

1
ACCOUNTABILITY

2
BRAINSTORMING

3
DECISION MAKING

4
ENTHUSIASM

5
FEEDBACK

6
GROWTH

7
POWERFUL HABITS

8
KNOWLEDGE

9
COLLABORATION

10
INSIGHTS

11
LEVERAGE

12
NETWORKING

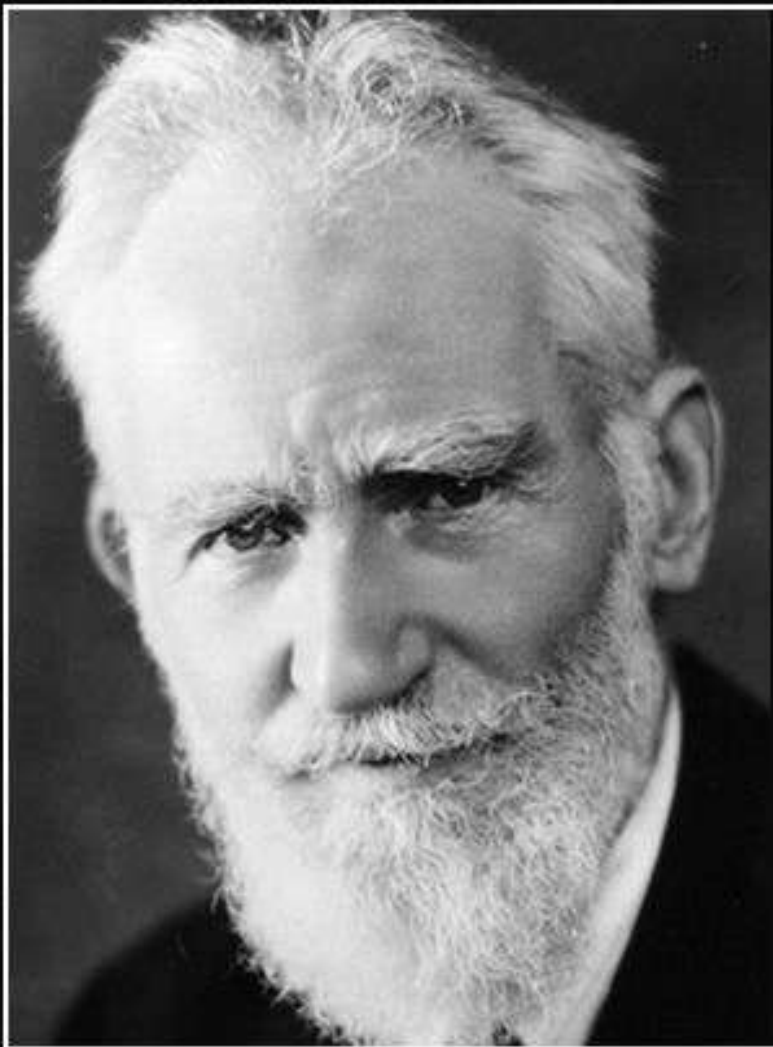
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VISION & GOALS

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C. S. V.

15
PURPOSE

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SUPPORT

WELCOME TO Property Mastermind



If you have an apple and I have an apple
and we exchange these apples then you
and I will still each have one apple. But if
you have an idea and I have an idea and
we exchange these ideas, then each of
us will have two ideas.

— *George Bernard Shaw* —

AZ QUOTES

Housekeeping

- Next session – Tuesday 5th March
- Parking
- Fire alarm

Timings


9.30	Welcome	
9.45	Sam Cooper, Serviced Accommodation Workshop	
10.30	Tea & coffee break	(15 mins)
10.45	Anil Nayar, Green Energy	
12.30	Light lunch	(60 mins)
2.30	Tea & coffee break	(15 mins)
4.00	Close	

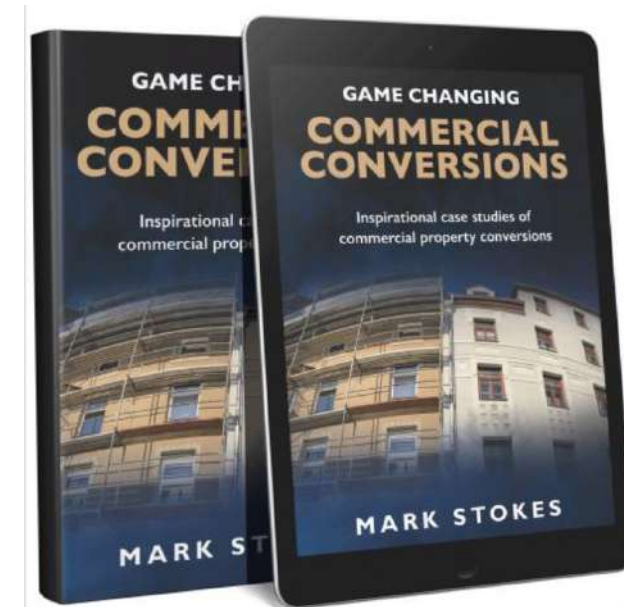
Game Changing Commercial Conversions

Amazon Best Sellers

Our most popular products based on sales. Updated frequently.

Best Sellers in Business Development & Entrepreneurship

#1	#2	#3	#4
			
The Diary of a CEO: The 33 Laws of Business... Steven Bartlett ★★★★★ 1,195 Audible Audiobook £11.37	The Diary of a CEO: The 33 Laws of Business... > Steven Bartlett ★★★★★ 1,195 Hardcover £10.00	Game Changing Commercial Conversions: Inspirational case studies of commercial... > Mark Stokes Paperback £7.99	Start with Why: How Great Leaders Inspire... Simon Sinek ★★★★★ 35,298 Audible Audiobook £11.38
#5	#6	#7	#8
			
\$100M Leads: How to Get Strangers to Want... Alex Hormozi	The Art of War: The Ancient Classic Sun Tzu	Happy Sexy Millionaire: Unexpected Truths... Steven Bartlett	Shoe Dog: A Memoir by the... > Phil Knight



Best Sellers
Rank

150 in Books (See Top 100
in Books)

1 in Property & Real Estate
Financing

1 in Financing Mortgages

1 in Entrepreneurship
careers

Top 150 in all
books
GLOBALLY!

Compartmentalise your diary

	Sun 21	Mon 22	Tue 23	Wed 24	Thu 25	Fri 26
	Jennifer Blair's birth					
GMT-07						
8am	Hold for UX 1 assignment 8 - 11am	Hold for messaging matrix 8 - 9am	Hold for workload management 8 - 9am	get ready + commute 8:30 - 9:30am	Hold for Leeds content dev 8 - 9:30am	
9am		FW: Marketing Workload 9am, OFO Conference Room	reminder: personal portfolio due 1 wk 9 - 11am	call brizida, 9:30am	bbw 9:30 - 10:30am	hold for cu work 9am - 12:30pm
10am		Turn in UX3 proje, 10am		Weekly content t, 10am		Touch base
11am	Hold for UX 2 assignment 11am - 2pm	Hold for personal portfolio dev 11am - 12:30pm	Hold for Brand design project 11am - 12pm	print + prep for brand 4 10:30am - 12pm	Get ready + commute 10:45 - 11:30am	do this - pay st, 10am
12pm			ux3 12:15 - 3:30pm	park, 12pm	Hold for Tracy 12 - 2pm	
1pm		Call David 1 - 2:30pm		brand design 4 12:45 - 4pm		run betasso 1 - 2:30pm
2pm	Workout + lunch 2 - 4pm	hold for taylor/house call 2:30 - 7:30pm			CU grad pages 2 - 3:30pm	Call mom 2:30 - 3:30pm
3pm			work on ux4 content project 3:30 - 5pm		hold for re. group work 3:30 - 4:30pm	Hold for messaging matrix 3:30 - 5pm
4pm	Hold for booklab assignment 4 - 6pm		booklab 5 - 8pm	climb 4 - 8pm	re-studio 4:30 - 7:30pm	happy hour with sam + nicole 5 - 7pm No Name Bar
5pm						
6pm						



CLEARLY DEFINED GOALS



Remuneration, Structure & Tax Efficiency

	TAX	You	Partner	Child 1	Child 2	Child 3	Child 4
Expenses/Cost transfers							
Pensions contributions <£60,000	0%						
SSAS GUF < £500k	0%						
Salary: £0 - £12,570	0%						
Salary: £12,571 - £50,270	20%						
Salary: £50,271 - £125,140	40%						
Salary: £125,141+	45%						
Dividends: £0 - £1,000	0%						
Dividends: Basic Rate	8.75%						
Dividends: Higher Rate	33.75%						
Dividends: Additional Rate	39.35%						
Capital Allowances							
Other							
TOTAL REMUNERATION		£	£	£	£	£	£
TOTAL TAX PAID		£	£	£	£	£	£

SUCCESSSES & CHALLENGES



Equa

ACADEMY

Sam Cooper

Serviced Accommodation





Samuel Cooper & Joanne Davis | Coventry Accommodation Limited

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
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AST £1000 x 6 months min = £6k

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SA £120 x 28 nights = £3360



CASH FLOW





Workers



Leisure



Circumstantial



■ Pro's

- High cashflow
- Demand for good alternative to hotels
- No tenants!
- Reasonably low entry costs
- Very little work to property
- Virtually no regulation
- S24
- Highly systemised
- Cashflow positive
- Capital allowances (if buying)



The background of the slide is a photograph of a brick wall. The wall is composed of many bricks in various shades of brown, tan, and grey, some of which are weathered or broken. A single brick in the middle of the wall is painted a bright yellow, standing out from the rest. On the left side of the image, there is a dark, semi-transparent rectangular overlay that serves as a background for the text.

■ Con's

- Time intensive
- Uncertain pipeline /unreliable
- Seasonable
- Local impact – housing
- Hospitality not property
- Incoming regulation



Considerations & Pitfalls

- Planning?
- Leasehold vs Freehold
- Fire Regs
- VAT
- 90 Day Rule
- CT vs BS



Owned MTG

R2R

T/O £3000

T/O £3000

Mortgage	£550.00
Council Tax	£111.00
Gas / Electric	£140.00
WiFi	£28.00
Cleaning & Laundry	£300.00
Water	£40.00
TV Licence	£12.00
Fees	£60.00
Sundries	£40.00
MGT	£440

Gross Profit

£1200 GP

Direct:
OTA Fees, CC Fees,
Cleaning, Mgt

£800

Fixed:
MTG, CT/BR, Utilities,
Insurance, Maintenance

£1000

Gross Profit

£700 GP

Direct:
OTA Fees, CC Fees,
Cleaning, Mgt

£800

Fixed:
Rent, CT/BR, Utilities,
Insurance, Maintenance

£1500





Enabled Homes & Holidays

Creating High Quality, Safe,
Suitably Adapted Homes





Equa

A C A D E M Y

Anil Nayar

Green Energy

GREENSTREETS Renewables

Helping Londoners transition to green energy

An abstract graphic consisting of several thin, dark grey lines that intersect to form various geometric shapes, including triangles and polygons. The lines are scattered across the upper left portion of the image, creating a complex, layered effect.

GREENSTREETS RENEWABLES

Helping Londoners transition to green energy

ABOUT US

Greenstreets Renewables is committed to providing sustainable and efficient heat pump installation and maintenance services, revolutionising the way people experience comfort while minimizing environmental impact

MARKET GAP

A new and growing field however most businesses in the industry are solopreneurs or large energy companies.

CUSTOMERS

Huge and growing interest in the industry but lack of education, uncertainty around effectiveness and cost are holding back consumers.

FINANCIALS

Government support to phase out carbon-based heating solutions with Boiler Upgrade Scheme but uptake slow due to high initial outlay.

COSTS

Lack of uptake costing consumers hundreds of pounds in extra fuel bills and releasing tonnes of extra CO2 into the atmosphere.

PROBLEM

SOLUTION

IN THE GAP

We will position ourselves in the gap between the small solopreneurs and large energy companies, allowing us to be more competitive on pricing and faster on delivery/installation

EDUCATION IS THE KEY

We will create social media content to help educate the consumer around their choices and potential savings

GREATER CHOICE

We will create a bespoke design for the client and not force them into a one size fits all solution

FEAR OF THE UNKNOWN

We will offer a maintenance plan and continuous monitoring plan that will allow the system to be optimised to keep running costs down and ensure homes stay warm



BUSINESS MODEL

DESIGN ONLY FEES

Good design takes time, we can do this at a fixed fee, as a bespoke service.

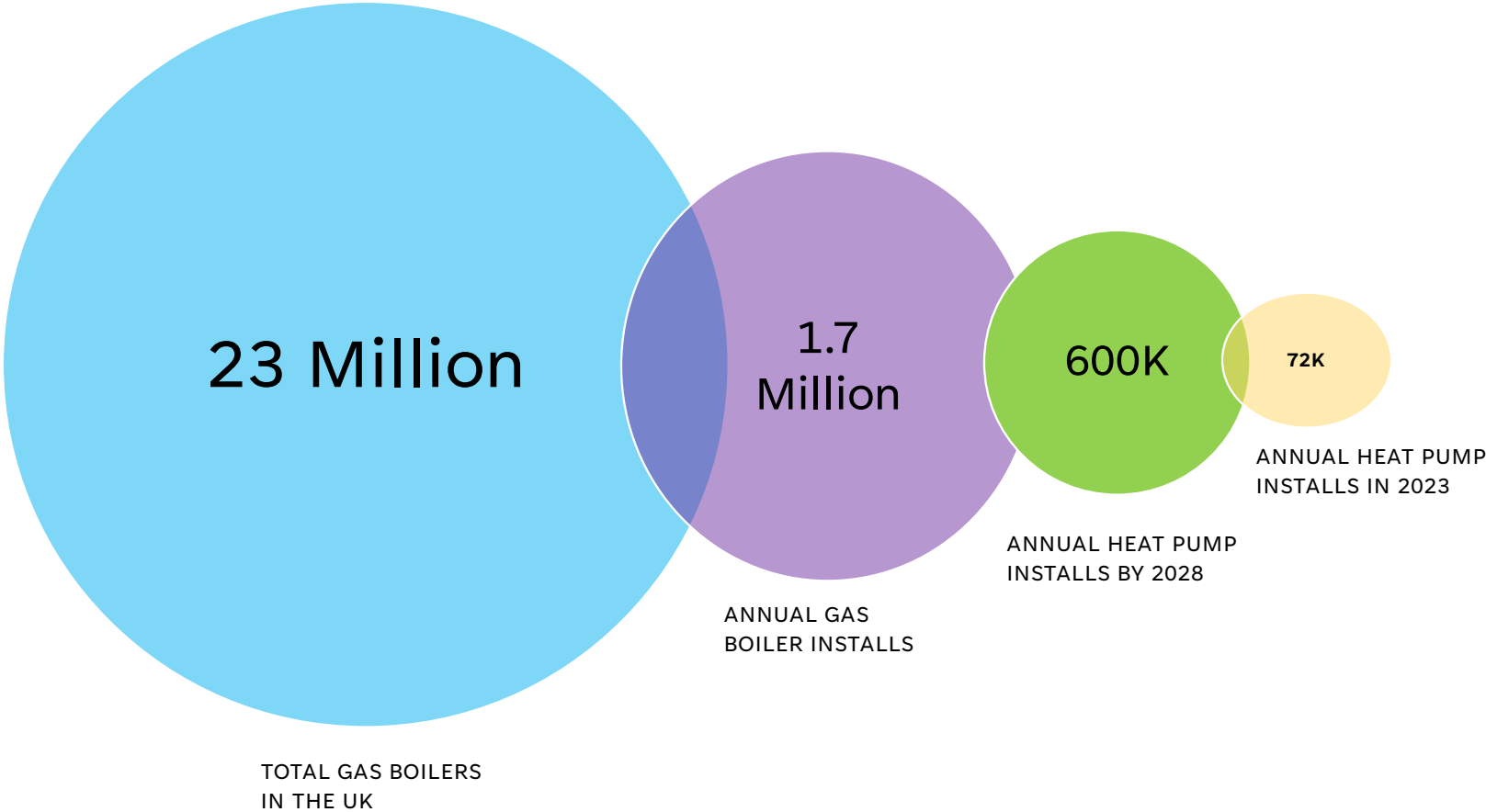
ONE-OFF INSTALLATION FEES

RECURRING SUBSCRIPTION-BASED MODEL

Maintenance & monitoring plan

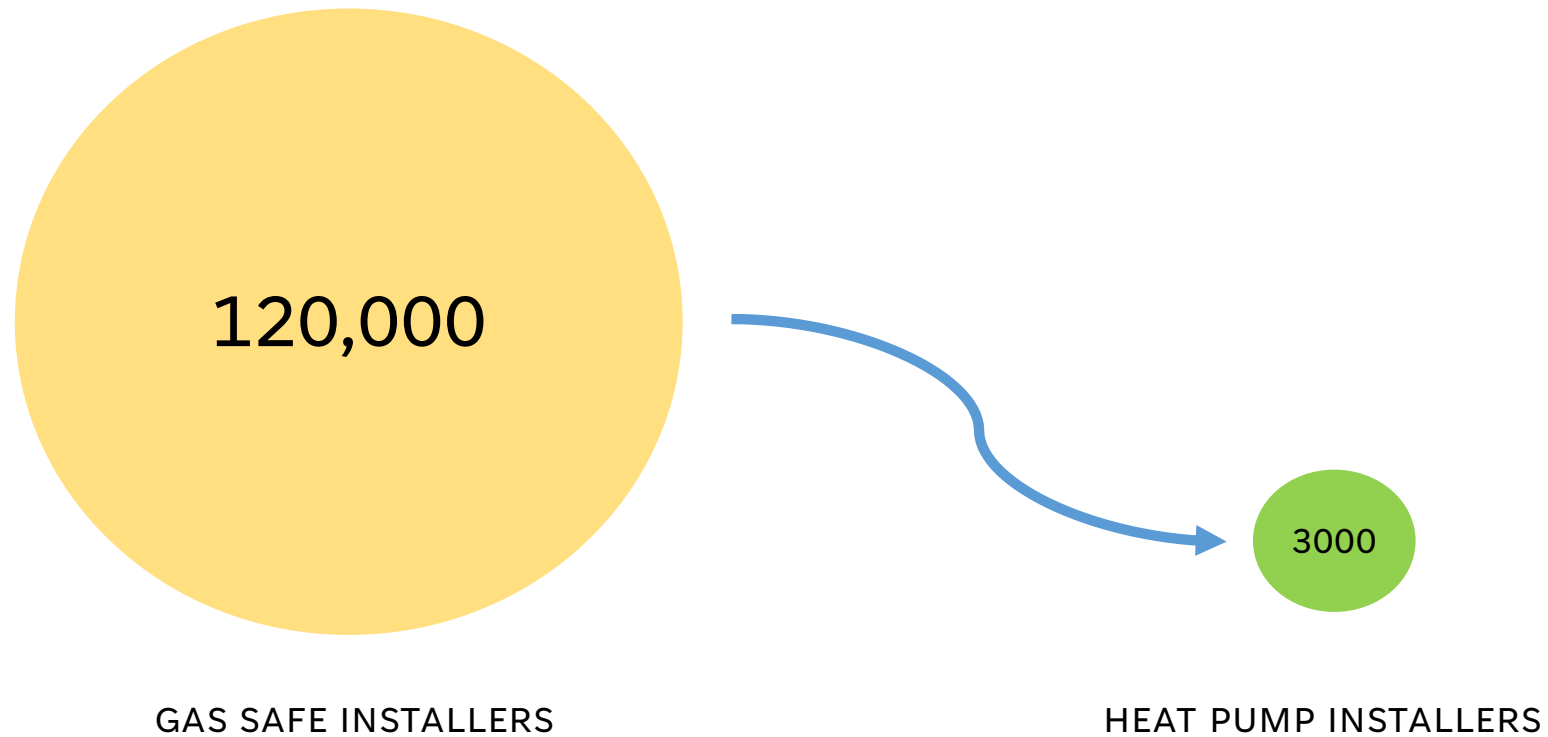
INSTALLER FRANCHISE MODEL

MARKET OVERVIEW

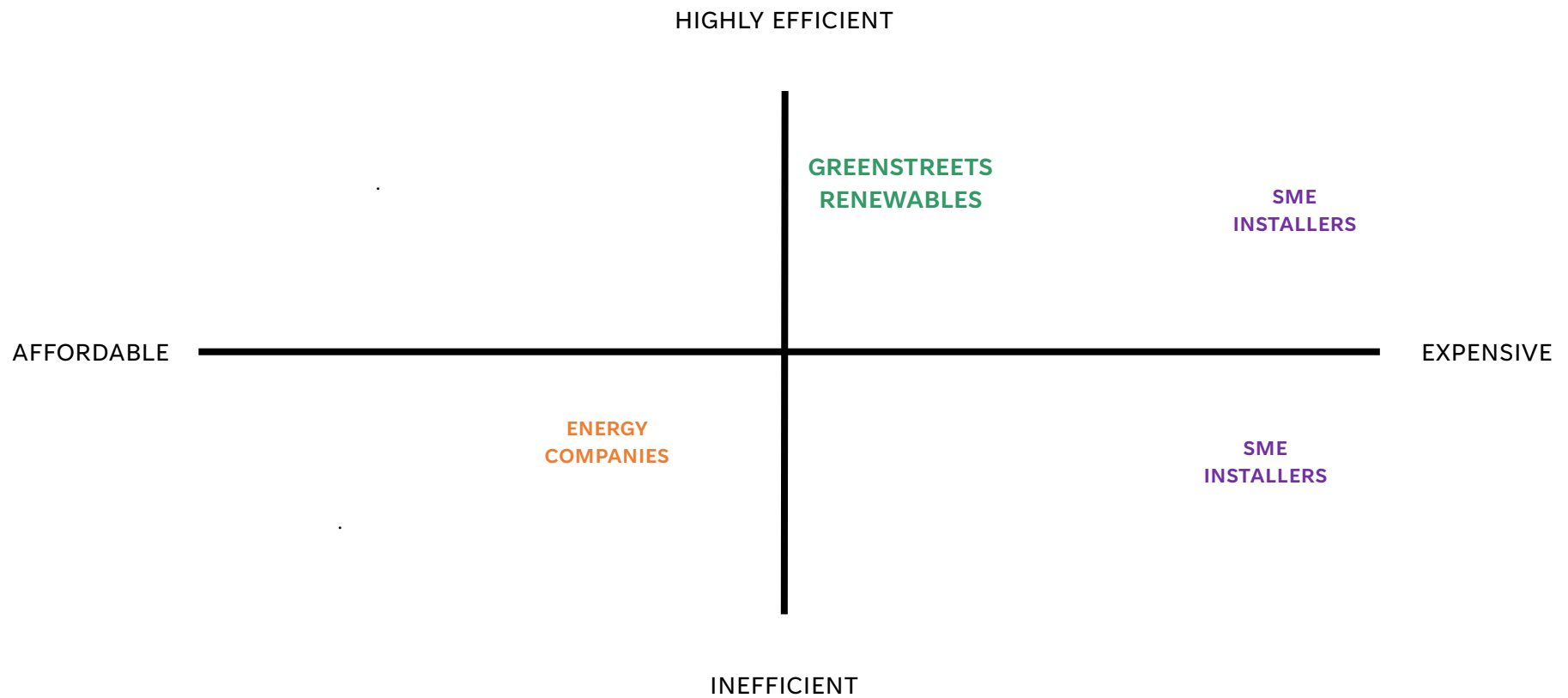




THE INSTALLER PROBLEM



OUR COMPETITION





VALUE PROPOSITION

EXPLOITING ECONOMIES OF SCALE TO BRING COSTS DOWN BELOW THAT OF OTHER SME COMPANIES IN THE MARKET

INTEGRATED & FUTURE PROOF DESIGN SERVICE THAT IS A CUT ABOVE THE COMPETITION

PROVIDING CREDIT OPTIONS OR SUBSCRIPTION-BASED PLANS CAN SPREAD THE COST, MAKING THE INSTALLATION MORE AFFORDABLE



GO TO MARKET

WE ARE BUILDING A BRAND CONSUMERS CAN TRUST

Other people always catch up on tech and price wars lower profitability

ESTABLISHING

- Create digital branding
- Establish social media presence
- Create podcast
- Website development

GROWTH

- Paid advertising
- Email marketing & blog
- Promote and grow podcast
- Optimise website with SEO

EXPANSION

- Build brand partnerships & collaborations
- Loyalty/referral plans
- Become a thought leader in the industry



SUPPORT US AS WE MAKE LONDON A CLEANER, GREENER CITY FOR OUR FUTURE GENERATIONS

Anil Nayar

Info@greenstreets.io

www.greenstreets.io



Equa

ACADEMY



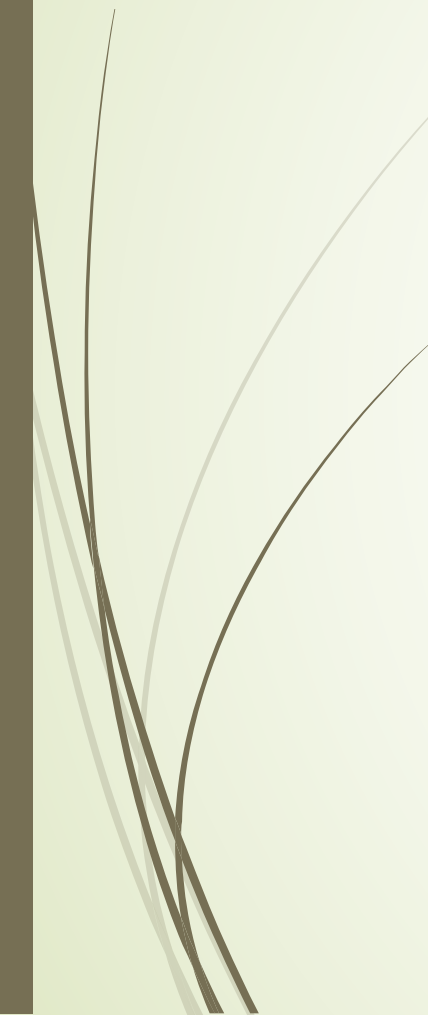


TODAY'S AGENDA

- MISSION AND VISION
- JOURNEY SO FAR
- SUCCESS STORY
- CURRENT PROJECT
- FUTURE AMBITIONS

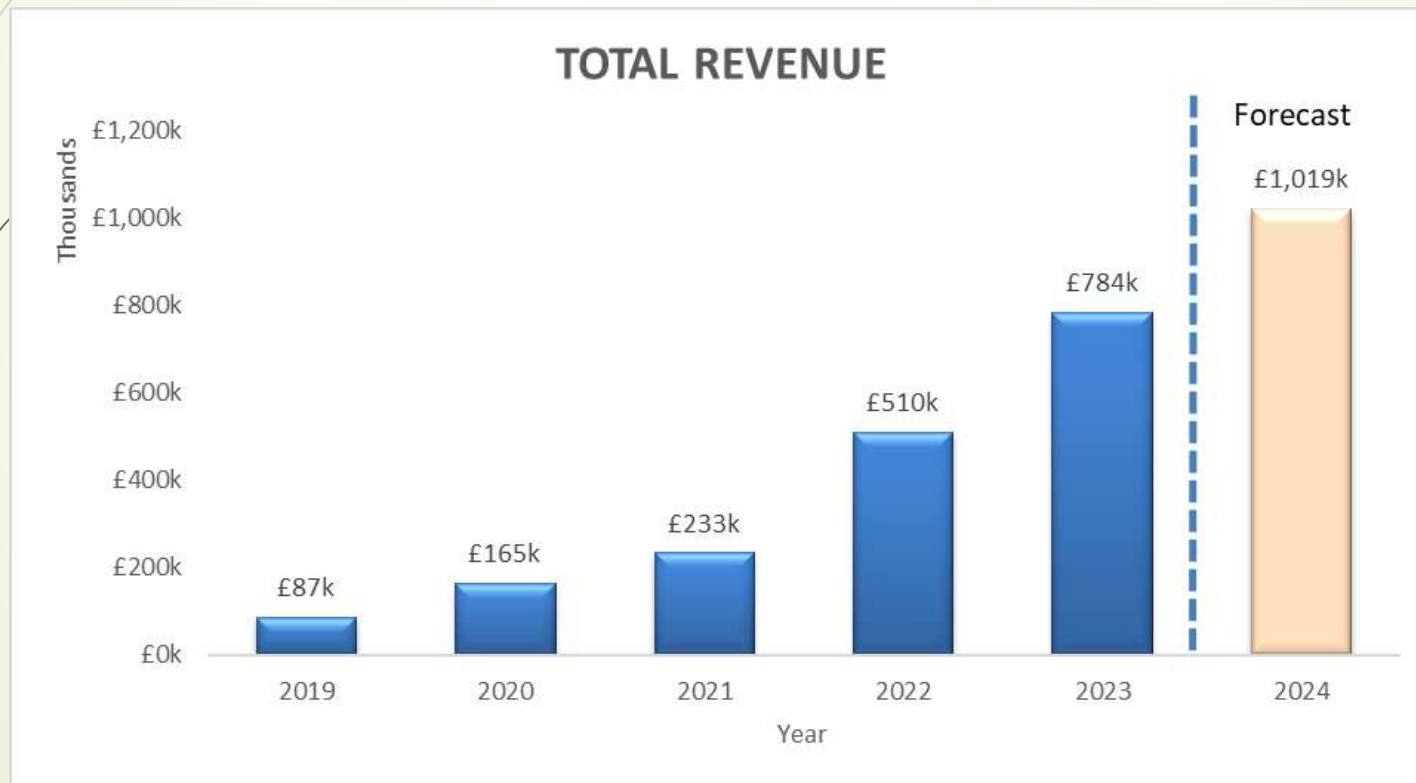


MISSION AND VISION

- Our mission is to 'provide the service our clients/investors/stakeholders deserve and to be the company they can trust whilst working with us.'
 - Our vision is to provide high quality and affordable shared accommodation and coliving spaces for our clients.
 - To restore dilapidated buildings back into modern homes and improving community accommodation.
- 

JOURNEY SO FAR

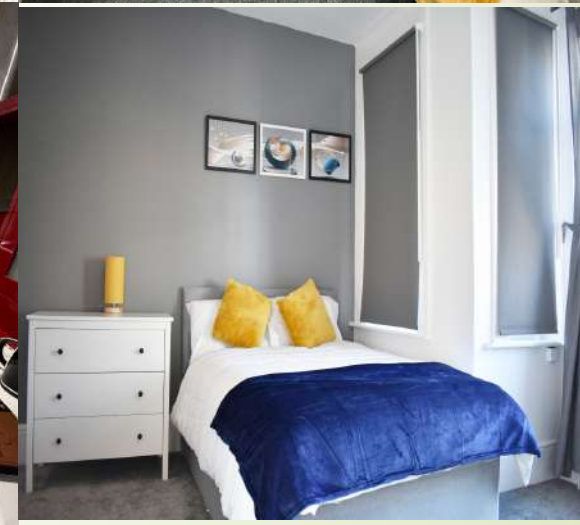
- Built up specialist HMO Management Company from 2016 till now
- We currently have over 100 tenants under our portfolio



Success Story



SUCCESS STORY



CURRENT PROJECT

We are currently converting a 3 bed terrace house to 5 bed house

Existing Plans



Microsoft Edge
PDF Document

Proposed plans



Microsoft Edge
PDF Document



FINANCIALS

	£
Purchase Price	239,250
Total Anticipated Cost	125,000
Total Development cost	364,250
Anticipated GDV	425,000
Refinance @ 75%	318,750
Funds remaining in Deal	45,500





FUTURE AMBITIONS

- We plan to steadily grow our HMO management portfolio by adopting a low risk approach.
 - In 2024, we envisage to add £2m to our portfolio through acquisition of Block of Flats, conversion of single dwelling to HMOs and small scale BRR models
 - Create a legacy for my family and enjoy our lives whilst bringing others on the journey with us.
- 

Review





Equa

ACADEMY