1. Mind Set
- Do you have what it takes?
  - Winner
  - Loser
  - Are you willing to LEARN?
    - Take Action
  - People who haven't learned How to win yet?
    - Do whatever it take?
    - Overcoming Fear in property development
    - Creating a New Self Image?
    - Goal getting action plan
  - Circumstances to do make a man, they only reveal him to himself.

2. Where do I begin? | How to Find your Next Deal?
- Due Diligence Overview
- Property Economics
  - New Govt Policies
  - Unemployment Rate
  - Interest Rates
  - Inflation Rate
  - Population Growth
  - House Price Index
  - Australian Dollar
  - State of Economy
- Property clock & market cycles
  - Maturity | Decline | Bottom | Recovery
  - Reading Market Signals
- Listening for Signals
  - Understanding Gossip & Hype
  - My Friend Google
  - Govt Infrastructure
  - New Store Openings
  - Side Kicks
  - Major Developers
- Understanding Statistics
  - 8 Stats that tell you the pulse of the market.
- Understanding Capital Growth - Identifying Capital Growth Suburbs
  - PDS Excel Template
  - 6 Important Metrics and comparisons to determine Capital Growth Trend.
- Demographics
  - Why do people move and how to find out where are they moving now? Forecasting demographic movement.
- Validating Signals
  - Finding proof for market indicators.
- Auto Alerts
  - Automating the process on using web and internet.

3. Due Diligence
- Determining Highest Best Possible Use
  - Understanding foot prints and what you can fit on a block.
  - PDS Excel Template
- Site Selection
  - Factors you MUST consider before committing.
- Zonings & Overlays
- Data Collection & Analysis
  - For Sale
  - For Rent
  - SOLD
  - Development Pipeline
  - How to gather this data from FREE and PAID resources & analyse it to your advantage.
- Spatial Analysis
  - Visually Analysing Data on Maps.
- Location Analysis
- Two Second Feaso
  - Determine if a deal stacks up in "Two Seconds"
  - PDS Excel Template
- Reading Drawings
  - Analysing Sites with Plans and Permits
- Due Diligence Checklist
  - Due Diligence Template
  - PDS Excel Template
- Risk Management

4. Financial Feasibility
- Understanding Numbers
  - Important Concepts
- Financial Feasibility
  - Important Metrics & Concepts
- GST & Margin Scheme
- Financial Feasibility Application
  - PDS Financial Feasibility Template
  - For Both Mac & Windows
- Stage 1 & 2 - Vision & Concept

5. Understanding Finance
- Development Finance
  - What are banks looking for?
  - Commercial Finance
  - Stages of Development Finance
  - Types of Loans
  - Finance Checklist
  - Loan Document: Example
- Valuations
  - Why getting a favourable Valuation is important?
  - Types of Valuations
  - How to get favourable Valuations?
  - Understanding Valuation Methods
  - What does the valuer look at?
  - Valuation - Web Resources

6. Purchasing the Development Site
- Financial Structures
  - Asset Protection
  - Tax Purposes
- Negotiations
  - Preparation
  - Developing response to all scenarios
  - Negotiating in a Hot Market
- Purchase

7. Obtaining Permits
- Design & Product Fit
  - 01 Design and Product Fit
  - 02 Environmental Sustainability
  - 03 Environmentally Sustainable Design
  - 04 Cost Effective Design
- Consultants | Reports | Permits
- Obtaining Permits
  - Development Approval | Planning Permit
  - Building Approval | Building Permit
- Stage 3 - Consultants

8. Marketing & Pre-Sales
- 80:20 Rule
- Future Property Supply
- Product | Place | Promotion | Price
- Agent Selection
- Pre-Sales
- Monitoring Progress

9. Construction
- 01 Types of Contractors
- 02 Contractor Selection
- 03 Types of Contracts - Part 1
- 04 Types of Contracts - Part 2
- 05 Tender Process
- 06 What should be in a building contract? - Part 1
- 07 What should be in a building contract? - Part 2
- 08 Before Construction Commencement
- 09 Progress Claims Process
- 10 Retention
- 11 Builders & Defects Liability Period
- 12 Insurance & Extra Resources
- Stage 4 - Construction

10. Obtaining Titles
- 01 Caution
- 02 Plan of Sub-Division Part 1
- 03 Plan of Sub-Division Part 2
- 04 Occupancy Permit
- 05 Settlement & Handover Package

11. Your Strategy
- Mindset
- Strategies
- Your Goals or outcomes you are expecting
- Investing Approach
- No Money Down Deals
- Develop & Sell
- Develop & Hold
- Stage 5 - Completion

12. Project Report
- Compiling a Project Report for NO MONEY DOWN DEALS | Word Template & Outline

13. Becoming a Deal maker - NO MONEY DOWN DEALS
- 01 4 Ingredients for Becoming a "No Money Down Deal" maker
- 02 Equity and Sources of Equity
- 03 Sweat or Free Equity
- 04 Strategies for Creating Sweat Equity - 1
- 05 Strategies for Creating Sweat Equity - 2
- 06 JV with Landowner - Part 1
- 07 JV with Landowner - Part 2
- 08 JV with Money Partner
- 09 JV with Builders & Private Funding

14. PDS Web Resources | HTML Bookmarks
- Due Diligence
  - 21 Resources
- Listings
  - 5
- FREE & Paid Desktop Valuations + Data Collection
  - 6
- Property News
  - 7
- Major Developers to keep an eye on.
  - 10
- Auto Alerts
  - 4
- Auction Results
  - 2
- Calculators
  - 7
- Big Boys
  - 8
- SubProfiles
  - 6
- Economy
  - 10
- Market Watch
  - 4
- Infrastructure
  - 12
- Spatial Analysis
  - 8
- Property Forums
  - 5