

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

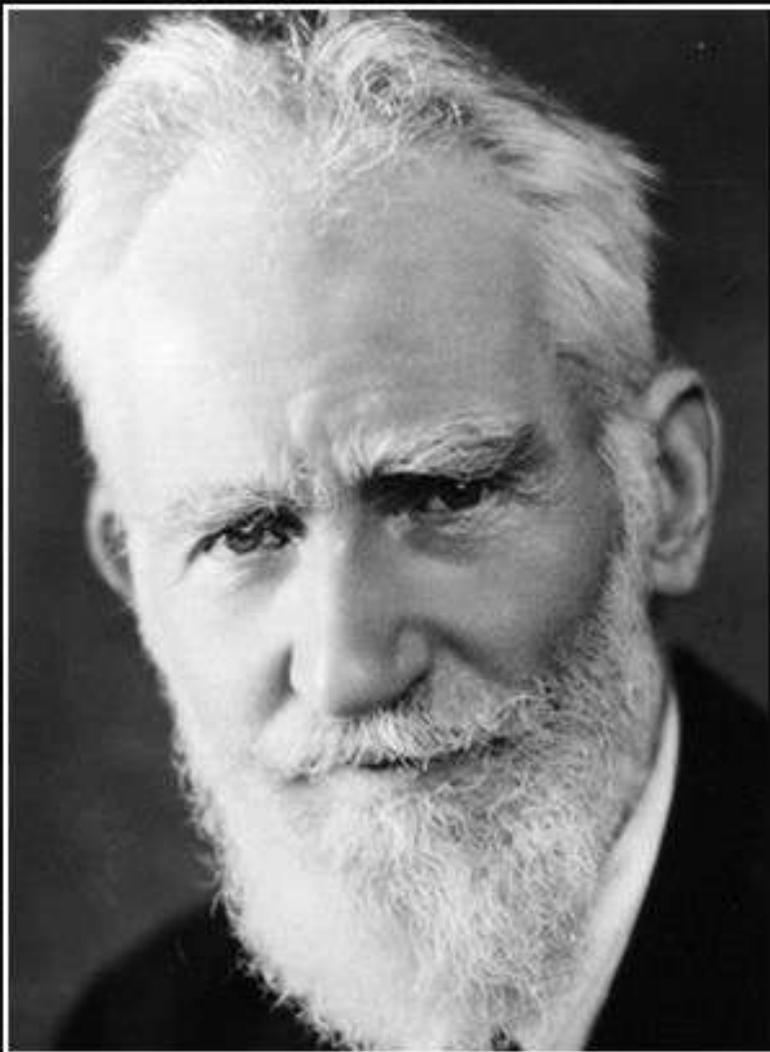
13
VISION & GOALS

14
C. S. V.

15
PURPOSE

16
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

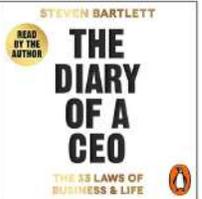
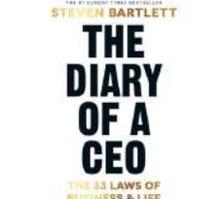
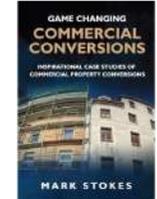
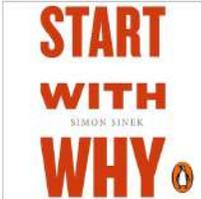
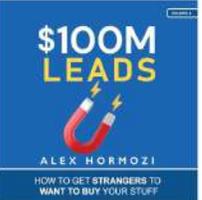
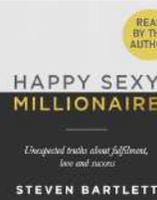
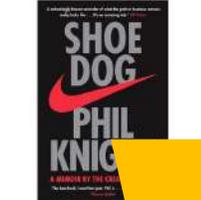
9.30	Welcome	
9.45	Sam Cooper, Serviced Accommodation Workshop	
10.30	Tea & coffee break	(15 mins)
10.45	Anil Nayar, Green Energy	
12.30	Light lunch	(60 mins)
2.30	Tea & coffee break	(15 mins)
4.00	Close	

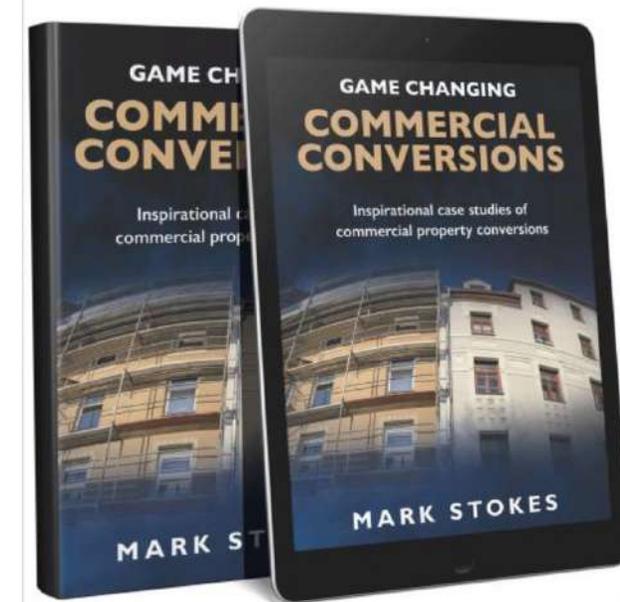
Game Changing Commercial Conversions

Amazon Best Sellers

Our most popular products based on sales. Updated frequently.

Best Sellers in Business Development & Entrepreneurship

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



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		Hold for Leeds content dev 8 - 9:30am	
9am		FW: Marketing Workload 9am, OFO Conference Room	reminder: personal portfolio due 1 wk 9 - 11am	get ready + commute 8:30 - 9:30am		hold for cu work 9am - 12:30pm
10am		Turn in UX3 proje, 10am		call brizida, 9:30am	bbw 9:30 - 10:30am	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	Weekly content t, 10am	print + prep for brand 4 10:30am - 12pm	do this - pay st, 10am
12pm					Get ready + commute 10:45 - 11:30am	
1pm		Call David 1 - 2:30pm	ux3 12:15 - 3:30pm	park, 12pm	Hold for Tracy 12 - 2pm	run betasso 1 - 2:30pm
2pm	Workout + lunch 2 - 4pm	hold for taylor/house call 2:30 - 7:30pm		brand design 4 12:45 - 4pm	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



COVENTRY
ACCOMMODATION



SC SAMUEL
COOPER®

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
1	2	3	4	5	6	7
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15	16	17	18	19	20	21
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AST £1000 x 6 months min = £6k

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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

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)





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



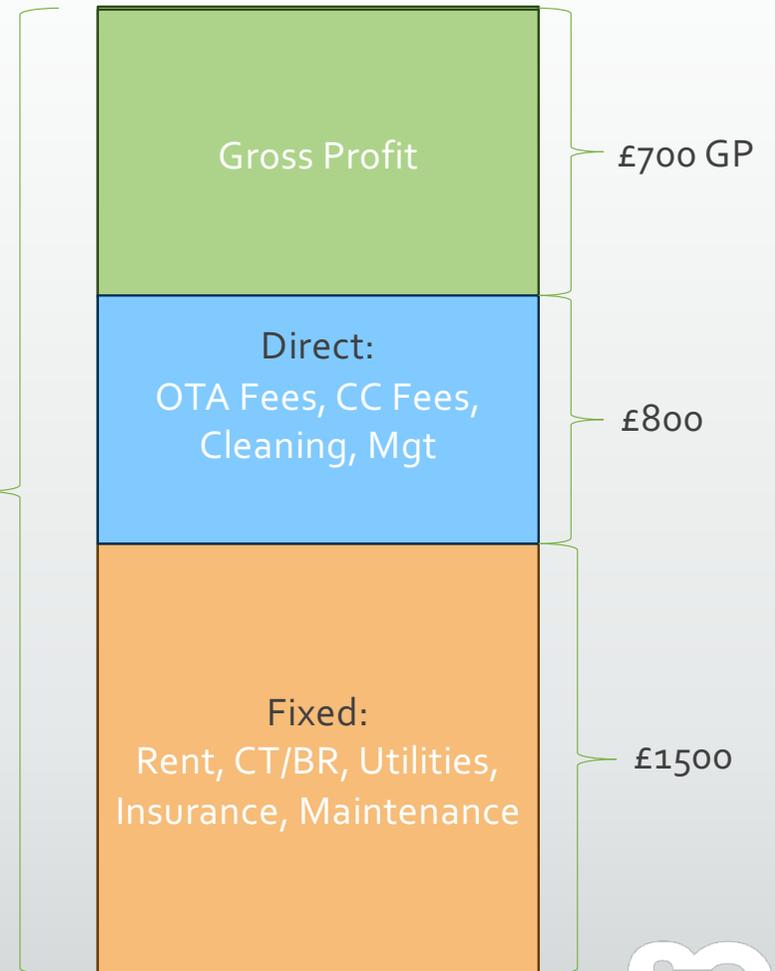
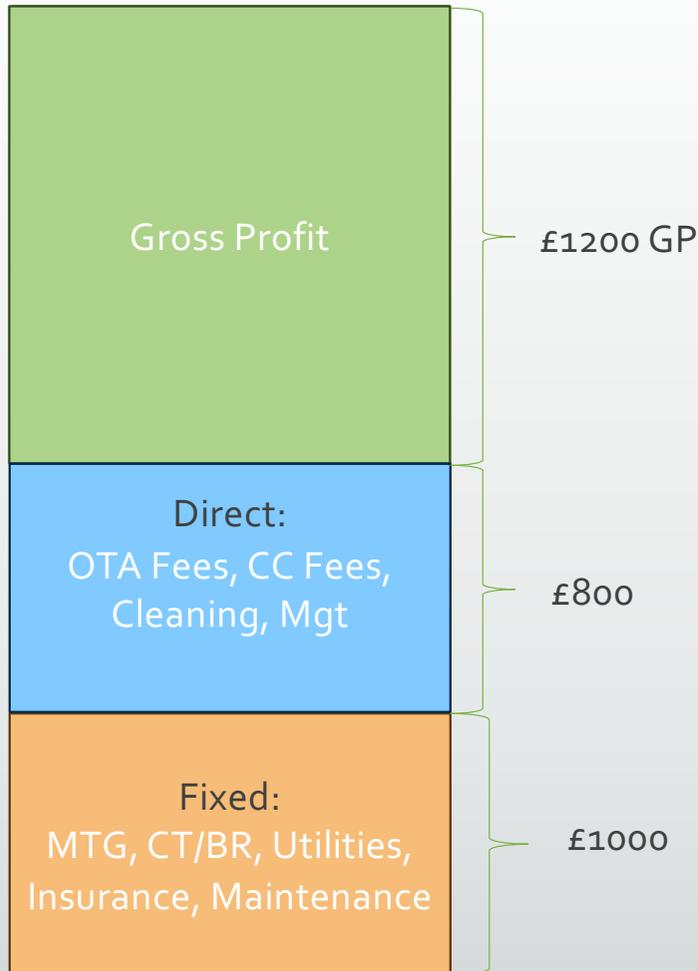
Owned MTG

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





Enabled Homes & Holidays

Creating High Quality, Safe,
Suitably Adapted Homes





Equa

ACADEMY

Anil Nayar

Green Energy

GREENSTREETS Renewables

Helping Londoners transition to green energy

An abstract graphic consisting of several thin, black, overlapping lines that form a complex, geometric shape. The lines intersect to create various polygons and open spaces, resembling a stylized map or a network diagram. The overall shape is roughly triangular with a jagged, irregular top edge and a more defined bottom edge.

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

GREATER CHOICE

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

EDUCATION IS THE KEY

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

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.

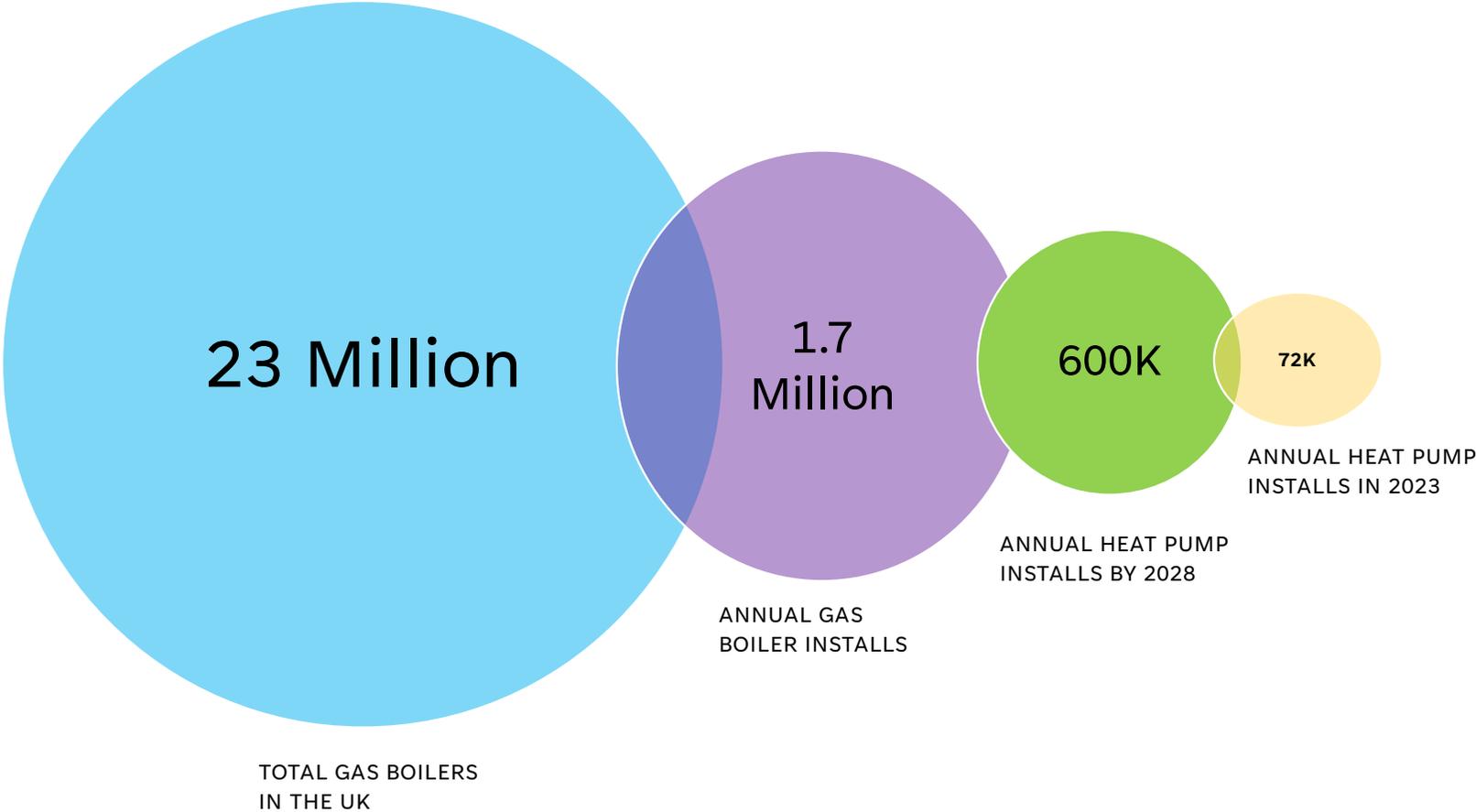
ONE-OFF INSTALLATION FEES

RECURRING SUBSCRIPTION-BASED MODEL

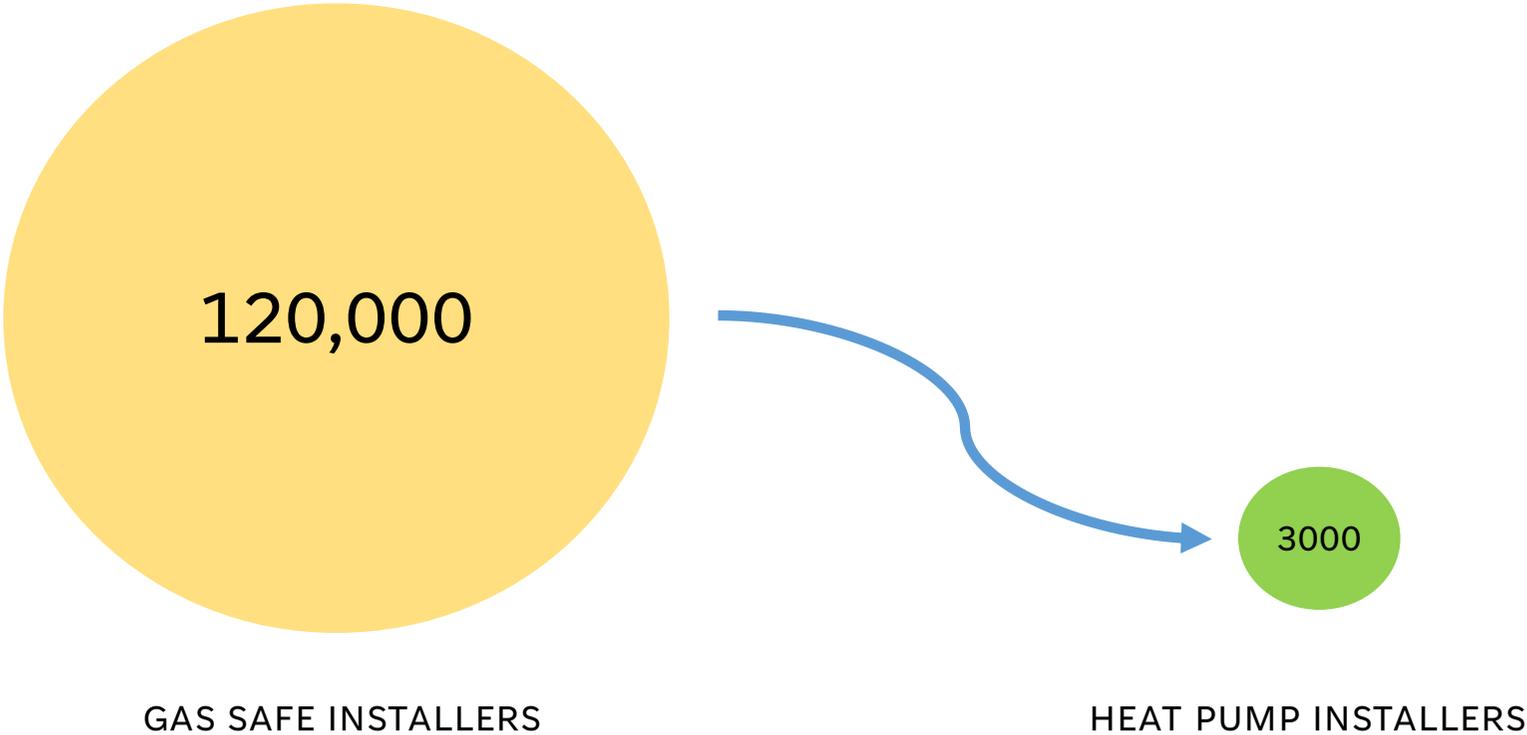
Maintenance & monitoring plan

INSTALLER FRANCHISE MODEL

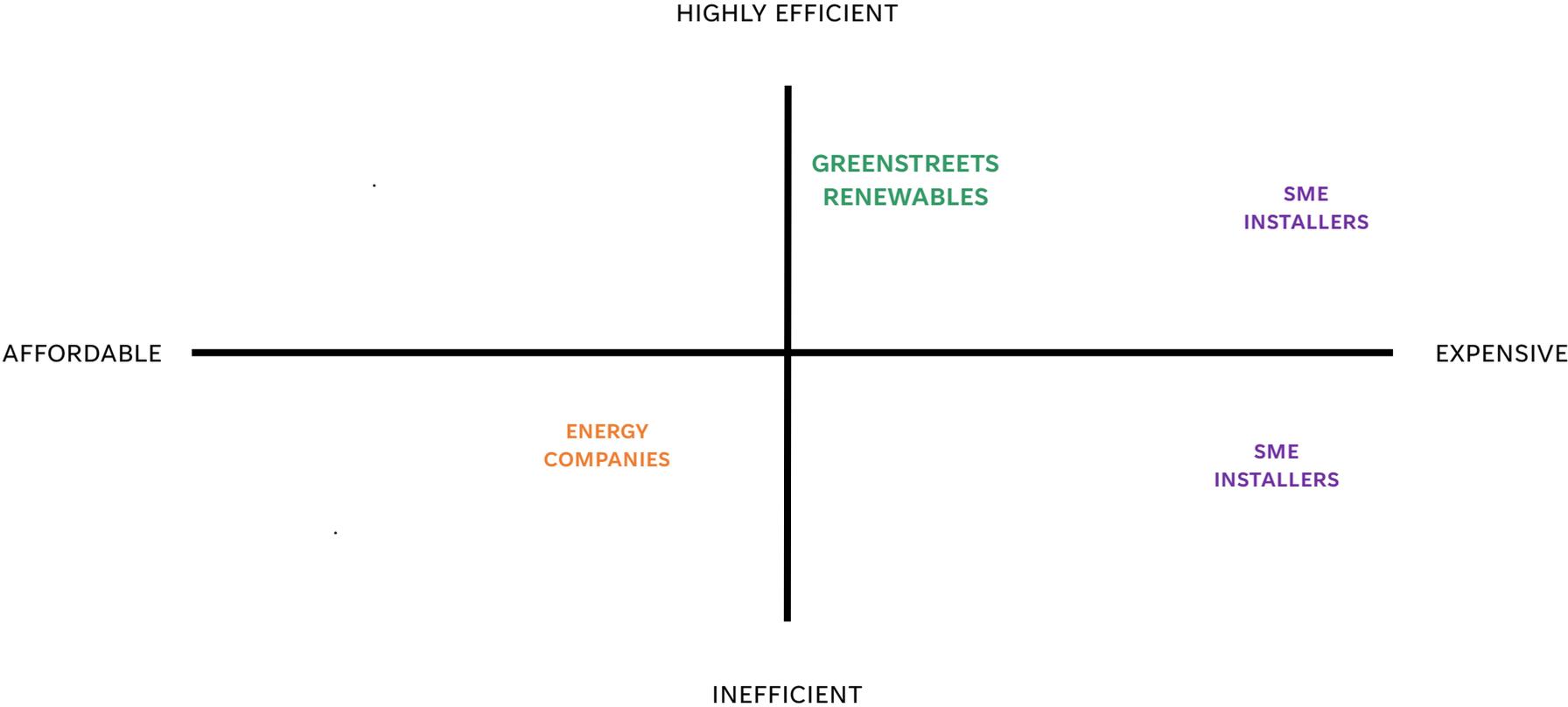
MARKET OVERVIEW

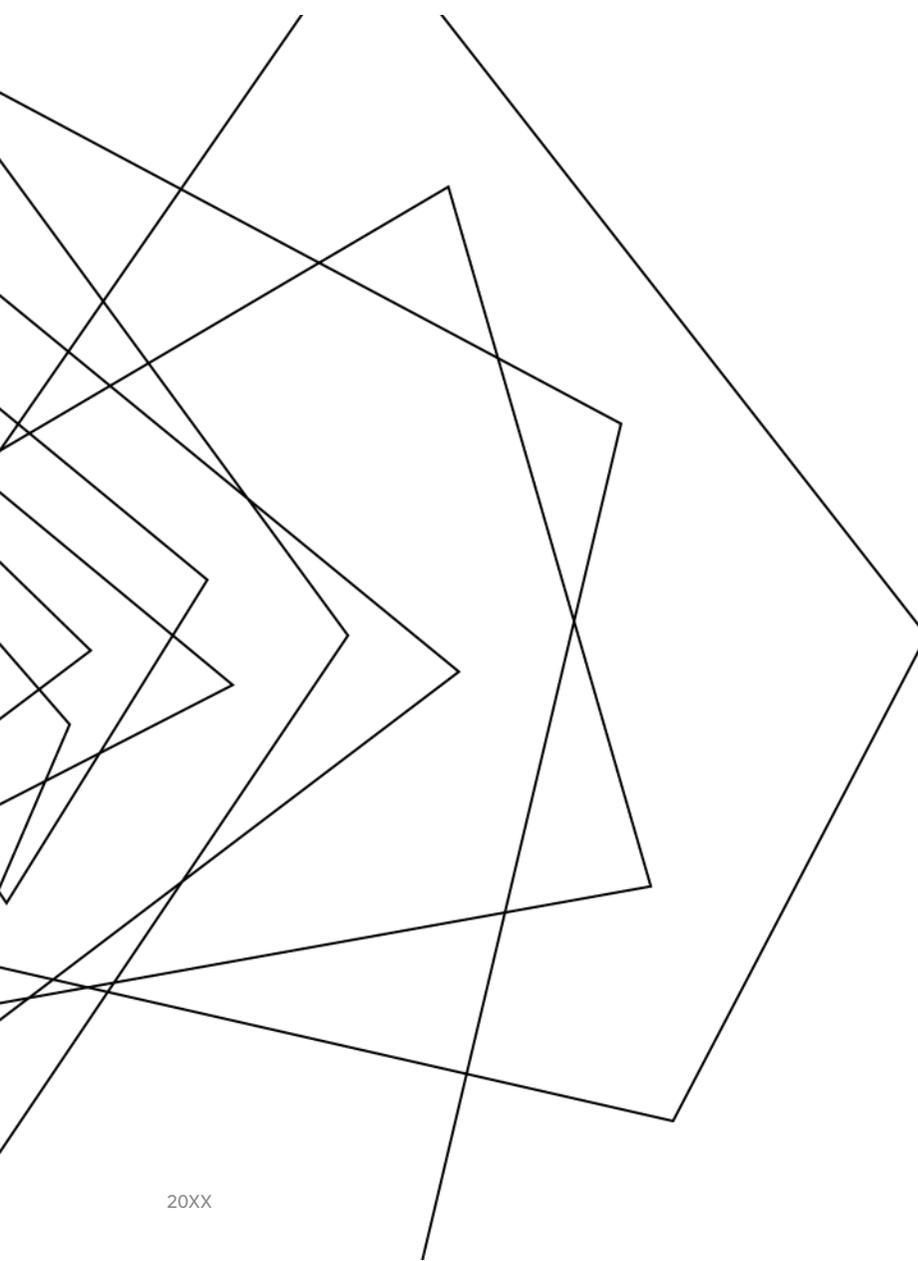


THE INSTALLER PROBLEM



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

A series of white, overlapping geometric lines on a green background, creating a complex, abstract pattern on the left side of the slide.

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

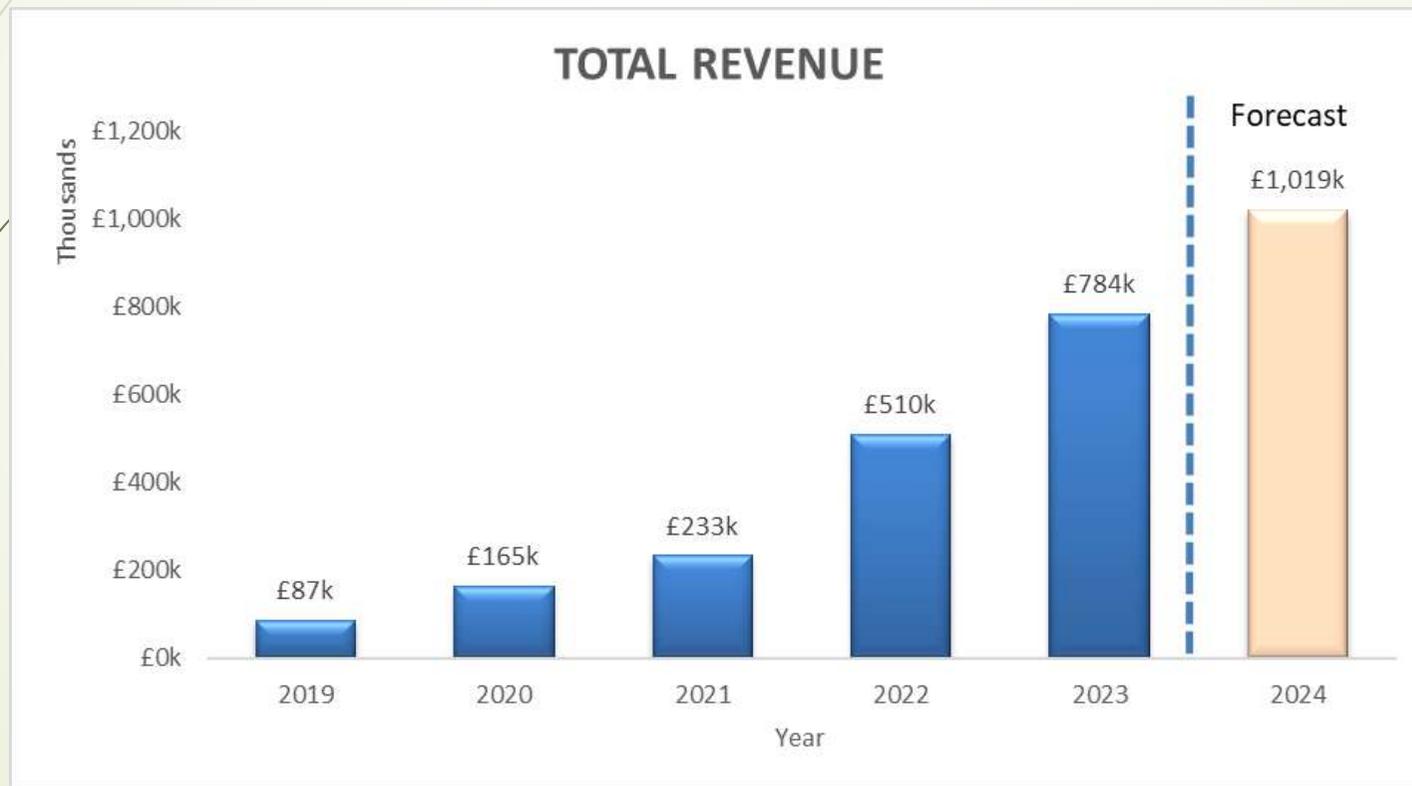


MISSION AND VISION

- ▶ 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



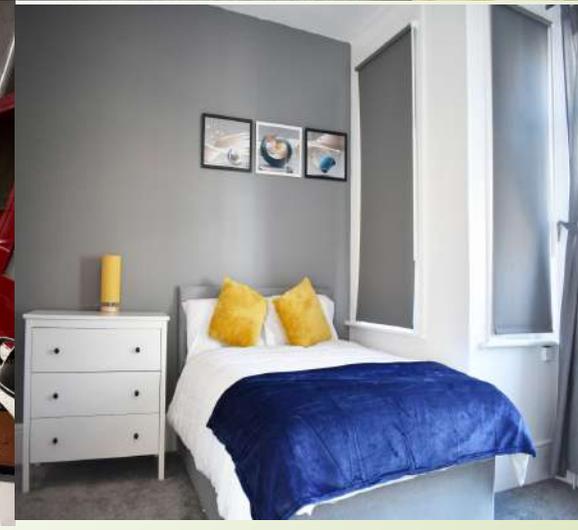
SUCCESS STORY



Before



After



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	<u>364,250</u>
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





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ACADEMY