



Find & Fund

From finding the land to putting the keys in your customers hands

Contents

Find & Fund – Live Workshop.....	2
Find & Fund	4
Planning	6
Sites: Using Maps.....	6
Sites: Boots on the Ground.....	6
Sites: Hidden Gems	6
Contact.....	7
GDV	7
Costs	7
Viability.....	7
Negotiation.....	8
Legal.....	8
Fund – 1	8
File	9
Facilitate.....	9
Fund – 2.....	9
Fundamentals.....	10
Frame.....	10
Fix	10
Find It Group + Plan It & Build It Group	11
Group Coaching	11
Fund & Find Live Workshop.....	11
Still Interested?	11

Find & Fund – Live Workshop



When you attend the 2-day live event, it is all about **finding land** and **funding** your deals.

We help you find private investors along with traditional lenders.

Finding a Deal - Land

Before the event we will contact you to find out where you want to find land and we will find potential sites in your area live at the event. This way you will go home with some prospective landowners to contact.

Funding the Deal

Most people never get started in Property Development due to a lack of funds. Yet their real problem is a lack of a deal. When you have a viable deal, you will be in a position to attach **private investors**. We will show you how and our goal is for you to leave the 2 days with at least 3 potential investors willing to look at your deals.

What's Covered In the Live Two Day Event?

- How to find sites
- How to lay out your site for maximum development potential
- How to establish GDV
- How to establish your build costs
- How to establish how much the land is worth
- How to quickly conduct a desktop appraisal using our software (workbook)
- How to uncover all the hidden pitfalls
- How to approach the landowner
- What to say at your first meeting
- How to avoid that "How much will you pay for my land" question
- How to negotiate with the landowner
- Practice your negotiation skills
- How to borrow from traditional funders
- Where to find private investors
- How as a complete novice to establish your credibility with private investors
- How to package your deals
- Plus many more important topics
- Access to all slides and templates

In addition a light breakfast, a buffet lunch, is provided along with refreshments and snacks throughout each of the days.

We also want you to make connections with your fellow delegates and so we invite you to dinner on us on the Saturday night, all we ask is that you pay for any drinks you order.

Your Investment

The two-day live event where we find you land and investors to fund your deals, all refreshments, lunch during the two days and a meal on the Saturday evening.

£1,995 + VAT

This can be split into 4 equal payments of £498.75 + VAT each a month apart.

In addition, we provide the following bonuses:

Lifetime access to the following online courses and portal

[Find It Course](#) & – Find it Accountability Group (Worth £750 + VAT)

[Plan It & Build It](#) – (Worth £750 + VAT)

[Group Coaching](#) + Recordings Till end of 2024 – (Worth £1,400 + VAT)

All the templates

Total Additional Value £2,900 + VAT

These are real values and what others have paid in the past and you will pay separately if you are not joining out Find & Fund Program

In summary

Two Day Live Find & Fund Live Event	£1,995 + VAT
Find It Online Course	£750 + VAT
Plan It & Build It Online Course	£750 + VAT
Group Coaching	£1,400 + VAT
Total Value	£4,895 + VAT

Your Investment £1,995 + VAT

or £498.75 + VAT (Each Payment 1 Month apart)

Full details of what is included is included in the rest of this document below.

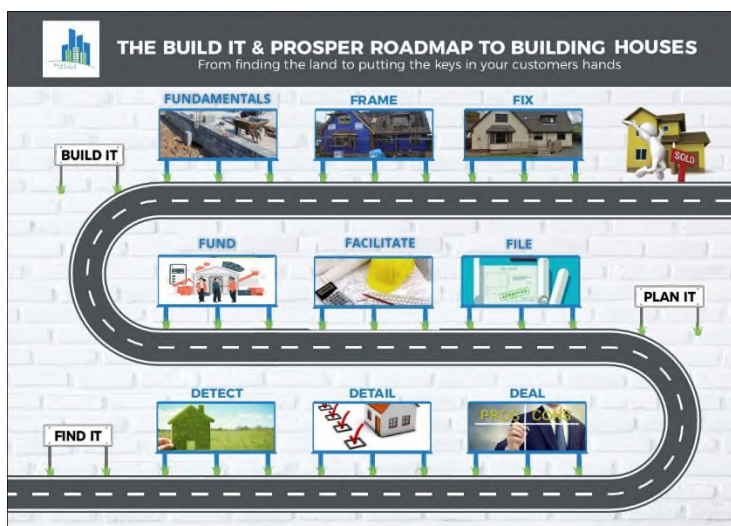
Find & Fund

We believe there is great value in bringing people together on the same journey, so program is centred around a two-day event. This is a live face to face meeting where we help you find & fund deals.

The Find & Fund Program is aimed at getting you started or increasing your existing knowledge of ground up property development. This is a complete training program which is delivered online and in person at a two-day weekend event.

The online training is broken down into 17 separate courses which are delivered online over 15 weeks covering the complete build process along with tools, templates, and forms, ***From finding the land to putting the keys in your customers hands.***

When you join the program, you will be given lifetime access to these courses which means that unlike live events you can review the information over and over again.



Also, online you can access our accountability groups where you state the actions you are going to take and are accountable to us and your peers. You also can initiate discussions and have your questions answered.

In addition, we support you with complementary group coaching sessions every week until the end of 2024.

We also want you to make connections with your fellow delegates and so we invite you to dinner on us on the Saturday night, all we ask is that you pay for any drinks you order.

We are very clear who this program will work for and who it will not work for. Please read through this document in full and if you are interested in joining us then book a discovery call.

We don't look to sell courses; we look to create success stories

Find & Fund – Discovery Call

This call will last 30 minutes. To ensure we leave this call with 100% clarity, we'll be moving quickly - I have a very specific set of questions to ask to ensure we achieve our goal for the call.

There are 2 goals of this session:

- 1) To identify the exact steps, you should be taking to build a property development business.
- 2) Decide if we can help you get there faster.

<https://go.appointmentcore.com/book/6EQ5Lv3BK>

Find It

Planning



Number of Lessons – 8

Number of Templates or Links – 9

Understanding what the planners are looking for when you start searching for land is key, so you don't waste valuable time on sites where you have little chance of gaining planning permission.

In this lesson you will learn how government policy affects policy at the local level and how this can be used to your advantage. Then you will learn what local documents you should locate such as your local plan and design guide which will assist you when determining if a site looks like a viable proposition.

Sites: Using Maps



Number of Lessons – 12

Number of Templates or Links – 4

Having established what the planners are looking for, it's now time to start looking for off-market land. In this course, one of three courses on finding off market land, we start the process by using different types of maps to find off market land opportunities.

Sites: Boots on the Ground



Number of Lessons – 15

Number of Templates or Links – 0

Just looking at maps will not reveal all the off-market land opportunities. We need to get out and about and see them for ourselves. In this course we show you what to look for. Some opportunities are obvious, others are not and previous students have been surprised by how many opportunities they can find after taking this course.

Sites: Hidden Gems

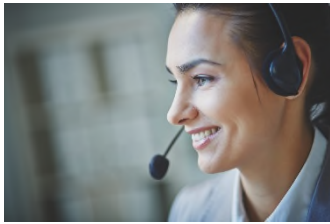


Number of Lessons – 35

Number of Templates or Links – 22

These really are hidden gems and the best part is that there are 35 such strategies in this course. We have used many of these techniques to successfully secure viable sites in our own business. One of these techniques I learnt from a very successful property developer & friend who made £500,000 from an initial investment of just £18,000.

Contact



Number of Lessons – 7

Number of Templates or Links – 4

Land is not like houses, there is no front door to knock on, unless it is attached to a house. In this course we tell you how to find out who the landowner is, even when this information is not held on the land registry. Then we show you a three-stage process to ensure you reach every landowner.

GDV



Number of Lessons – 8

Number of Templates or Links – 1

Have you ever wondered how surveyors value buildings? In this course we pull back the curtains on the exact techniques they use to value houses. You need this information as you will deduct all other costs associated with your development to ensure you return a profit of at least 25% of this value, known as Gross Development Value or GDV. This is one of the key pieces of information in valuing a site.

Costs



Number of Lessons – 4

Number of Templates or Links – 2

If you don't know how much it costs to build out your development, how can you possibly know how much the land you are looking at is worth? In this course we provide a fully adjustable build cost model and show you how to make it relevant to your circumstances and the area of the country you live in. The best part is that even when material and labour rates rise you can update this to the most current prices.

Viability



Number of Lessons – 65

Number of Templates or Links –

The cost of developing a site can really rack up and eat into your budget if you have not properly evaluated it. In addition, planners can ask you for all sorts of reports and these reports can have very expensive consequences and may result in planning being refused.

In this course we help you uncover most of these hidden traps. We have found this to be the most overlooked aspect of development, leaving developers struggling to complete their development due to lack of funds or going massively over budget.

Negotiation



Number of Lessons – 11

Number of Templates or Links – 0

This is the negotiation course for introverts. Negotiation is key to securing a successful deal at the right price. In this course we show you how to prepare for this negotiation, so you present your valuation in an easy-to-understand format. Then we walk you through simple and easy to implement negotiation techniques to ensure your greatest opportunity for success.

Legal



Number of Lessons – 5

Number of Templates or Links – 3

There are three objectives of the legal course. First, you want to make sure all your hard work does not go to waste when you gain planning permission for your site and the landowner walks off with the profit. Second, you want to lay out as little money as possible until you are ready to build out your site. Third, learn how to profit from all your hard work, even when the landowner will not agree with your valuation. We will show you how to unlock this profit.

Fund – 1



Number of Lessons – 15

Number of Templates or Links – 0

Most developments will require finance and even if they don't it should be factored in as a cost. In this course we show you how to find funding sources and how to calculate all the associated costs. In addition, we show you how to raise alternative finance direct from investors.

Plan It

File



Number of Lessons – 10

Number of Templates or Links – 19

In this course you are going to start the planning process. You will be working with an architect, town planning consultants, structural engineers to formulate what you are going to build on your site. It's very important you control this process as this will ultimately influence your development costs.

Facilitate



Number of Lessons – 18

Number of Templates or Links – 26

Once you have your construction drawings (building control or building warrant drawings) you are ready to plan your build in earnest. You will want to nail down (pun intended) your costs, negotiate with your suppliers, line up your contractors and schedule the work to be completed.

Construction sites can be dangerous places if not properly managed and you have a legal requirement to do so. Therefore, it important to put all the proper health & safety procedures in place to reduce your risk and remain compliant with CDM regulations. In addition, you need to have insurance and build warranties in place.

Fund – 2



Number of Lessons – 10

Number of Templates or Links – 9

Money is the lifeblood of property development and without it you can't move forward. However, a common misconception is the amount of money you need to put into the deal. Lack of money or more correctly the perception of the lack of money is what prevents most aspiring property developers to get started. In this course we show you how to access money from lenders, but more importantly how to package your development to appeal to investors.

Build It

Fundamentals



Number of Lessons – 9

Number of Templates or Links – 6

All your hard work now culminates in getting the build underway. First you will set up the site to comply with all the health and safety regulations and secure it so no one wanders on to the site that is not supposed to be there. Next you will strip the site in preparation for laying the Foundations. You are then ready to lay the foundations and build up the walls to ground floor level in readiness for the next stage.

Frame



Number of Lessons – 10

Number of Templates or Links – 6

The foundations are clearly important and certainly not cheap, but you see very little progress for your money. Now in the Frame stage you will start to build your superstructure. If you are using timber frame construction, you will erect the kit and fit the roof and be complete within 2 to 4 weeks.

With traditional block work construction will take a little longer at about 6 to 7 weeks. Of course, this will all depend on the size of the house. Once this is completed, work can continue both inside and outside the house at the same time. This phase will be complete once the first fix is completed inside the house and a mist coat of paint has been applied to the internal walls. The outside can continue while the next phase is being worked on.

Fix



Number of Lessons – 11

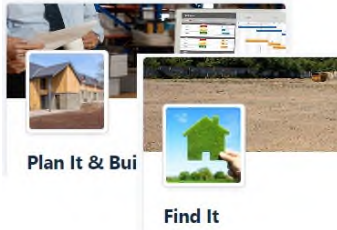
Number of Templates or Links – 6

You are now nearing the end of your build and depending on the size of the site you may have decided to create a show home and employ an estate agent. If you have then you need to make sure you have health & safety measures in place as this is still a live site.

Of course, a show home is a completed house and to get it there all the trades will have completed the 2nd fix, the plumbers and electricians will have provided various certificates, you will have had an air test done after you have connected all the services such as gas, electricity, water, and drainage. You will also have created a snagging list and ensured these items are rectified. In addition, before the house can be occupied to live in you will need to obtain a completion certificate from building control.

Support & Implementation

Find It Group + Plan It & Build It Group



Doing this on your own can be lonely, by posting in these group you have the opportunity to contact others and learn from their experiences. In addition you may have a question that you need a fast response to and by sharing here you can get the answer you are looking for.

1. You should share your goals for the week and your successes (or failures) from last week on a Monday.
2. Let us know how you are doing during the week.
3. Post successes as soon as they happen, so we can celebrate your successes and you will really help others, especially if their week is not going so well.
4. Ask for advice from us and others who have been where you are at.

Group Coaching



Our group coaching program which currently meets every week for an hour. Here you can ask questions and get advice on any part of the property development cycle. Even if you have nothing to ask it is worth attending as you will learn from the questions other participants ask. These calls are recorded and available for 8 weeks after the call.

Fund & Find Live Workshop



When you attend the live event, it is all about getting you up and running fast. From finding a deal to helping you find private investors.

A light breakfast, a buffet lunch, is provided along with refreshments and snacks throughout each of the days.

We also want you to make connections with your fellow delegates and so we invite you to dinner on us on the Saturday night, all we ask is that you pay for any drinks you order.

Still Interested?

Then book a Property Developers Mastery - Enquiry call with us by clicking on the link below:

<https://go.appointmentcore.com/book/6EQ5Lv3BK>

