

# The power of written goals

with Wendy Priestly PMC President

*Much has been written about goals, goal setting and the power of writing them down. While cleaning up the study over the Christmas/New Year break, we found some goals we had written down in 1992 from a business school program held in Hawaii.*

The location was pleasant but the work was intense. Going through these yellowed notes we found a written goal placed in a sealed envelope with a \$US1 note. The money was symbolic, a reward for when we had achieved our goal.

The goal written in the envelope was:

“That 10 years from now, we would have one property for every year hence.”

At the time of writing we had no idea of how to buy property, let alone buying the right property.

So what has been the outcome over the past 19 years? The outcome has been that we have well and truly passed this target. We have 25 investment properties, but more importantly, we now have a growing asset base from these investment properties of well over \$15 million dollars and growing every year.

It has not been all plain sailing over these 19 years however. After writing this goal down we found we did not have any skills or knowledge to go about putting this goal into practice. In fact we had two attempts ourselves and struggled to find the right

finance and locations. We almost did what 90 per cent of investors do, when a problem strikes – sell.

It was not until coming across The Investors Club in 1997 that we were shown the right properties to buy, the right way to set up finances and most importantly the right way to be managing these properties. Buying the right property was easy with their assistance and support. The hard part - knowing how to manage these properties so you could add to that number - was made easy with The Investors Club.

Kevin Young also had a goal when he started The Investors Club, the goal of assisting 90,000 people to become property millionaires. He tells us that was because it was reported at the time (1994) that there were 90,000 millionaires noted in Australia. He is certainly well on his way of achieving his goal with many members buying their fifth, sixth, seventh, eighth, ninth and 10<sup>th</sup> properties with the Club. At the end of February 2011 there are now more than 3200 PMC members. Kevin likes to achieve his goals so be prepared to be one of those 90,000 millionaires.

Our second and subsequent goals were

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to have \$1 million of net assets, then \$1 million of rental income and then \$1 million of funds to donate. We have achieved the first of our goals, and the second is well and truly achieved with \$6 million of net assets, we are sitting with \$600,000 of rental income. With time we will achieve our rental income goal and then our donation goal.

All that is needed is time and the capacity to manage and hold our existing assets to enable the goals to be achieved.

So what action can you take to ensure that your goals are able to be achieved? From our perspective we make sure that we are associating with people that have more than we do and can show us what to do when a problem pops up. This is the role of the PMC. Members associating with others and sharing their encouragement to succeed.

There will be an increasing number of social and educational events for PMC members in the coming year all across Australia. So we are looking forward to meeting as many PMC members as we can and increasing their capacity to achieve their property goals. 🏠



## PMC EVENTS

### ***Advanced educational and social weekend***

**Oaks Plaza Pier Hotel, Glenelg SA**  
20 - 22 May, 2011

Enjoy a weekend with fellow PMC members from around the country for an advanced educational and social weekend.

**contact:** Phil Hill 0413 939 288

### ***PMC Seminar***

**Amora Hotel Riverwalk, Richmond, VIC**  
Saturday June 18, 1:30pm to 5:00pm

**contact:** Phil Byrnes 0417 126 974

### ***PMC Antarctica expedition***

1-20 December, 2011

For all those PMC members who have dreamed of cruising to Antarctica. Here is an opportunity for you to participate in this unique experience with other PMC members.



### ***PMC Spain-Portugal with scenic tours***

August 2011

TIC PMC members have joined together for this much sought-after destination. Take the hassle of touring on your own and join the PMC group for a fun time exploring this amazing area in Europe.

### ***PMC Tour to Canada***

17 August, 2011

Join PMC members on this escorted private tour experiencing the wonders and beauty of the west of the east coast of Canada. Take the opportunity of having a stop in Hawaii on the way home.



### ***PMC International Workshop – Fiji***

1-9 October, 2011

The seventh offshore international workshop will be held at the Intercontinental Resort, Fiji. Learn from fellow PMC members about how to further enhance your investment properties. Members can bring their families to this friendly Pacific island.

### ***future events...***

#### ***PMC Base Camp Everest***

March-May 2012

#### ***PMC Yangtze River – China***

May- July 2012

#### ***PMC Alaskan Cruise***

August 2012

## PMC WEBINARS

Property Millionaires Club (PMC Members only) – The PMC Members have followed the wealth creation strategies of The Investors Club, and continue to do so by attending these specifically oriented webinars. Upcoming 2011 PMC webinars include:

#### **FUNDING FOR GROWTH**

**when:** Tuesday, 17 May 8:00pm

**presenter:** David Linco, (AEST) Club Loans Mortgage professional

#### **MANAGING YOUR PROPERTIES & YOUR AGENT**

**when:** Tuesday, 5 April 8:00pm

**presenter:** Robert Ardill

#### **PLATINUM PMC MEMBER**

**when:** 8:00pm

#### **PMC Travel**

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