

# Unique support for multiple property investors

with **Wendy Priestly** Property Millionaires Club President

*Investors who have built up a property portfolio worth \$1 million or more, which can include their own home and TIC purchased property, are eligible to join the Property Millionaires Club (PMC).*

The PMC provides an opportunity for members who have purchased property to link with other successful property investors. It provides a unique opportunity for qualified members to associate with like-minded and interested investors who are all learning and improving their property portfolios.

## Supported learning and networking benefits

The Australian Tax Office (ATO) statistics show most property investors are going it alone with little or no collegiate support. The latest ATO tax statistics released for the 2008-09 year show that as a percentage of taxpayers, individuals who have declared an interest in a rental property to be very small. Of the 12.2 million taxpayers submitting returns, only 1.6 million had declared an interest in a rental property. That is, 13 per cent or one in 7.5 taxpayers are property investors.

The ATO statistics also show that 75 per cent of rental property investors own only one property, 5.4 per cent of investors declared an interest in three or more properties, and less than 2 per cent declared an interest in four or more properties.

With so few multiple-property investors, there are few, if any, opportunities for multiple property investors to gain support and assistance from those with experience in holding and managing multiple investment properties. The Investors Club is unique in this area in that it provides ongoing support to members after they have settled on their investment property. The formation of the PMC is a further initiative for members to associate and gain invaluable knowledge on how to hold and manage through the ups and downs of property issues.

Buying an investment property is the easy step. Learning how to overcome the issues

that arise as a multiple property investor – absconding tenants, non-responsive agents, damage to property, working with your bodies corporate, managing your bookkeeping, handling multiple lenders and various banking policies – is where TIC and the PMC provide unparalleled support to members. Due to the small numbers of rental properties that investors usually own, banks, agents, body corporate managers, onsite managers and insurers do not have the experience of dealing with or servicing property investors that own multiple investment properties.

By becoming a member of the PMC you have the opportunity to become involved in additional educational events that are designed to assist you with building and holding your property portfolio for the long-term. These events focus on a wide range of property management issues and are exclusive to PMC members only. They are held regularly throughout Australia and online via webinars.

For example, recent PMC workshops held around the country have shown PMC members how to save \$6000 in interest on one property. This is the equivalent to an increase in rent of \$115 per week. Other members have learnt how to save up to 35 per cent off common electricity in their strata properties through more efficient pool pumps usage, better lighting and CO<sub>2</sub> sensors on extractors in underground parking areas. The PMC also provides other educational events whereby members can spend a week studying and improving their property portfolio at the international PMC workshops, the most recent of which was held in October. At these workshops, PMC members learn how develop a property improvement schedule to pay for the items installed and how to improve capital and rental returns.

Besides the educational aspect of the PMC, I find that the most talked about events are the PMC travel events arranged specifically for PMC members. These events are designed to provide PMC members with the opportunity to travel with like-minded people who share common interests while taking in the sights and touring the world.

## Who joins the PMC?

Membership is open to any qualifying TIC members and is a reflection of the total membership of The Investors Club. Our current membership demographic is broad and includes some of our Young Investors Club members who are under 35 years of age through to our more mature and long-standing members who are 70 years-plus. PMC members can be self-employed or salary earners from just about any area of employment, and we have members based throughout Australia and even overseas.

## PMC membership

Membership is free to any TIC investor who has purchased at least one property through TIC, provided they meet the following criteria:

- Silver Membership – Own properties with a total value of at least \$1 million (or \$500,000 equity), including at least one TIC property.
- Gold Membership – Own properties with a total value of at least \$2 million, including at least two TIC properties.
- Gold Plus Membership – Own properties with a total value of at least \$3 million, including at least three TIC properties.
- Diamond Membership – Own properties with a total value of at least \$5 million, including at least five TIC properties.

## PMC member events

### ***SPI – FIDO workshop***

**Saturday 12 November 2011**

**1:30pm-5:00pm**

**Box Hill Golf Course,**

**202 Station St, Box Hill Vic**

**Cost: \$40pp or \$65 per couple**

PMC presidents Wendy and John Priestly will be coaching members on how to create their own financial independence date and calculating percentage shortfalls in cash flow. Please bring a laptop and property statistics to use on the day.

### ***PMC finance webinars***

**Wednesday 16 November 2011**

**7:30pm AEST**

**Tuesday 13 December 2011**

**7:30pm AEST**

- Platinum Membership – Own properties with a total value of at least \$10 million, including at least 10 TIC properties.

### **PMC loyalty benefits**

Due to the growth of membership numbers the PMC has been able to negotiate a variety of additional benefits for PMC members. Such benefits include property-related discounts, access to estate planning and financial planning services, VIP conference seating, diamond and platinum events and access to exclusive pre-release properties. PMC members can also take advantage of meeting other PMC members in a relaxed social atmosphere where they can talk about property-related matters with other investors. These gatherings are held regularly around Australia.

More than 3600 TIC members have already joined the PMC and are enjoying the exclusive benefits of membership. The value members receive in terms of learning how to manage and improve their portfolio cannot be underestimated.

To find out more about the benefits available through the PMC or to obtain a membership application form, see your support member. 🏠

## PMC travel

### ***PMC Post Annual Conference R + R***

**March 2012**

Unwind with other PMC members and spend five or seven days relaxing in luxury accommodation in Port Douglas Queensland after the Annual Conference. Sail in luxury through the Low Isles, experience the Daintree and Cape Tribulation or enjoy a spot of shopping within walking distance from the hotel.

### ***PMC China Tour***

**May 2012**

This private tour for 16 PMC members will be fully escorted, providing members with the opportunity to tour three major cities, spend time with the giant pandas in Chengdu and enjoy a four-night cruise down the Yangtze River on a five-star vessel.

### ***PMC Alaska and Canada Tour***

**August 2012**

The cruise has been booked and cabins allocated for PMC members. Spend a few days in Vancouver before enjoying 13 nights on an escorted cruise tour in Alaska. Book early to avoid disappointment.



### **Travel tips**

- Inform your support member and property managers of your trip and absence from Australia, providing them with alternative contacts for your properties in case of an emergency.
- Ensure your support member and property managers' contact details are updated in your mobile phone before departure.
- Not sure whether to take a suitcase or backpack? The duration of your trip, your itinerary and your age will determine the most appropriate luggage for your use. Ensure you purchase quality luggage as airlines can be extremely rough with baggage, and ideally you want to be able to use this luggage again for future trips.
- Planning to travel in 2012? Book now to take advantage of early bird savings for airfares and organised tours.

### **PMC Travel**

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