

SECRETS OF PROPERTY SUCCESS REVEALED

Take control of your life in less than an hour



Hilary Saxton

Australia's #1 Action Instigator
for Achieving Success

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ACHIEVING FINANCIAL SUCCESS THROUGH PROPERTY

Are you among the many who have goals, ideas, and dreams but don't seem to have the ability to bring them to fruition? Do you wonder why some people seem to have a fantastic ability to achieve so much on their property journey, and then many others appear to not achieve much at all?

What is it that successful people do that unsuccessful people don't?

Why are some people so different from others when it comes to levels of success from property? What is the difference between these two groups of people and why does it seem like some are cruising through projects with ease while others are pushing wheelbarrows of rocks uphill?

Property Coaches whose students I've worked with include Bob Andersen, Dymphna Boholt, Mark Rolton, Cherie Barber, Michael Yardney, and a few other 'B' listers.

The exciting thing is that until they worked with me, they had done very little or nothing because they were stuck! They had completed the education they wanted, by attending and investing in one or more courses but took little or no action to implement what they had learned.

Bob Andersen...

" For years I was perplexed about the variation in success my students were achieving after completing my property development program. They all started with the best of intentions, with a vision to use what I taught them to achieve financial freedom and a lifestyle others only dream of. I've had students become multi-millionaire full-time property developers, and others do absolutely nothing with what I've taught them. My students range from 18 to 75 so age is not a factor. 60% are male and 40% female, so gender is not a factor. From Indian, Maltese, Asian, Chinese, Japanese, and Australian, you name it; ethnic background has nothing to do with it. The same with their educational background. Every one of them learned the same course yet the variation in success was staggering. It wasn't until I realized the variable was the person them self. Or more importantly, their ability to implement and execute what they had learned. As luck would have it, it was at that time I met Hilary Saxton and was amazed at the results she was achieving with her clients. I immediately integrated her program to run parallel to mine, and my dilemma was solved. Not only armed with property development nous but now with purpose, clear goals, and a load more confidence in their action-taking strategies, the success quotient of my students' accountability is off the chart. I only wished I had met Hilary Saxton earlier. "



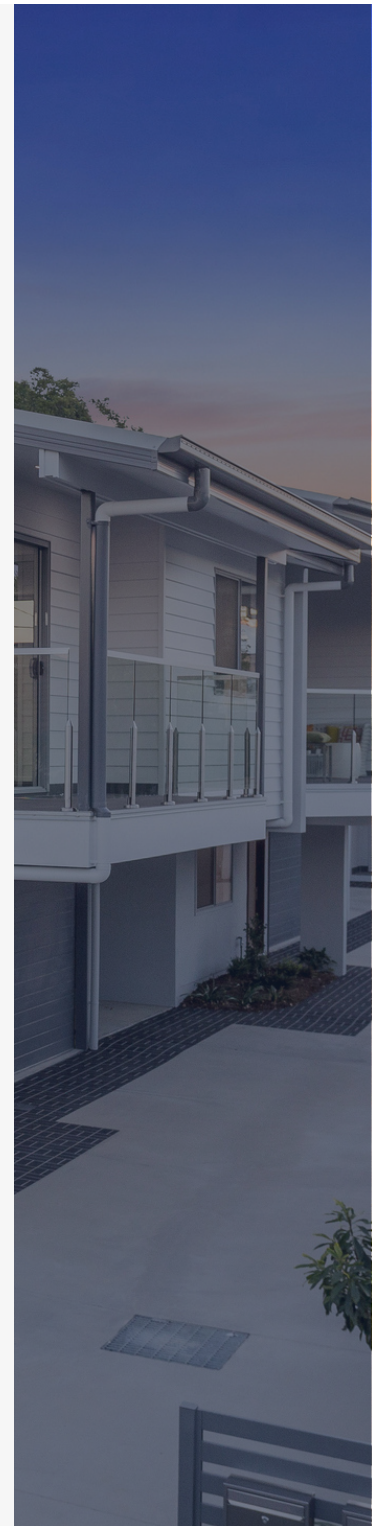
Achieving your property goals could be easier than you think with the right knowledge, a sound plan, and favourable habits to ensure you are rewarded. This concept falls over in the habits you have so let's take a look.

Knowledge – Be informed and be informed about your educator.

Each property strategy has rules that you must know, and these rules can be learned through education. Do you know the rules for your strategy? If you are a renovator, developer or investor? Whichever you choose, you need to know the rules to your strategy. If you don't know the rules to your chosen strategy, you will inevitably slip up, and that can be financially catastrophic.

These rules include where, when and what you buy and many more but you must know them. Here is a list of common mistakes made by first-timers:

- Lack of Education
- Unclear Strategy
- Incorrect Ownership Structure
- Inadequate Finance
- Poor Due Diligence
- Unrealistic Financial Feasibility
- Choosing Properties That Don't Meet The Market



As you know there are many books, podcasts, courses, seminars, workshops and mentors for property and they are there for a good reason, so use them. Do your due diligence in this area as well because cheaper is not always better in this game and good marketing and a flashy website do not always equal good quality education.

Source your education provider as you do your properties, research them and talk to others before you invest in your education, even better go directly to the educator. Contact them and hear their response, if all you get is a salesperson who is receiving a commission for the sale then tread very carefully. Ask the right questions about what they have done themselves and investigate their answers to ensure they are correct.

Many property educators have merely done another property educator course, followed it up with one low to medium success in that arena and have decided there is faster money for them in educating. They lack the depth of knowledge and expertise that comes from experience.

Ask questions like:

- When did you start Property Developing ?
- How many Property Development projects have you completed ?
- How many were full developments and were some renovations ?
- Have you made money ?
- Have you lost money ?
- What challenges have you experienced ?
- What do you see the current problems being for new players in the game ?
- What did you do as a job prior to becoming a property educator ?
- How long have they been a property educator ?
- Who educated you ?

Again, check out their credibility and don't be fooled by good marketing.

PLANNING - HOW TO CHUNK IT DOWN TO ACHIEVABLE TASKS.

“ Failing to plan is planning to fail. ”

This is where things get exciting! This planning system is for one project, as each project you take on will need its own plan. Of course, you can have many projects on the go at one time but let us look at one.

STEP 1 : TAKE STOCK OF WHERE YOU ARE .

The first thing you do is to write down your current situation. You must know precisely where you are for your starting point. How much money you have, what your budget is, how much time you could allocate and who might help you on the way.

STEP 2 : DECIDE ON THE OUTCOME YOU WANT .

Is it to buy and complete a renovation, is it to purchase to invest, is it to invest in other people's deals or do you want to develop your own? Create a mental image in your mind and press an imaginary 'save as my project'.

Create a timeline around the project and then look at the end result. It is now time to break it down. It **MUST** be a clear vision, you **MUST** be clear about what you want to achieve.

STEP 3 : CHUNK IT DOWN - I LOVE THE 3X3X3 RULE .

Begin with 3 months

What three things do you want to have completed in three months?

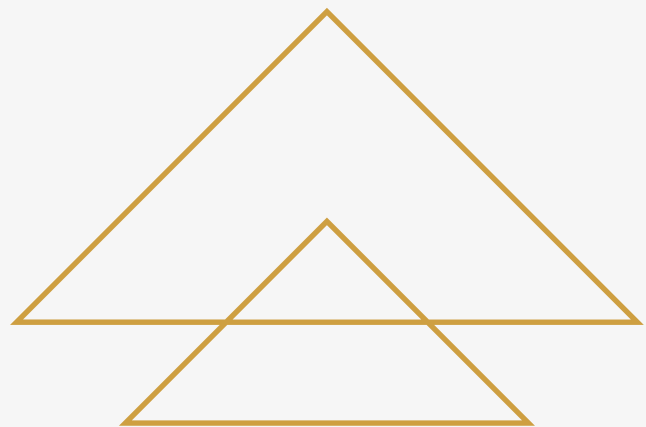
Next is weekly

What 3 things do you want to have completed this week to keep me on track for my 3-month goal?

Next is daily

What three things will you complete today to achieve what you want by the end of the week?

This is a simple tool, and it is a great way to establish momentum and get the results you are after. You can use it in every area of your life, but I have found it extremely useful for people on a property journey.



Habits - Your habits provide evidence for your identity.

Habits have long-term consequences, if your habit is overeating, your long-term consequence will be that you are overweight. If your habit is that you read informative books daily, the long-term consequence will be that you will be very knowledgeable. If your habit is to complete the 3 things on your today list, no matter what happens then the consequence will be that you will achieve your weekly and monthly goals.

Successful people have great habits they repeat every day to achieve ultimate outcomes, and along with this, they are up early to do them. Your brain loves habits, and it doesn't care if they are good or bad, it enjoys the safety and security of repetition. As you are in control of your habits, choose them wisely and work at eliminating the bad ones.

You must start your day off in a positive way, which will bring you the outcomes you want and set you up to succeed. If you are not achieving the results you want, it is likely you have implemented bad habits that are resulting in your current situation.

Problems – Avoid these common progress problems.

1. They let life get in the way and use the time excuse.
2. Fear of failure

Having worked with people for over twenty years and individually coached clients to achieve their goals for well over twelve years, I have noticed a very familiar pattern with two significant obstacles.

1. THEY LET LIFE GET IN THE WAY AND USE THE TIME EXCUSE.

Those who were struggling to achieve their goals before working with me were ALL letting life get in the way. This means that they start out with the best intentions for their success and then ‘sh#t’ happens. In this case, the ‘sh#t’ is life events. Their cat gets run over, their partner gets sick, they lose their job, their children need to be dropped to after-school activities, their mate is having a birthday, blah, blah, blah, events happen in life, but events need to be seen as on the way and not in the way to your success.

It may sound simple, but if you read any biography, you will hear that same message over and over. Everybody has the same one hundred and sixty-eight hours in their week, but not everybody uses the hours wisely. Those that achieve their goals spend less time watching television, on social media or other time wasters and more time getting “sh#t” done. They don't allow daily interruptions to stop their progress; they manage them. When the going gets tough, they push through it, find ways around it, adapt accordingly and don't give up.

Solutions for the 'Time Issue'

Your To-Do List

The Pareto Principle suggests that 20% of the work you do produces 80% of the results. By applying this principle, you will be more productive and feel less stressed. Most people have too many items on their To-do list, and it becomes overwhelming. Overwhelm is not good for your brain as it causes ineffectiveness and a long uncompleted To-do list leaves you feeling like a failure at the end of the day.

From this point forward when planning your day decide on the 3 things, you will complete that day which is toward your weeks goal. Next, do the absolute musts that will bring you of your 80% results and DO NOT write any unnecessary tasks on that list. That is now your To-do list. The rest you keep on a different page or different piece of paper but make sure it is a separate list and treat it like the junk folder on your computer. When you get some time, you can choose tasks to complete something from inside it. But in all honesty, you probably won't, and you will realize how you used to complete the unnecessary easy jobs before the 20% that would give you the results you want. They might seem slightly harder, but they are totally worth it.

Re-assign

There are things in your life that you do not need to do. They are tasks that can be completed by others and you are either a control freak who does not like letting go or you think that the time it takes to teach somebody something is better spent doing it yourself.

Control freaks do not succeed and end up exhausted and angry. When you learn to let go and give away the tasks others could do you open yourself up to bigger and better things, which become available due to the spare time you now have. Have a look at your To-do list junk folder, what can you reassign?

Teaching somebody else is easy, yes it will take a small amount of time initially but the attitude that the time being wasted is small mind thinking and will hold you back. Once you have taught the task you wish to delegate, it is done. This means you will soon have that time available for you to complete what you really need to do or you will replace that space with bigger, better and more exciting things.

Remove

There are also things on that To-do list that are unnecessary and are merely on there because they were never taken off. Have a look in your To-do junk folder and remove the things that are not necessary, when you have spare time!

Say NO more often

Too often we feel obliged and say yes to things we don't want to do. By learning to say no to the things that we can't really fit into our day or don't really want to do we become more productive and happier.

The habit of saying yes has got you to where you are, and you have weakened a muscle in your brain. It takes practice to say no and can feel awkward in the beginning, but it is life changing when you do.

By implementing this process into your life, you will achieve amazing things, and with practice, you will strengthen the 'No' muscle in your brain, become more comfortable at using it and feel relief as you will be doing the things you want and not what others want you to do. By managing your time your way, you are managing your energy. Your energy is valuable and is not unlimited each day, so use or energy wisely doing the things you want to do.

Manage Derailers

There are two types of derailers, which are external and internal. External derailers are other people disrupting you. They include phone calls, people dropping by to see you and are time wasters. To achieve what you want you must learn to control your environment.

Internal derailers begin with you and not an outside influence. Many of these are on your phone or social media. How often do you just think you will quickly just check your Facebook or Instagram and before you know it, twenty minutes have disappeared. The average person picks up their 200-250 times each day, this can be a massive time waster and most of the time we are unaware we have even done it.

Another internal derail is when you become somebody else's external disruptor, so you go and interrupt somebody else. Internal derailers will happen when you are stuck on something or have a mental block, and these can very quickly become a bad habit. Remember your brain loves habits and does not care if they are good or bad so and this is one you do not want.

To manage your derailers know what they are and how often they happen. For one week, log down when you are disrupted. Note down if it is internal or external. This exercise will surprise you, as you will notice that many of the derailers you experience are repeated over and over. The same people come and disrupt you each day, and you do the same time wasting activities over and over. Then you merely manage them. Ask those who continually disrupt you unnecessarily not to. Tell them what you are doing and ask for support, they will more than likely want to know more about it because when they are being your external derail, they are actually being their own internal derail. Allocate yourself time for social media each day and notice how much more time you have.

In the beginning, to get to the top, it takes hard work prioritizing and delegation. Like it or not, no matter who says it's an hour a day, 5 hours a week, whatever! That is rubbish. It takes more time, more energy, more determination, more hunger, and more focus... it takes grit!

Grit: Passion and Perseverance.

Face it, if it were that easy, everyone would be doing it.

2. FEAR OF FAILURE

FEAR = False Expectation Appearing Real.

It is a false expectation that your plane will crash when you are in it. It is a false expectation that a tiny spider will hurt you, so you are afraid of it. It is a false expectation that a dog will bite you.

False expectations freeze you and stop you from moving forward, fear kills more dreams than failure ever will. The thing with fear is that it has no merit as it is in the future so unless you have a magic glass ball where you can see the future, then it is really a mind game that is beating you.

When you freeze, no matter how long for, be it weeks, months or years, you don't move forward so you will not be progressing and in this case, you will not be progressing on your property journey. Staying still is the worst action you can ever make.

You must move out of our comfort zone. You have to do something different from what you have done in the past. Then you must get comfortable with being uncomfortable.

The result of facing an uncomfortable thing head-on is your level of normal changes to a higher and better level. It now becomes a little easier, so you continue on to something else that starts as uncomfortable. Daily one percent improvements add up over time to produce amazing results so by taking gradual steps through the uncomfortable, you will notice your fear reduce faster than you think.



WHAT WILL OTHERS THINK?

People will want you to succeed, and they will support you. Think of it in reverse. Do you have a friend who is trying to achieve something? Looking for a partner, starting a new business, losing weight, developing a property, completing a renovation, have a think through your peer group and notice those who are on a journey. Think about your thoughts and your comments to them every time you ask how they are going? You will always think, 'good on you' or 'that's fantastic.' People will support you on your journey no matter what small stumbling blocks you encounter. If they don't, then I would check in to see if they really your friends, it could be time you went and upgraded your mates.

Surround yourself with people who are on the same journey as you, not necessarily in property but who want to achieve great things, who want more and better things in their lives. Birds of a feather flock together so ensure your flock is the right one and going to support you and fill your mind with what it needs. You don't want to be heading south with the wrong flock!

Solutions for your 'Head Issue.'

Upgrade your mindset

What goes in must come out...

Think of your mind as you do your body. If you fill it with rubbish, it will look like it has been filled with rubbish and you will look terrible. Your mind is exactly the same, and the food to the mind is anything you allow into from thoughts, conversations and the things you do, see and hear. The result will be that you will act and think terribly.

Put it in...

Ways to get a healthy mindset are to read positive, uplifting and educating information from books and blogs. If you are not a reader, then listen to it from podcasts and audiobooks. Be around people who are positive and leave you feeling uplifted, people who fill your tank and not deplete it.

Thought Control...

Control your thinking. Each day you have around 70,000 thoughts, and of those thoughts, 90% is the same as your yesterday thoughts. This is mainly because each day we do so many of the same things. This means we still have 10% that are new so choose to use them wisely. Consciously become aware of your bad or negative thinking and stop them in their tracks. You can do this by saying the word STOP and then take a deep breath and think about the breath moving in and out of our body, do it three to five times. It is a pattern interrupt that works because it changes your focus and brings your thinking to now.

Wasted thoughts...

Stop ruminating all together. Ruminating is not only a time waster but by going over and over things in your head, you are increasing their importance to your brain, and you will stay stuck with them. Don't waste time on conversations or events from the past; it's called the past for a reason, leave it there, learn the lesson and move on!

Create new winning head habits that will support you to reach your goals.

When you adopt a great mindset that keeps you motivated and focused, you will be rewarded with an exceptional standard of living and achievement.

New beginnings

You are in your current situation because you have stuck with the status quo for a while. Things will quickly become your typical, what starts off as a one-off thing happens again and again before long it is a habit. The parable of 'The frog in Hot Water' shows that if you put a frog in hot water, it will immediately jump out but if you put it in warm water and slowly heat the water, it will stay there and eventually die. This is a gruesome thought, but the idea is that the frog does not realize what is happening because the change is gradual, this phenomenon is very real in people's lives.

If you want to change, you must make the changes necessary, and by doing the things you have always done, you will keep getting the results you have always obtained which you are unsatisfied with. You need to get comfortable with being uncomfortable and drive your life to how you want it to be. You will only ever succeed in life when you choose to grow. To grow, you must get comfortable with fear, uncertainty, and doubt because it is these three things that hold us back. When you confront fear, uncertainty, and doubt you have breakthroughs and will achieve the big things you want in life.

Decide on the habits you want and implement them into your life.

Restore

Lastly, we must restore ourselves. To be productive, we need to be able to focus, be present and be creative. When our brain is tired, distracted and all over the place, we cannot be any of those things, and we will be operating at around 50% of our capacity. To be at our optimum, we need to switch off and relax our heads. The more breaks we take, the more productive we are.

There are three ways this needs to happen, and the first way is in your day. By taking energizing breaks during the day to either power nap, meditate or exercise you will re-energize your brain and your results will be amazing. You will boost your memory, improve your performance, lift your mood, be more alert, learn better, cope better with stress and in general be happier and more productive. Twenty-minute breaks are very effective but even ten-minute breaks work and having any break is better than no break at all. This is a time when you don't think about what you are doing and actually switch off.

The second way this needs to happen is on longer breaks. Decent switch off weekends or holidays where you do not work at all. Not checking your emails, no work reports, nothing, you need switch off. If it can't be a holiday right now, then make it a weekend and fully immerse yourself in the break. Your brain will love you for it, your immunity will be boosted, and you will be amazed at your productivity and breakthroughs when you go back to work. Science tells us that breakthroughs come from relaxed environments so do the things you love to do outside of working and reap the results that it brings you.

The third way is to get enough sleep. There have been countless studies done on sleep, and all results are precisely the same. On average we need 7-8 hours each night for optimum health.

It's a choice

We all have 168 hours in our week, and when you learn to use those more effectively, you will achieve amazing results. Choose what you want in life, design the plan and go and get it. It is yours to take, and you have the same right as anybody else to have it. Take stock of where you are right now and make a conscious choice of where you want to be, you must know your desired future and then choose to have it.

Change the way you have lived until now and head in the direction you want instead of the direction you are being driven because of somebody else's dream, other people's needs or a lack of commitment by you.

I challenge you to : " Take control over your life in less than an hour. " Your future self will thank you for it, do this now, grab a pen and paper and decide what it is you will research for your property journey, it will take you less than one hour.

For more info about Property Development or my coaching, contact me at: hilary@propertymastermind.com.au

