

PROPERTY COURSE REVIEWED

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BY HEIDI MOMENT

THE COURSE

Ninja Investor Programme -
Property Mastery - Recycle Your Cash

HOSTED BY Kevin Wright

In this industry we're always banging on about courses and there are so many on offer that sometimes it can be a bit of a minefield trying to decide which one to go on, whether it is right for you at that time and what you will really get out of it. After thoroughly enjoying interviewing and writing about Kevin Wright a few months ago I was intrigued to find out more about him and his Ninja Investor Programme, so I went along to a weekend course held in Leeds to find out all I could about how to be a cash buyer without a big bank balance.

As an ex-teacher I always find myself assessing the courses I attend with my teacher criteria, looking out for relevant content, engaging speaker, awareness of the learning going on and ability to adapt the content to the needs of the group, so sorry if this is a bit teacherish, but I can't help it.

Here's what I found out...

WHAT'S IT ABOUT?

One of the hardest aspects of this industry, in my opinion, is finding deals and being able to fund them. This 3-day course aims to cut through the fog with some useful and



actionable strategies to help you to find better deals and to be able to fund them – without having to work with JV partners.

The first day started with a powerful and emotive video full of empowering messages that made me feel ready to take on the world and really set the tone for the rest of the weekend, which was full of uber-useful knowledge and nuggets of information from the point of view of a lender, with 5 learning modules including 3 Ninja Investing Strategies to follow through to success.

After previously attending plenty of courses where the financials are touched on briefly and made to feel really simple, or courses where the financials are glossed over by the speaker who presumably thinks that everyone in the room is loaded, it was refreshing to get financial info straight from the horse's mouth. As a broker Kevin is very well positioned to offer advice on funding property deals and it became clear as the weekend progressed that he has **oodles of knowledge to share** and a lot of experience of some very weird and wonderful deals that we could all learn from.

WHAT DID I LEARN?

There was a **HUGE** amount of learning going on in that meeting room this weekend. You could hear the cogs ticking in everyone's brains while we were all processing the new and exciting information that was going to change the way we played this property game.

Key learnings included:

- **An in-depth insight into different mortgage lenders, what makes them tick, what types of projects they will or won't lend on and why, any barriers to entry there might be and how to overcome them**
- **How to use bridging finance safely, securely and with your eyes wide open**
- **How to do bigger deals without necessarily having a bigger bank balance**
- **Finding and buying unmortgageable properties that other investors won't touch with a barge pole (putting you ahead of the game)**
- **Negotiating with estate agents and getting on their preferred list**
- **How to behave like a cash buyer (by using bridging finance) and how to complete fast to secure deals other people can't secure.**

Finding unmortgageable properties, identifying what makes them unmortgageable and how you can overcome this problem was my key learning from the entire weekend. I will definitely be looking at potential projects with very different eyes from now on and I spoke to several others who were ready to get out there on Monday and start afresh with a slightly revised strategy. A good course always gets you to adapt your focus slightly (not completely) and this course certainly did that.

We also discussed how to buy and sell at auction and the process to follow, as well as how to extend leases in line with section 42.

These topics were driven by the group and looked at in detail, as were plenty of other topics of interest. **There was no topic that Kevin wasn't happy to discuss with us all**, and the group appeared to get a lot out of each tangent we went down.

WHO IS IT FOR?

This course is for anyone who wants to have a better understanding of lenders and how they work, and wants to find and fund their own deals without working with JV partners. Understanding how lenders operate, the dos and don'ts and how to work with that to make money is key to investing and Kevin provides plenty of information about that on this course. As a rule people tend to be scared of using bridging finance and Kevin helps to explain how bridging can be an essential tool for any investor to have in his/her toolkit to be able to move to the next level and begin to do the kinds of deals they thought they could only dream of.

If you are new to property this course will absolutely blow your mind, particularly if you are just starting to get your head around basic terms and what they mean. But you could say that about all property courses and having a mass injection of knowledge all in one go can be good right? It depends on you to decide. I would say if you've done a few deals, you know what your goals are and you're ready to move to the next level then this course could be right up your street, as it will give you the tools to help you on your way.

WHAT'S IT LIKE?

As with most courses the weekend was set in a meeting room with all chairs pointed at the screen. There was a lot of sitting, listening, brains whirring and discussing. Kevin had some exercises that got us all up and about and encouraged us to interact and discuss with each other. We even had homework to do on the first night, which was really useful and when discussing what we had found the next day it was clear there had already been a shift in mindset after day 1. Great!

As you might expect there is a mini upsell, but it really only is a mini one, and is only to be expected really!

WHAT DID I THINK OF THE DAY?

The weekend was full of really useful nuggets of information to take away and absorb.

"This is a complete game changer for the way I view property finance. This knowledge will mean I can achieve my 5 year goals in the next 12 months"

Chris Kirkwood



Kevin is very approachable and his soft and soothing voice is very easy to listen to! He offered plenty of live examples to illustrate what he was teaching and these were well received by the group. Group participation was encouraged and there was ample opportunity provided at various points to check understanding and discuss thoughts and experiences.

There was plenty of opportunity for everyone to ask questions, and ask questions we did. Some more than others, as is usually the case (and I certainly had my quota), but everyone was at ease enough to say what was on their mind. This often resulted in lengthy discussions that really delved into a particular topic that was of interest to the group, which was useful but sometimes went on a little too long (but I suppose that depended on the relevance of the question and each person's interest in that particular question!).

We each got a workbook so we could scribble as we went through each slide. I love this, as there is nothing worse than frantically trying to scribble down all the content. Having the workbook made it easy to listen, discuss and jot down what I needed to for reference later.

WHAT COULD BE BETTER?

In all honesty there is little room for improvement. Kevin was engaging and interesting and from what I could see the whole room got a lot out of the content that was delivered and left the room with some clear action points.

One tiny comment from impatient me who likes to skip the fluffy stuff and get to the content, was that a little too much time was spent on some sections and some of the conversations went on a bit too long. A bit more focus on timings would help to keep things moving more smoothly, but all in all it was a great weekend.

WOULD I RECOMMEND THE COURSE?

The weekend was great and if you are looking to finance your own deals then you will get a lot out of this course. Just don't plan to be anywhere afterwards, as the course is highly likely to overrun because you will all be talking your socks off until at least 8pm in the evening!

DID THE COURSE DELIVER?

Yes, and then some. As I'm sure others did, I left the weekend with my head swimming with new ideas and new routes to investment, which I hadn't previously considered.

"Kevin Wright gave me the confidence to buy like an expert"

Cate Bauen

"Fantastic weekend. Interesting, informative and will no doubt become lucrative. Thanks very much Kevin" Nikki Pope



HOW TO FIND OUT MORE

Brokerage: **Positive Property Finance**

Training: **Invisible Investors**

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