



Opening Excerpt

The best way to succeed is to actually add value to everything. Whether it be life, relationships, business - do things for other people. I mean, for example, it's like the reason you're calling me today is that I've added value to your forum.

There are people on there that have realised that I've contributed and it's great to be a Member of the Month. And the only reason I say that is, you kindly donate to charities, so by me giving to other people - contributing - you rung me up and you've contributed to Water Aid and Plan UK on behalf of everything that we're doing. So it's not really property-related anymore. It's a lot deeper and goes a lot further in and that is what it's all about - giving.

Even if you don't get it back from the same people, there's always somebody there ready to help you.

Intro

Here's an interview that I did with Bobby Gill from Huddersfield. He's a member of our discussion forum on our website which is www.thetycoonmethod.com. He's been a member of our forum for several years now. He's quite well known on there and he's always active - helping out and giving people advice.

I called him because he won the Member of the Month competition at the time and we did a good hour's conversation on making money in property - getting started, raising finance. We also talked about a deal that he did where he purchased a large HMO property and did well out of that.

So, you'll like this one. Here we go.

The Interview

Parmdeep Vadesha:

So, tell me a bit about your background and how you got started in the property side of things.

Bobby Gill:

Basically I was an engineer. I did my good, old university time studying then went into a blue-collar job working for an engineering company and that's where things weren't going quite to plan. I wanted to do more and work harder within the company but they just wanted to keep the status quo.

I'd be finding better and quicker ways of doing things. I wanted to pass it on and move onto something new but they just wanted to keep me in that position. Because I was good it was just a case of – you keep doing what you're doing. So one day I just got up and thought, 'Well this is not for me anymore,' and handed my notice in.

I went into a year of not knowing exactly what I was doing. And that's when this first property deal came across me. I had a deposit on a car funnily enough because, when I was doing my job, I thought I'd buy myself a new Mini Cooper S - I think we are going back to summer 2002 here – and it was time to purchase the car.

So I could either part with some money, buy a car and have some finance payments but not have a job. Then I would have to run to get a job to pay for it all so I thought – you know what, all this money that I'm going to put into a car, I might as well put it into a house. And I guess that's where it started.

Parmdeep Vadesha:

So you would say that you – going back to your work – it seems that you are good at problem-solving and coming up with creative solutions?

Bobby Gill:

Yes. Because I have an engineering background I'm pretty good at number-crunching, graphs, Excel – the stuff that I enjoy doing. It's not what I'd prefer to do these days but I was very creative at coming up with ways to fix problems.

Parmdeep Vadesha:

What would you say you are really good at? What would you say you really enjoy?

Bobby Gill:

What do I really enjoy? I suppose problem-solving with people. If anybody's got any issues and needs things fixing or can't find the best way to do something then I kind of rack my brains and it's what I enjoy - just coming up with novel ideas and solutions to problems.

Parmdeep Vadesha:

And would you say that's quite an important skill to have as a property investor?

Bobby Gill:

You can either do stuff the standard way where you have a set format and have to wait. I've found with every property deal I've come across, that there's things that don't fit what a standard route would be. And that's when you need to be creative and come up with something new.

Parmdeep Vadesha:

Yeah, totally agree. Tell me about this first deal that you did then. So that was in 2002 was it?

Bobby Gill:

It was approximately 2002, yes. It was an HMO. I'd already got a small terraced property I'd been renting out while I'd been working and it wasn't quite in the area that I'd like. It was just like I'd got the reputation of being a slum landlord at that point. I've since sold it up and moved on to better things.

The deal that I came across in 2002 was a HMO. And what I did was - it was coming up for auction around the hundred thousand mark. And what I did is I went to have a look and it was about 8-bed. It was a nice property and the yield back then - it was pulling in about 15 or 16 grand a year. So it was a nice 15-16 percent. I'd got some basics in property.

What happened is I went to look at the deal and I thought, 'This is really good so why does nobody want it?' What happened is that it went to auction – I think it got to about 90 thousand and nobody bought it. So straight away after that I went to the bank and told the bank manager – I went to do some practice as you might call it – and mentioned the deal. I told him it was worth about a hundred thousand pounds. I told him what the rentals were and asked him what he'd lend me. He said he'd give me 75 percent. Then he asked me where I was going to get the rest from.

I explained that I was going to borrow it from friends and I had some on a loan. It was basically other people's money and, because I told him the truth, I didn't expect him to give me any money. But, as soon as I'd told him everything he goes, 'Fine. We can do that then.' Which turned it from a hypothetical situation into – right, I'd better go away and do something then.

So, I went away and spoke to the people selling the property and I think I managed to negotiate down from the hundred thousand or upwards that they were expecting down to ninety-five.

Parmdeep Vadesha:

And this is all after the auction isn't it?

Bobby Gill:

This is after the auction, yes. And the only thing is that the previous property I'd bought was at auction. I'd bought one terraced house and I wanted the one next door as well. I had a valuation done so I was only prepared to pay valuation or maybe 500 pounds above – just to secure it. And there was a drunken guy in the auction room who took the house next door. So they can be very unpredictable can auctions.

And I didn't want to be doing any valuations - all the work - to turn up with somebody who really wants a house. Under unknown circumstances like drunk people.

Like I say, all sorts happen at auctions. I like to turn up at auctions now to see what's available but I don't like to go to auctions to buy.

Parmdeep Vadesha:

Interesting strategy. I've seen some crazy stuff happen as well. They are unpredictable but you do hear some really good stories of people who

have gone in and bought properties for half their market value – they've just done really well.

Bobby Gill:

And that's great. I always recommend that if you're buying at auction then always do some sort of homework on the property first.

Parmdeep Vadesha:

What kind of homework did you do?

Bobby Gill:

When I bought my first auction property I did the valuation, checked the area out, probably took someone down to check out what the building was like. After that, when this property didn't sell, I ended up having a look. So I looked at the property and took somebody down to get a second opinion and, as soon as it fell out of auction, I went away to do all the valuations and stuff.

That's basically the homework that needs to be done prior to something like this.

Parmdeep Vadesha:

Did you consider putting in an offer prior to the auction?

Bobby Gill:

I didn't know what would happen at auction. I've done that in the past as well – when I've known that the market is good – there's a few offers that go in. I'm not going to say anything about auctioneers or estate agents that hasn't been said already – but deals tend to go where they want them to go. So you might as well wait for it to be as fair as possible and wait for it to turn up in the public-eye, if you want to call it that.

Parmdeep Vadesha:

And this deal that you did with the HMO, how did that turn out in the end?

Bobby Gill:

It turned out great. The first year or two was a bit difficult to get it running – being new to property and dealing with tenants – the HMO

was actually let to different types of people – a couple of DSS, a professional in there and maybe a student.

And the issues that used to come up is stuff that I've dealt with now – people leaving, upsetting others, various things. Now I've had it under my belt for five years and I've converted it from an 8-bed into a 7-bedder with a huge lounge and kitchen. It's now shared by seven students.

Parmdeep Vadesha:

Ah, good. And are they seven students who know each other?

Bobby Gill:

Yes. My first choice now is always to get people who know each other.

Parmdeep Vadesha:

And did you get more or less or the same amount of rent when you did that?

Bobby Gill:

Probably a similar amount. Because I was providing a communal area for them to all share, I was losing a room. Yet, what I do realise is that by putting all these people in one place, my refurb costs and my repair costs are a lot lower. When you've got 8 people sharing a house individually you never know who damaged the bathroom or who broke this – and various other issues. Now, if they take on a house, then I expect it back as I got it. It's really cut down my time in the last two or three years where you just go and give it a lick of paint, fix any little bits and we're done - instead of a full refurb every summer.

Parmdeep Vadesha:

So, what you're saying is, as an investor – somebody who's looking to do this kind of thing that you've done - you've really got to value your time and the stress involved in managing a place. So it's not just about the return is it?

Bobby Gill:

That's right. The return that goes in – you can let them individually. But, when something goes wrong and you've got one bad person in the house, it has a knock on effect on everybody else – it's like the one bad apple. Currently it's all students that share. They know each other

so, if they have a problem, they have to deal with it. I always say to them that I'll come and speak to one person who can be the voice of everyone. Before I had seven or eight tenants but now I've just got one group of tenants.

Parmdeep Vadesha:

I like that. That's very good. And are you looking to acquire more of those sorts of properties?

Bobby Gill:

Yes. I've actually bought a few since then and I am looking at acquiring more of the same sort because it seems to work for me now.

Parmdeep Vadesha:

I remember when I read on the forum that you did a larger one. Was that also a student property as well?

Bobby Gill:

The larger property was a big deal that I did and was also part of my student portfolio. The main house itself was a 19 bedroom property and it also had 4 or 5 bedroom properties in the back garden. It was basically a portfolio all on one site consisting of 39 student lets.

Parmdeep Vadesha:

Can you walk me through that - how you found it and how you negotiated the deal and anything else that came up?

Bobby Gill:

Well, the property had been on the market for about a year and the figures had got it up to about 1.9 million on the valuation for the whole lot. So it's a big property to take a look at and I thought that it would be nice. We've seen all these Donald Trump style developments where you've thought, 'That would be nice,' and just walked past. But this one had been on the market for a year and it was one of those that everyone knew about and seemed to want to buy.

What happened was that it had been on the market that long and it had been mentioned to me a few times. The property was owned by a friend of one of my cousins and he mentioned that he was selling his house. Not in the sense of - Bobby might be buying - because my

target market was hundred thousand pound 2-bedroom houses. So, this would be a big jump up.

It had been on the market and nobody else had bought it and people had mentioned it to me. Even somebody from the council who had come to accredit my HMO mentioned it to me. And sometimes – whether we want to call them signs or not – the signs are just there.

Parmdeep Vadesha:

So it was a good gut feeling you reckon?

Bobby Gill:

Well, I thought, since people keep telling me about it, I might as well go and take a look. The thing is I don't like to do window-shopping. If we're going to go looking at something then we might as well seriously consider it.

So I went and had a look round and I thought, 'I like the place, I like the person selling it. He's a professional property investor himself and a smart business man so he's going to help me to put the deal together.'

So we shook hands on it and I told him that I'd do whatever I could to put the deal through.

Parmdeep Vadesha:

Was there a reason why you think now, looking back, that other investors didn't go for it?

Bobby Gill:

The reason is that it's a big property to have to deal with - the numbers are quite big. There were various issues with sorting the finance out – deposits, what you negotiate. And the yields weren't as high as I would usually like when I buy. The property itself is good housing stock. It's in a very posh part of Huddersfield – like one of the richer parts of London, if you were to buy down there. So, the yields aren't quite there for the area but the houses are beautiful and they're in a very good area should they need to be converted to residential later.

You can't really stick an 18 or 19 bedroom house on the open market and expect to sell it quite easily.

Parmdeep Vadesha:

What about somebody else who's looking to do a deal like that? What are the things they should watch out for?

Bobby Gill:

Well, I wasn't watching out for stuff to avoid. I was actually looking for more opportunities as opposed to what the benefits of buying it were. If I was watching out for everything then I probably still wouldn't have done it – just like everyone else.

Most people turned up and just saw this could happen, that could happen, this could go wrong. Whoever went to look at it put all that in their head and said it's not worth buying. But I turned up thinking that the property market always goes up and this property will be worth this much more. I ensured that the property was already rented and, because the previous seller was into student lets, he had to make sure that the property was rented for the following year in case he didn't sell to anyone for any reason.

So, I made sure that the cash flow was there from day one. The cash flow was there and he was pretty flexible in the terms that we did - because there are many ways to do a similar deal. You can go with trying to secure some Below Market Value on it, second charges, vendor financing – there's lots of ways to put the deal together.

Parmdeep Vadesha:

And this investor understood all of those techniques?

Bobby Gill:

He understood some of the techniques. But the main point was that he actually liked me more than any of the other people he'd met. He had other offers on the table but he was very wary about whether these people would deliver. So, he understood where I was coming from and I understood where he was coming from so it was just a matter of finding the middle ground that could make it work well for him – and well for me.

Parmdeep Vadesha:

I think you've done very well. So has that worked out well for you since then?

Bobby Gill:

I had a few issues with the tenants I acquired because it was their house and not my house and they'd been there 4 years. The good thing is they're all moving on now to finish their university and I've got new tenancies in place so the properties are all let now for next summer. I anticipate that it will all run smoothly from now on.

Parmdeep Vadesha:

How about management? Do you have a managing agent or do you do it yourself?

Bobby Gill:

I probably should have a management agent. I didn't realise taking on 38 or 39 tenants, tripling the size of my portfolio overnight, would have such an impact on my systems – or lack of systems. I'm putting systems in place to manage everything easily. I'm going to get a bookkeeper to come and check that the rents are coming in on time and stuff like that.

I also have somebody who does the management work for me. I've built up reputations with builders and plumbers in the local area. Those are the kind of people that you can pick up the phone to and say, 'I've got this that needs fixing. Can you come out?' and they'll come out straightaway. I've dealt with them for a long time now and they always know they'll get paid – and I know I'll get the job done as well.

Parmdeep Vadesha:

Very good. We've covered a lot of the essentials of good property investment in just the first 15 minutes of this. Do your research. Sometimes, just because other people aren't going for something, it doesn't mean you shouldn't. It just means that maybe you just need to look into it a bit more than they have.

And, like you said, which I thought was very good, look at the positives and not the negatives. I like the other side of your business – getting the bookkeeper in, good management. Because there are two sides – there's the entrepreneur side, which is the finding of the deals and negotiating - what I would say is the fun bit...

Bobby Gill:

I would say exactly the same.

Parmdeep Vadesha:

And there's the really boring bit which is managing it. To be honest you've got to stick to what you are good at and let other people sort out the other stuff.

You've been in the business for six years now?

Bobby Gill:

About six years, yes.

Parmdeep Vadesha:

And in those six years you must have seen some pretty unique situations and creative solutions to deals. Is there anything that you've seen that you could talk about which you thought was quite unique or creative?

Bobby Gill:

Pretty much every situation is unique in some sense or another. There was one deal where a friend of mine had retired to Italy and she wanted to sell the house that her parents lived in. She was prepared to lend me the money for the deposit as long as I promised to let her parents stay there at a fixed rent. As you're aware such legal documents aren't available other than giving someone your word. What happened is that, as I was doing this deal, I noticed that she was getting cold feet. She wanted to release the money but she was a little bit uncomfortable about the entire situation.

She wanted her parents to live there indefinitely. She's also giving me the deposit to put the deal together. So, it was two big issues for her. It took me a few weeks to try and figure it out.

I was talking to her daughter a couple of weeks later and she mentioned that she wanted to get on the property ladder. All of a sudden – you know when you make something more complicated to make it easier? What I realised was that, if I bought it jointly with her daughter, the chances are, from the vendor's point of view – my friend's point of view – is that the daughter is less likely to kick out her grandparents. And at least she's only lending Bobby half the money and the other half goes to her daughter.

So, when we managed to put all of this together, it worked nicely. She's already established that her daughter's not going to do a runner with her money - not that I would – but it just puts it in a comfortable place for people. And that enabled the deal to go through.

Parmdeep Vadesha:

Very good. What's your plan with that one? Is that a long-term hold?

Bobby Gill:

That was a long-term hold until, recently, her daughter wanted to go her separate way and do her own stuff. There wasn't much equity in it at that moment in time so I either offered her a couple of grand to walk away or vice versa. She could give me a couple of grand to cover costs. But I've ended up acquiring it now as my own property for my portfolio.

Parmdeep Vadesha:

So you just cashed her out?

Bobby Gill:

Well, she wanted it and then she realised that, because she was still studying and a couple of other things, she didn't have a secure enough income to be able to cover the mortgage and rental voids and things like that. So she decided it would be better to just let me have it so that she could move on with whatever stuff she wanted to do.

Parmdeep Vadesha:

And what about going forward then? You're building up this portfolio of good, solid lets. Going forward, is that what you are going to carry on doing or you going to be looking at other things?

Bobby Gill:

Currently I'm looking at putting systems in place for management. Once I've got all these systems in place I'll start buying more to drop into my system - as opposed to buying more houses then trying to figure it out. What I recommend to people currently is - even if you've just got one or two houses - work on your systems. Because houses just tend to add up slowly and you get to that point when you don't know when the money's coming in and where it's going out. And if you don't enjoy that part - it's not as much fun as you wanted - then it starts becoming an issue.

So, once I've got the systems in place, I'm going to buy some more. What I'm doing is looking to buy anything at discount, ensure it's got a good yield and make sure it's in a high demand area.

And I don't buy-to-sell because that's a tough market currently, the buy-to-sell market. Even when it was good I always used to have a Plan B which is what happens if you get stuck with it and you've got to rent it out. All I'm doing is buying for long-term growth.

But once all this is in place I'm going to go back to doing what I'm good at which is travelling - and not a lot else to be honest.

Parmdeep Vadesha:

Very good. Going back, how would you define a good yield to somebody who's just starting out? What would be a decent yield?

Bobby Gill:

I had this conversation with somebody the other day. I told them I was looking for yields of 10 percent. And they said, 'Well you're not going to get that.' Basically, they were trying to sell me their property and I wasn't interested. I said, 'If you're selling it then I'll be looking at a yield of 10 percent.' And they told me that I wasn't going to get that. I said, 'Well if I don't get it then I'm not looking to buy in.'

But that is just from a yield perspective. Obviously it depends on the property itself because it is a flexible thing. 7, 8 or 9 percent is acceptable; it's just that I want to get my yield high enough because I class it as my insurance. If you've got a high enough yield to cover your mortgage and expenses then it's the cash flow of your business.

And, in the same way, if you're buying Below Market Value then make sure that you buy at enough of a discount that you've got a good yield to cover your costs. You need enough of a discount to make sure that, should you have to sell - as a motivated seller yourself - you can get your money back.

Parmdeep Vadesha:

That's where a lot of businesses fall apart. I've seen other property investors get into trouble where they've focused entirely on the equity and they've either subsidised the rents or just about covered the finance. Some of the ones who took on the really cheap finance we had over the last few years have got themselves into all sorts of trouble as the rates have increased. And that's obviously a shame. And what you're doing really well is making sure that, even if finance rates do increase to 9 percent, you're still okay, aren't you? You're still covering yourself.

For the people who are looking at HMOs and think to themselves, 'Actually this sounds like a lot of hassle. I've got to do all the licensing stuff and comply with the fire regulations and having bathrooms for this many number of people on this floor.' Would you say that's a lot of hassle or is it less than it's perceived to be?

Bobby Gill:

Well, unfortunately, when you do anything it requires work. Everybody wants a magic pill where they can turn up and it's easy but the good thing is that, even when you're buying single lets, you still have to look after Health & Safety.

With HMO it's just a little bit stricter. It's nothing excessive – it's just fire doors, fire alarms, making sure you've got bathrooms. Licensing is only required for properties that are three storeys with 5 or more tenants sharing. So anything less than that does not require licensing but it depends on your local council.

Anything else at a shared property, if it's only two storeys, as long as you meet the general Health & Safety and it's a good place, then you don't have to worry about the licensing - although that is something that you would need to check with your local council.

HMOs or Houses of Multiple Occupancy actually cover anything that's multi-let. So anything that's rented by people who are unrelated i.e. anything that's not a single-family let is a HMO or a multi-let in such terms.

Parmdeep Vadesha:

For somebody who wants to learn more about licensing and things -do they just need to go to the local council website?

Bobby Gill:

The only problem with the council is that it depends on who you get out on what day.

For example, I've got a very large living room at my big HMO and I was thinking about splitting it into two bedrooms – i.e. remove the living room because they've got kitchens anyway. It would depend on who I went to see at the council on what day of the week. If I went on the wrong day then they'd say, 'No, you need a communal area. You can't split the living room into two bedrooms.' Yet, if I went on the right day of the week and spoke to the person in charge of Environmental Health – who's had complaints about the property with students

partying and things like that – he would happily back me on that. He would say, ‘Yes, we don’t want them congregating so turn it into two rooms.’

So the law is pretty flexible in terms of whoever is applying it to you. All you can do is do the best you can with the guidelines you’re given. And, if anybody raises any objection, just go back to them and keep asking the same question – is this what you want?

Parmdeep Vadesha:

That’s a very good tip. In the business I’ve developed, I’ve always tried to look for good people – smart people. If you agree with that way of building a business – and obviously you would because you’ve built yours to quite a good scale. How do you find people who can be good business partners for you?

Bobby Gill:

Well, what I’ve found is – because I’ve done it both ways – so I’ve done the, ‘I don’t know anybody in property so let’s go and find somebody to help or somebody who I can work with.’ It’s almost cost me – especially on that big deal that I did. I told somebody that I was looking to buy the property and then he tried to use that information to put the deal together. And that didn’t work out well for me.

What I’ve found now is that it’s good to work on recommendations. If there’s somebody that you trust and they recommend somebody to you and it’s somebody they trust then, because the trust is already there, it really removes a lot of the barriers of being worried about what people are going to do. Especially in today’s open society - web forums, social networking sites – if somebody does bad towards somebody else then the word gets out. And there are a lot of people who have a reputation to protect.

If we put ‘Parmdeep Vadesha’ into Google I’m sure we’ll only find nice stories. Yet there will be other people where you put something in and you find negative stories or you don’t find anything about them at all. I mean that’s just one way of checking somebody - online. The other one is to talk to people. Find somebody you trust and talk to them, tell them your concerns, tell them your challenges.

What I’ve found is that the best way to succeed is by networking. The more people you get talking to, the more people you get to know – you just find people who you like to work with. It’s never about the person who knows the best answer; it’s whoever you get along with will always be the person you’ll turn to.

You can find mentors or people to look up to who can teach you about the best ways of doing things, such as putting a team together initially. What I've found out is that putting a good peer group together is brilliant. I don't know about yourself but I've got the best friends ever. I can pick up the phone to them any time. Even if it's not to talk about property but just to see how they're doing. Surround yourself with good quality people who are succeeding in their areas of life – people who care about you and who you can help out.

The best way to succeed is to actually add value to everything. Whether it be life, relationships, business - do things for other people. I mean, for example, it's like the reason you're calling me today is that I've added value to your forum.

There are people on there that have realised that I've contributed and it's great to be a Member of the Month. And the only reason I say that is, you kindly donate to charities, so by me giving to other people – contributing – you rung me up and you've contributed to War Trade and Plan UK on behalf of everything that we're doing. So it's not really property-related anymore. It's a lot deeper and goes a lot further in and that is what it's all about – giving.

Even if you don't get it back from the same people, there's always somebody there ready to help you.

Parmdeep Vadesha:

That's really, really good. What about for the people who say to themselves, 'There's not really much I can give because I'm quite new to property.'? What would you say for those people who really want to do exactly what you've done? You've given and got back and it's worked really well for you. What would you recommend for someone who doesn't feel that they've got much to give?

Bobby Gill:

Everybody has got something to give. It's a case of finding out what you are good at. It doesn't necessarily have to be in the property business. I met somebody down at an event by Roger Hamilton – I've been to Tony Robbins, Chris Howard. I met this girl who wanted to learn more about property and she realised I had paperwork issues - if you want to call it that - where my letters just pile up.

She actually spent 3 or 4 days helping me to deal with that. Basically, she just did the stuff that I needed to get done and in return I could offer her whatever information she needed.

So, even though she didn't contribute towards my property-knowledge side of things, she was a lot more helpful because sometimes you can't even hire good staff. For somebody to offer their time to you to help you out in any way whatsoever is definitely somebody able to give. We've all got time, we've all got knowledge. And we can all actually help each other.

Parmdeep Vadesha:

It goes back to the old system of bartering before we had money. We traded our skills didn't we?

Bobby Gill:

That's right. And we don't necessarily have to trade our skills with each other as long as you give to somebody. The universe works in strange ways. Even if you give out in one direction it will end up coming from somewhere else. I've helped people out on your forum in specific ways and other people have helped me out in other ways that have been unrelated transactions. So it wasn't even on the barter system. I'll help in whichever way that I can.

In the same way I always suggest going to the networking events all round the UK which you are probably aware of. I've just been involved with the Northern Property Network where we are trying to build something up in the north of England where people can come and learn from other people.

Parmdeep Vadesha:

What's the website for that?

Bobby Gill:

The website for that is www.northernpropertynetwork.co.uk and we're trying to get people from down south. Because a lot of the business has happened in London before and there's a lot more outside the M25 - as you are aware being from the Leicester area. What we are trying to do is get people communicating and turning up and helping each other out.

Another example, if you know Jim Haliburton, who is a guy who does HMO courses. I've worked with him a few times in the past and he's helped me out and I've helped him out. Instead of just trying to take or offer certain things, myself and Jim are actually doing a HMO course together.

Basically Jim's doing his-style HMOs and I'm adding the knowledge that I've got from the student style. We're going to be doing it up in Huddersfield at my big HMO. If anybody is interested in learning more from Jim and about what I do then we're doing more on that as well. If you want to find out more about that you can go to www.hmo.networkbillionaire.com. What I'm trying to do is add value to what Jim's doing because Jim does a great job on everything. It's just that everybody has a spin and everyone has something to offer.

Parmdeep Vadesha:

Very good. It really comes across that you're very much into your personal development. Is that right?

Bobby Gill:

That's right, yes.

Parmdeep Vadesha:

Tell me a bit about some of the products that you've been through recently. For example, I know you recommend, 'The Secret' CD.

Bobby Gill:

Yes, that's right.

Parmdeep Vadesha:

What would you recommend for people who are just starting out in their personal careers?

Bobby Gill:

Well, it's difficult to say what you'd recommend to people. You can tell somebody, 'Try this food – it's really nice,' and they might not like it.

What it is with DVDs like, 'The Secret' is you have to watch it and see what you can take away from it. It doesn't answer all of your personal development questions and what I recommend is things like Christopher Howard seminars or going to Tony Robbins. He's had a great impact because it's not really motivation; it's just letting you know that you can do whatever you want. Whereas, most of the time people are telling us that we can't do this, we can't do that, we can't do that – and we listen to them. At the end of the day we can do whatever we want.

I speak to people all the time who want to buy property and one of the questions I always ask is, 'How many houses is enough?' Somebody wants a hundred houses; somebody wants £5000 cash flow a month or whatever. At the end of the day I think everybody just wants to be happy. They want to have enough security so that they can do what they want in life.

Property is just what we happen to do at the moment. It doesn't answer all of the questions about where we want to go, what we want to do and what will make us happy. It's just what we are currently doing. And, until people put it down and see what their goals are and how to get there - we're busy just trying to buy houses or busy stock trading or busy going to work and waiting for retirement.

My personal belief is that we are currently retired. I like to tell people that I want to have enough money being generated by my property business so that I can do nothing. And, when I say nothing, I mean that I don't have to do anything that most people would need to - like getting up in the morning and going to work. I can travel and ideally that's what I want from life and I don't need millions of pounds of houses or cash flow - it's just about getting on and doing things like that.

People like Tony Robbins, Chris Howard, Roger Hamilton - there's a vast array of people that can just give you that little bit of extra knowledge. All that will happen is - if you want to hear what they've got to offer - you listen and you'll take something away from it. People are still busy dealing with the stuff that they've been taught to deal with - doing school, going to work - and thinking that this is the right way.

It's like money, for example, when you are putting deals together. The first thing people focus on is that they don't have enough deposit. And the fact is, as you're aware Deep, there's plenty of money out there. Anybody listening who's done a deal knows that, when they've committed to doing something, the money has turned up.

When I did my big HMO deal all I said to the person selling was, 'I will do the best I can to get the deal done.' And the best I can do is to keep trying. I came across many stops - on the money side, the finance side, the legal side. And each time I came to a wall, I'd ask somebody a better question. If we can't do it this way, can we do it this way? If somebody said, 'No,' I'd thank them for their time and I'd go and speak to somebody else. If somebody else said, 'No,' I'd thank them and I'd speak to somebody else.

Basically, it's just about moving on and pushing forward. Don't take your first 'No' – keep looking for an answer. And then you realise that there are endless resources, endless time and endless money to get the things done that you really want to get done in life.

Parmdeep Vadesha:

In my experience I've found that when you want something badly enough, you draw the resources into your life to make it happen. Has that happened to you as well?

Bobby Gill:

Well, in this particular big deal, there was no way to put it together. By sitting down and looking at it, there was no way to put this deal together. And, what I did – because I'd put my commitment in to do it – I had to go and find the resources. They were all out there – I just had to go and find them.

The deal was secured on a handshake. Most of the time these days you have to do contracts – this, that and the other. But the vendor and I shook hands and I went away and found every single resource I needed.

Even when things weren't going so well – because it was a tough deal to put together – I've got it on the background section of your site or my networkbillionaire.com website. Some of these challenges that I've come across, at the end of the day we just move on from them. I've gone from two-bedroom, one hundred thousand pound houses to a portfolio worth nearly two million.

And the way that I managed to handle that was to break it down from a two million portfolio and divide it by twenty to make it into a hundred thousand pound house. Instead of it being 40 tenants I put two in each. All of a sudden I could think at the level I needed to think at. I'm buying 20 of these hundred thousand pound units with two people in each. All of sudden it's a manageable chunk to deal with. If you break it down to that point then I'm buying two-bedroom houses all the time anyway, so why not just buy a whole bunch together and focus on them. That was how I got my mindset into something I could manage at the time.

And the thing is that anybody could do that. If they are uncomfortable with that they could break it down into 50 thousand one-bedroom houses and see what figures they need to run on it.

Parmdeep Vadesha:

And that seems to be what you are good at – getting the figures right.

Bobby Gill:

Well, we've got to get the figures right or we wouldn't be in business.

Parmdeep Vadesha:

Yeah, that's good. I think that's a great way to end the interview. It's been fascinating. I didn't realise you did as much as you did. I only knew you as the technology guy on the forum. Obviously you are good at that side of things.

Bobby Gill:

I'm not even a technology guy. If you give me a program I can learn to use it. I've currently got two friends who are IT experts. If I need a PC I ring them up and say, 'What's new? What laptop can I buy?' They even stick it up for me and say how much it's going to cost and where I should go and buy it from. So, I have IT guys but what I like to do is learn. And the way to get on in things is to learn about it.

It's like in property. The more people you talk to about it and the more questions you ask – eventually, while you're collecting this knowledge you'll come across something and say, 'Oh well, I know about that.' There are people who are focusing on one thing whereas I've thrown my knowledge quite broadly. When I put that big deal together all of my broad knowledge came into use.

The other good thing I've found is that I don't need to know everything; I just need to know somebody who does know everything. So, if I've got a financing issue, I just need to know that I can go and phone this person up and get the answer. And, if they can't do it, I've got this other person. If I need to know something about Rent-To-Own then all I need to do is go and find the deal and then find the person that can give me the information to put it together.

Everything in life is about people. We're not really in the property business – we think we are in the property business but we are not – we are in the people business. We're helping people deal with their problems. We're not out buying houses, we're helping people move on with their lives. The house just seems to be a sticking point for them at that moment in time. But, if we can fix that problem, the price becomes irrelevant.

Parmdeep Vadesha:

I like the way you put that. Very good. It's what Napoleon Hill calls his Mastermind Alliance. It's having that alliance of people around you that can support you in all the ways that you need it.

Bobby Gill:

And the great thing is that it's not just the people that you know – it's the people that know the people you know as well. At the end of the day, if you are out there trying to get, get, get all the time then people just don't want to deal with you. If you are busy trying to help anybody in any way that you can then, the day that a challenge comes up, it's amazing the amount of friends that turn up and step up to help you.

I know people in the property circles now – from Tony Robbins' seminar, Chris Howard – I don't even go to their seminars anymore, I just go there to meet my friends. It's just a great way to hang out and enjoy life and I think that's what we are here to do.

Parmdeep Vadesha:

Brilliant. Well it's been fantastic speaking to you and I hope everything works out for you as I'm sure it will.

Outro

We've covered a lot of property investment questions in this recording and I hope you found it useful. My goal is for you to learn something new which you can then use to make your property investments much more profitable.

Before we end this recording I just wanted to let you know about several bonuses that you can get on my website which is www.thetycoonmethod.com. And once you are there, have a look on the left-hand side of the screen and you'll see all of the products and services that I offer to help you set your property investment strategy:

- Use Creative Property Investment Techniques
- Find Below Market Value Properties
- Buy Using Little Or None Of Your Own Money

Pretty much all of products and services come with risk-free guarantees – meaning that you can give any one of them a try and if, for any reason, you want to return the product then just send it back to me for a full, no-questions-asked refund.

Also, don't forget to subscribe to my newsletter from the main homepage of www.thetycoonmethod.com and I'll then keep you up to date on all the latest and most effective techniques and strategies for finding cheap, Below Market Value properties and buying them using little, or none, of your own money.

To finish off I'd just like to say welcome to the highly profitable world of Below Market Value property investing. I've already helped over 70 thousand people use these strategies and it would be great if I could help you build a successful, income-generating property business too.

www.thetycoonmethod.com

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