



The 10 year plan: Accumulation, Growth & Exit or Destination Strategy.

Buying property without an appropriate strategy is definitely not recommended. The NPA strategy is to have a game plan. Then continue to monitor and adjust, with a view to a destination point or an exit strategy.

In previous newsletters we have studied topics such as: property cycles, affordability, cash flows, depreciation, leverage, various investment options, and possible pitfalls, among others.

Investors who are currently looking to purchase may see the current times as exciting. However avoiding the most common mistakes is essential. The NPA model is designed to give investors maximum benefit by helping provide the most logical Investment Property options.

Careful attention to detail is given to matching the most appropriate property types and locations to the investor's unique situation.

Our services at NPA provide professional assistance through each stage of building a successful property Investment Portfolio inclusive of:

1. Accumulation Phase,
2. Growth Phase
3. Destination Point or Exit Strategy.

Within the **accumulation** phase, we need to analyse background information and complete a needs analysis. Investigating your current portfolio or financial situation allows us to have an understanding of what you are trying to achieve. Risk management tools are adopted and put into action. Specific life or income changes are also important to look into. Is there a job change? Are you looking to further study? Is there a possibility of starting a family? Are you looking to relocate? These all become important issues that will need to be considered.

Diversification of your portfolio with multiple properties can be a useful risk management tool. From a comfort point of view, investing in one location or close to home is fantastic. However if your selected location moves into a stabilisation or slump phase of the property cycle, your whole portfolio could standstill.

Growth

Capital Growth is about building equity for further acquisitions, lifestyle or retirement options. Whilst capital growth is occurring it becomes important to manage cash flows. Monitoring interest rates and maximising rental returns, to maintain a comfortable cash flow position while this is occurring. Having your properties

Accumulation Phase



benefit from property cycle movement will contribute to ever increasing equity levels.

This is best achieved by the geographical diversification of your properties. Owning properties in differing locations/markets allows the Investor to not just be reliant on an individual property market rising in value.

With this in mind NPA specialise in an Australian wide approach to property analysis and subsequent property recommendations.

Trained NPA professionals are constantly analysing and sourcing properties to provide the best possible options to our clients.

Destination or exit strategy.

Without a destination point it is impossible to know if you are on or off track. Working to a goal allows a specific strategy to be put in place to achieve this.

Property Investors will generally try to target one of these three Exit Strategies or a combination of all

1. Live off net rental incomes of Properties

2. Sell properties and live off cash proceeds
 3. Retain properties and live off equity
- We will look at each of these in more detail in an upcoming Newsletter.

Adjusting goals and operating your portfolio to run like a business is a must. Just to purchase property and hope for it all to work is like going to the casino and playing cards for the first time.

Understanding the rules of the game and having help along the way, giving guidance and assistance, will ensure you have a safer journey and a fruitful destination.

I would ask you this, if you decided to drive around Australia, would you just jump in the car and go, or would you plan it, and use a road map, to select specific destinations and points of interest along the way?

Call your nearest consultant today to discuss looking at a structured 10 year plan.

The educated investor has a more profitable destination.

**Written by Steve Mclean
NPA Melbourne/Mackay**



A Reminder about our Free Monthly Investor Seminars

Learn the Steps to Successful Property Investment

- Which properties to invest in
- Should I buy new or old?
- How to maximise capital growth
- Pay off your mortgage years earlier
- Debt reduction strategies
- Best finance options
- Where to invest
- Why location is so important
- Where NOT to invest
- How to maximise negative gearing
- How to receive tax benefits in your pay
- Whose name to put on the contract



Brisbane: Tues 29 September 2009
 Ipswich: Wed 30 September 2009
 Toowoomba: Thurs 1st October 2009

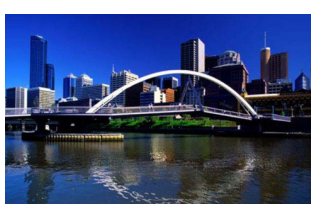


Melbourne EXPO: Weekend 2-4 October 2009
 Canberra: Wed 14 October 2009
 Brisbane: Tues 27th October 2009

For any information on the seminar dates and times please call Sarah on 1300 429 040, or e-mail any questions you have to info@newprojectsaustralia.com.au

NPA Can help with your investment Road Map



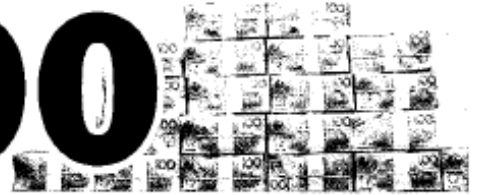


Recent Article

The Adelaide Advertiser

February 7th 2009

\$1,200,000



What you need for a \$60,000-a-year retirement

NADINE WILLIAMS

COUPLES wanting to maintain a \$40,000-a-year lifestyle need \$800,000 when they retire.

For self-funded retired couples aiming for a more comfortable income of \$60,000 a year, just above the average wage in South Australia, they will need at least \$1.2 million.

The figures come from financial advisers Bartons Financial Services, and director Stuart Brown said many people with "the best part of \$1 million" saved have watched it halve in value in recent months because of the financial crisis.

The crisis has left thousands of mature-age baby boomers in panic mode about their financial futures following the effective wipe-out of five years of super-annuation gains.

Mr Brown advised people

“People must be patient

not to leave work if they were not retired, to keep options open, seek professional financial advice, be flexible and open-minded and make informed decisions. "That's my advice until the dust settles; people must be patient," he said.

The vast majority of boomers have lost 20 per cent of value of their super-annuation savings and those with money in shares have lost about 40 per cent.

Self-funded retirees Ross and Jan Fletcher, from Gilberton, have watched their financially secure future disappear "down the gurgler"



PANIC MODE: Jan and Ross Fletcher go over their financial situation yesterday.

in the wake of the financial crisis. "I feel terrible actually," said Mr Fletcher, 70, who is a former West Beach pharmacist.

"We have been self-funded for 10 years, living on our savings through an allocated pension with a few investments as well.

"Now it's 'whoof' down the gurgler." He said their capital had fallen 26 per cent during last year.

Association of Indepen-

dent Retirees national president Theresa Kot said Centrelink figures for the third and fourth quarters of 2008 reflected increases in

applications to receive the age pension.

"That suggests self-funded retirees are in financial strife," she said.

Picture: CHRIS MANGAN



NPA Current Investment Opportunity



Address: Lot 203 Kirrama Court,
Forest Shores
House Size: 206.30msq
Land Size: 700 msq
Land Price: \$149,000
House Price: \$247,000
Total Package Price: \$396,000
Indicative Rental: \$380 - \$400 / Week

| Full Turnkey Inclusions | | | |
|-------------------------|---------------------------|--|---|
| Living | 146.1m ² | | 2 |
| Patio | 1.3m ² | | |
| Garage | 35.2m ² | | 2 |
| Porch | 3.5m ² | | |
| Total | 206.3m² | | |
| Dim | W-14.8m L-17.4m | | 4 |

www.northhavenhomes.com.au

4 Bedrooms, 2 Bathrooms, Double Lock up Garage

Fully Landscaped & Irrigated

Air Conditioning Throughout

Tiles Throughout

Carpets to Bedrooms

Masonry Block Rendered

Quality Fixtures & Fittings

Fully fenced with access gates

Security screens to windows

Clothesline

Letterbox

TV Antennae

Maintenance period upon completion

Structural warranties

Termite protection

Dishwasher

Telephone Points

Hot Water System

Hard Wired Smoke Detectors



*This newsletter was brought to you by Steve Mclean 0418 535777 at **New Projects Australia**. We do our best to keep all investor clients up to date and well informed. If you have any questions, we will be happy to help, feel free to give us a call..*