

How To Make **£10,000** A Month Or **£120,000** Per Year As A NEWBIE In Property

If you need help pulling all this together with a structured plan and support 1-2-1...

Please book a call and let's discuss your next steps in property and business.

We've helped lots of people quit their day jobs and build an income via property and investing – *PLUS we did that with zero B.S. and without selling them courses and training that costs silly money!*

If you want in, then...

Book a call now and let's discuss if we can help you 1-2-1 on our lifetime property mentorship program: Property Basecamp

[**Book Your Call Here**](#)

£10k Months or £120,000 Per Year Step by Step:

The Fundamentals –

- **Starting Point:** What's your current situation? Your available time and focus?
- **Experience:** For the purpose of this we are going to assume you're a newbie
- **Money:** Again, the answer to this massively dictates what you can do and what direction we take but we will cover both scenarios.

The Best Strategy to Create £10k Months and How to Do It!

Property Sourcing and Deal Packaging: This is an amazing starting point because becoming a sourcer, you learn key investing skills and you can bank that knowledge and use it for yourself later down the line.

What is Sourcing?

Estate agents help people sell their homes and take a fee.

Property Sourcers help buyers (investors) buy their next investment

Pros of Becoming a Property Sourcer:

1. You learn valuable skills that will become useful to you later on in your journey.
2. Allows you to generate **£3,000 to £5,000+ per property you find.**
3. Different ways to earn multiple streams of income (most people don't do!)
4. Allows you to build up a cash pot to invest yourself.
5. Opportunity to do JVs with investor clients and earn **£20,000 to £50,000+ per project.**
6. Means you can earn thousands from property without needing money to invest!

**I generated well over 6 figures a year sourcing –*

So, this business can really FLY when done correctly!

Right, so let's talk about what you need to do step by step to get started...

STEP 1: Business Set-up and Compliance

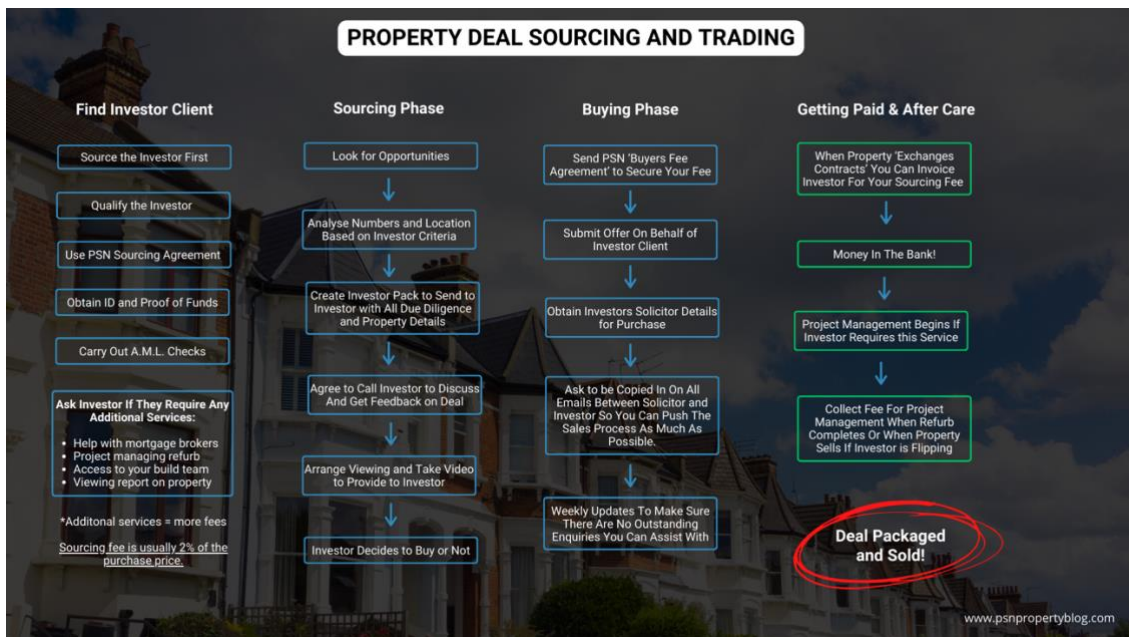
You need to become compliant as property sourcers fall under a lot of the same legislations that estate agents do. This is vital and a MUST first step before you start sourcing or onboarding investors.

- Decide on your company name / check domains are available – [click me](#)
- Company set up / Ltd company or sole trader – [click me](#) and [click me](#)
- Company bank account
- Complete AML (anti-money laundering training) – [click me](#)
- Register with HMRC for AML Supervision – [click me](#)
- Register for Data Protection (ICO) – [click me](#)
- Register with The Property Ombudsman (TPO) – [click me](#)
- Obtain quotes for insurance (professional indemnity and professional liability) – [click me](#)
- Order business cards for networking! – [click me](#)

Want this document with all the links? Comment 'VALUE' on the post/video

STEP 2: The Property Sourcing Process in Full!

Here we have a full workflow that works. You'll notice it starts with finding an investor client not a property deal!



You're probably thinking yes, but how do I find investors?

- Watch our free workshop [Click Here](#)
- Get our PDF guide - which is packed with info on how to utilise social media and also how to start email marketing, once you start building your investor list.

Comment on the video 'VALUE' and I'll send you the document

Places to Find Investor Clients: (in order of most successful tactic)

1. **Networking Events** (both property and general networking events)
2. **LinkedIn** – using our framework for speaking to ideal client avatars
3. **Target Landlords** – Landlords sell property as well as buy!
4. **Content Creation** – Social-media when used correctly (watch our training on this)
5. **Independent Financial Advisors** – Look to set-up referral scheme for leads
6. **Solicitors** – property conveyancers any broken chains - Can you step in?
7. **HMO Register** – this is available freely on local authority websites
8. **Letting Agent Networking Events** – hosted for their landlord clients!
9. **NHS Staff** – Most hospitals in the UK have a magazine you can advertise in
10. **Wealth and Asset Fund Managers** – Need to invest on behalf of their clients!

Want this document with all the links? Comment 'VALUE' on the post/video

STEP 3: Decide on What You Will Offer!

- Decide on **what services** you will offer – most sourcers make the mistake of trying to be everything to everyone – this does not work!
- Niche down and focus on a couple of things only.
- Area of operation: Local area or everywhere – what should you do?
- Watch our **FREE** Investor ideal client avatar workshop – [Click Here](#)

STEP 4: What Can You Really Earn?

Sourcing = £3,000 to £5,000+ (**2% of the property price is your fee**)

Project Management = If you are project managing the refurb and overseeing the trades and builders then this could be an additional fee of **10 to 15% of the cost of the refurb.**

Viewings = Offer to do viewings for investors with a full report and video walkaround! You can charge £40 to £50 per viewing, and this is a quick money generator when you are starting out, BUT also a great way to meet investor clients too.

Example 1: You source and manage a project for an investor client

- Property purchase: £180,000 (2% of this is £3,600)
- Refurb on the property of £30,000 (10% of this is £3,000 and 15% is £4,500)
- So, on this one deal you could generate between **£6,600 or £8,100 in fees.**

Example 2: You find a Joint Venture partner to complete a project together

- You don't charge a sourcing fee as you're doing this on the basis of a JV
- The investor fully funds the project, and you do all the leg work end to end
- You agree a 50/50 profit share on the project
- These deals typically could give you **£10,000 to £50,000+ profit**

Case Study: Alex

This is exactly what some of our mentees do... like Alex, who only operates as a sourcer looking for JV opportunities and he quit his day job after project 1 and stands to be making over 6 figures in the next 12 months from his current projects.

Big bonus here is Alex operates with 'no money down' and a 50/50 profit share!



What Can You Earn Sourcing Realistically?

If you sold just a handful of deals you could easily bank in the region of £40k to £50k per year – that's just sourcing and selling deals part-time around a day job!

If you completed a 2 to 3 JV projects and cut yourself in 50/50 then your easily over £100k in a year.

So £10K months are very possible if you have the right approach, target the right clients and you have an amazing work ethic.

My first ever deal banked was almost my yearly salary at the time, and that gave me the hunger and drive to do it again. Over and over again.

Sourcing allowed me to go from a day job as a gardener to full time in property, to semi-retired in my 40's.

Sourcing became my business model, I franchised it and had 50 offices around the UK with an investor database of over 100,000 investors.

This is something you can scale around a day job (with the right process) it's also a business that can offer a much bigger income potential if you niche down and pick a lane and master one thing really well.

If you want to build your income do this:

1. **Don't do a property course with a guru type:** all they will teach you is a flawed process that will leave you stuck in the mud and annoyed you wasted money on a stupid course.
2. Find your investor clients first, qualify them, then source what they want!
3. Do that – you'll sell deals and make money – **YES, it's that damn simple!**

AS A THANK YOU FOR WATCHING THIS FAR

I'd like to invite you to join us on **Property Basecamp**

The only property education program to give you 1-2-1 support that never ends!

Follow in the footsteps of others that have been successful...

No this does **NOT** cost tens of thousands like the guru trainings out there!



Property Basecamp Premium

From Zero to 6 Figures With 1-2-1 Support Ongoing

PROPERTY BASECAMP

LIFETIME MENTORING 1-2-1

+ Access to Courses

INVESTING & MASTERSPLAN
ASSISTED SALES
RENT TO RENT
COMMERCIAL TO

Access to 4 online courses - Monthly 1-2-1 Video Call with Mentor
Ask Questions Daily with Access to Mentors WhatsApp
Set Goals with Mentor - Create A Plan of Action
Login and Learn At Your Own Pace
Accountability and Mindset Help with Your Mentor
We Support You Ongoing Forever On Your Property Journey

Because This Is 1-2-1 Mentorship We Have Limited Places Only

Email: support@psnproperty.co.uk to enquire about joining