like that.

Amy: Yes.

Jason: And then after – how much is the paint?

Amy: \$5,000 paint job.

Jason: Then you suddenly can add another \$50,000 - \$75,000 of equity to the bank, just by painting the thing.

Dymphna: Yes. So there's the construction going on and I can't wait for the finished product pictures to come along.

Amy: One week.

Jason: And when Amy says one week, it will be one week.

Dymphna: Again, while that's going on, that's your deal going on.

Amy: Correct.

Dymphna: You're pretty committed to making it happen; don't sit still, looking at me on the fridge. Get out there and do some JV deals with other students.

- Amy:** At this time we put our feelers out there. We know the agents in the area and we get deals thrown to us and we thought, "Hang on, this one is pretty good."
- Jason:** He's an easy agent - we love easy agents.
- Amy:** Bad agent, yes.
- Dymphna:** So there's the change, there's the list price when it first sold, and the date on that one and then when it sold a little bit later or there's only few months, it's like 12 weeks or something and the profit on this deal was about what?
- Amy:** \$90,000
- Dymphna:** Like 50-50 for 12 weeks work, well not even all weeks really.
- Amy:** Six weeks renovation and four months turnaround from settlement to settlement.
- Dymphna:** And another one you did the same to, well next slide for that.
- Jason:** Same thing JV, let's make some money for this purchase.
- Amy:** One bedroom into two bedroom, cosmetic reno, that was a six week reno.
- Jason:** And we're doing it which is probably challenging ourselves from 10 week reno and this one...
- Amy:** It takes us six weeks.
- Jason:** Six weeks of the whole thing inside and out.
I think that one ended up being about \$30,000 each one of those.
- Amy:** Yes.
- Dymphna:** But hey, look, oh there we go, there's the construction?

Amy: Yes, just a couple of weeks ago.

Jason: Just to show you what you can do with value.

Dymphna: So you increase in value there as well up to 2.4 so from not very long ago, Narrandera \$90,000 is all you can afford to seriously, you have got a decent portfolio now and all positive cash flow.

Jason: Yes, we'll keep them.

Amy: Correct.

Dymphna: Because they're positive cash flow, so great growth.

Jason: It's all positive cash flow.

Amy: Right positive cash flow.

Dymphna: And here we are going to do a complete construction on duplex.

Jason: Same thing JV, not our money, someone else's money. We just made the cash.

Yes, so this is going up now. This is beautiful. The builder that didn't have an experience, we've developed and are trying to work out who is better than everyone else, so after a while you find a good crew of people and you think they're good and then your job is trying to find someone even better than them and now the builder that we have got on this one is just fantastic. He does everything perfect, so we're really proud of ourselves for this one.

Dymphna: Great opportunity here when you're doing a complete build with a JV partner or duplexes that the partner can buy you out. You can sell one, you can keep one.

Amy: Yes.

Dymphna: You can have one. They can have one, it has lots of opportunity there to either stay together or not through the process. Now?

Jason: This is what I just talking to Bob about. I'm saying, "Bob, we need to do this. Doing the poles..."

Dymphna: Bob is not involved yet, but...

Jason: Yes, well they will. We have got this huge big block of land in Spring Hill which is like saying, I got a big block of land in Surry Hills.

Dymphna: Yes.

Jason: So it's 4,000 square meters and in this picture here, you see the guy in the blue shirt, he's the guy that said, "Jason, I need you to develop this for me. I'll supply everything you need. Just come and do it." There's Amy in the middle with me telling them what to do.

There's my dad just sitting back there, quietly listening and he advises John here exactly what we're doing in that because he's worked with John before and he said, "Well this is what the kids can do," but it's just such a nice feeling. My dad has been a very successful businessman and he has taught me my morals and my head work and where to go in business and that type of thing where I had businesses before and it's really cool when you have your parents come along to something and I just say nothing. They just sit and they look and they go, "Yeah."

And that to me is a biggest thing.

Dymphna: It's like Josie with the mum's approval.

Amy: Yes.

Dymphna: So where to now? And any advice for these guys.

Amy: Look, I think these are couple of points that we've learned in the last four years because there's so many more learnings but the biggest identification is that we got educated. If we went to do this on our own, we would have made lots of mistakes but we've been surrounded by amazing, positive people like yourself, students, suppliers, and we've got people to turn to.

It's about networking and talking to people in the industry. Being positive and open to opportunities and meeting people.

Jason: Getting rid of negativity.

Amy: Yes, working a lot on mindset.

Dymphna: You've changed a lot on that Jason.

Jason: I have.

Dymphna: Hugely over the years.

Jason: I really didn't want to believe in so much stuff and it took me a lot to kind of believe that you could actually do this and I didn't believe at lot of that in the beginning, then so it slowly, slowly evolved. Now I'm a very positive person.

Amy: He's more positive than me these days.

Dymphna: He's one of the most positive people I know now but he wasn't four years ago.

Jason: Right.

Dymphna: I wanted to shake him.

Amy: That's right.

Jason: I was born in Sydney and there's more pressure than anything to say, "Hang on a second, watch what you're doing kid, you know." And the other thing we do now, I'm a Graham 3.

There's few people in this room, typically they're Graham, they're becoming Graham 3's now too and what that means is that, I'm taking care of myself and then we've got enough to live off now. We've got our equity there and now we're helping other people which is to donate to charity. Every deal that we do, we say, "If we get this deal, we're going to give 5% of that or 10% of whatever that profit is straight

away, out of that deal, within our calculations on a spreadsheet to a certain charity." We might create it or send it to India directly or somewhere needed.

Dymphna: Or directly to somebody that just needs a bit of a hand, it doesn't need to be a charity.

Amy: Yes.

Jason: Yes. And that motivates us and it's a part of our equation and it works.

Amy: It's great to know that we can help people with what we're doing too, so that's our bigger goal.

Jason: Yes.

Amy: Working along down the line but I think Dymphna, we're just grateful to be on this journey and we never have met and we're just excited for what else we can do and inspire other people to do the same.

Dymphna: Well you have got age on your side and you have got amazing hearts and amazing capacity, so get out there and make it happen.

Jason: Yes.

Amy: Yes.

Jason: The big thing for me really is I've been brought up very much to where I've been sports orientated or tied up being filming sports things - coaches who train teams - and we hear analogies of getting on the field there and making it happen. Don't just sit back in the audience - get on there. Once you're good at something, and I was an athlete when I was a kid, and I always had a coach tell me what I was doing wrong or what I was doing right. When you look at the famous coaches out there, we all know who they are in sports and they have a team behind them but having that coach constantly look at you and tell you what you're doing wrong or what you're doing right or how

you can better yourself, that's meant the most to us and I've got the best real estate coach in the world.

Amy: That's right.

Jason: And I'll stay with her as long as I can because it means so much to us. So thanks very much.

Amy: So thank you Dymphna for everything.

Dymphna: Thank you guys. Thanks for sharing.

Amazing story - just that time frame from where they started to where they are now - huge, huge story.