



MENVO

MENVO LIMITED

THE PROPERTY INVESTMENT COURSE

The best way to learn the skills required in the real estate market is by learning from a top Property Investment Consultant. This short course aims to equip First Time Buyers (FTB) and the Buy-to-Let (BTL) investors to enable them to access and navigate the real estate market with a view to creating wealth.

Why choose this course?

This course is aimed at First Time Buyers (FTB) seeking a guide to purchasing their first home and at seasoned investors looking to improve their horizon and acquiring more advanced skills necessary in the changing property market.

It provides a set of theoretical and practical perspectives and tips that will help participants gain sufficient insight in the real estate market to enable them to increase their stake in the market.

Set over 3 evenings, participants on this short course will be given the opportunity to nurture key practical skills required to succeed in today's performance-driven property market.

Course overview.

This Property Investment Course is in two stages: Introductory Stage and Advanced Stage.

The Introductory Stage takes a broad analytical view of how FTBs can access the property ladder. This course is for beginners.

The Advanced Stage on the other hand is for seasoned investors. This takes a detailed examination of how to explore the Buy-to-Let (BTL) market in leasehold, freehold, HMO and student accommodation.

This course will involve a series of workshops, group work, discussion and brainstorming. This is designed to help stimulate the creative thinking necessary in today's complex property market.

What will I learn?

INTRODUCTORY STAGE

Over the course of 3 evening classes you will be able to:

- Understand the role of mortgages and the Help to Buy Scheme;
- Understand the role of Conveyancing Solicitors;
- Use investment strategy to be able to identify where to invest;
- Understand the Stamp Duty rule;
- Learn about the changing landscapes of the real estate market.
- Learn how to raise funds for initial property purchase
- Learn how to source and identify suitable property.

ADVANCED STAGE

Over the course of 3 evening classes you will be able to:

- Understand creative ways to raise funds for investment;
- Understand the various job opportunities in the real estate market;
- Learn new investment strategies with a view to increasing property portfolio;
- Understand government policies affecting the property market;
- Learn how to source for Below Market Value (BMV) Properties
- Learn how to incorporate existing portfolio;
- Understand how to convert commercial properties into residential properties.

Course Content

INTRODUCTORY STAGE

1. Functions of property

Residential - place to raise families, security, comfort, safe place
Types of homes - houses, flats, maisonettes, rooms, mansions

Commercial - places to facilitate our way of life including business, government, leisure and travel.

Business - shops, restaurants, hotels, offices, factories, warehouses, logistics, technology development centre
Travel hubs - buses, trains, airports
Leisure facilities - sports, spas, gyms, aquatic
Medical - hospitals, clinics, therapy facilities
Care facilities - child, elderly, respite
Government & municipal facilities
Religious centres

2. Benefits of property business

Financial independence
Pension investment
Rental income
Appreciation of property equity
Profit from sales
Legacy

3. Getting involved in the property business

Developer
Landlord/Investors: BTL/BTS
Property finder
First Time Buyer

4. Developer

Choosing a geographical area
Understand your target market
Research price movement and sale velocity
Sourcing deals - estate agents, investor networks, finders, prospecting
Negotiation strategies
Recruiting a power team - builders, PM, architect, QS, interior designer, lawyer
Of plan sales & flipping
Other exit strategies
Re-investing in the next project

Course Content

5. Landlord/Investors

Residential - flat, house, HMO, serviced accommodation, student lets
Commercial - offices, retail, religious, business parks, hotels, nursing homes
Renting, leasing short term & long term, options
Sub-letting to other landlords
Choosing a geographical area
Understand your target market
Sourcing deals - estate agents, investor networks, finders, prospecting
Negotiation strategies
Recruiting a power team - builders, PM, architect, QS, interior designer, lawyer
Property management - self vs agencies: Sole Trader vs Ltd
Rent Protection Insurance
LHA Rates
Evictions
Fire Safety
Tax Issues
Busy Landlord: agent; or Rent -to-Rent; or Rent Guarantee Scheme

6. Property finder

Finding & packaging deals
Marketing deals to developers vs landlords
Choosing a geographical area
know the demographics for your property stock
Understand the investor target markets
Sourcing deals - estate agents, investor networks, finders, prospecting
Negotiation strategies
Recruiting a power team - builders, PM, architect, QS, interior designer, lawyer.
Finder's Fee Agreement

7. Investment Strategy for First Time Buyers

- (1) Savings
- (2) Help-2-Buy ISA/LISA
- (3) Equity Loan
- (4) Mortgage
- (5) Bank Mum & Dad (peer-2-peer Lending)
- (6) Staircasing
- (7) Joint Purchase
- (8) Others
- (9) Council Tenant: Right to Buy

Course Content

ADVANCED STAGE

Secret Weapon to Wealth Creation

1. **BMV:** (a) How to source;
(b) How to secure the deal;
(c.) How to Fund the deal;
(d) Exit Strategy: (Buy & hold/Buy & Sell)
2. **Rent-to-Rent:** (a) Rent Guarantee Scheme
3. **Rent-to-Buy:**
4. **Serviced Accommodation:**
5. **Joint Venture:**
6. **Auctions: Strategy to Buying.**
7. **Novation:**
8. **HMO:**
9. **Overage:**
10. **Incorporation of Existing Property Portfolio**
11. **Commercial Conversion to Residential Property**
12. **Reducing Risks:** (a) Tips for buying Leaseholds; (b) Vacancies; (c.) Rent Arrears; (d) Absent Landlords; (e) Increased mortgage rates; (f) Capital Gains Tax; (g) Stamp Duty; (h) Inheritance Tax.
13. **Current Changes Impacting Property Investors**
14. **Overseas Investments:** (a) USA; (b) Continental Europe (c) Others

FEES

Introductory Stage:

The fee for the Introductory Stage is £1,500

Advanced Stage:

The fee for the Advanced Stage is £2,500

HOW TO APPLY

If you are interested, complete the Form below and send the Form together with your payment (cheque or bankers draf) to:

**Menvo Limited
37 Upper Park Road
Belvedere
DA17 6ET**

Menvo Limited
37 Upper Park Road
Belvedere DA17 6ET

Tel: 01322 436 385
Fax: 01322 436 385
E: info@menvold.com

THE PROPERTY INVESTMENT COURSE

1. Full Name:.....

2. Address:

.....

.....

.....

3. Name of Employer:.....

4. Address of Employer:

5. Occupation:.....

6. If Self-employed, give details of your business:

.....

7. Are you a First Time Buyer (FTB): Yes/ No

8. Do you own an existing property: Yes..... / No

9. I want to attend the:
Introductory Course
Advanced Course

10. Give the date you wish to start the course:

11. Any other comments:.....
.....
.....

12. Signature:.....

Menvo Limited
37 Upper Park Road
Belvedere
DA17 6ET