A publication for Global entrepreneurs, business leaders and professionals $4.95

Millionaire magazine

January 2021

ARE YOU SURE YOU'RE FINANCIALLY SET UP AS BEST AS POSSIBLE FOR RETIREMENT?

FIND OUT MORE ABOUT JUSTIN WANG

ONE ON ONE WITH THE MULTI-MILLIONAIRE ENTREPRENEUR AND CEO OF THE PROPERTY INVESTORS ALLIANCE

THE GLOBAL Millionaire magazine

CONTENTS

EDITORIAL

THE GLOBAL Millionaire magazine

EDITORS NOTES

Another year has come and gone! A big shoutout to everyone who has supported our events and projects last year despite the current pandemic looming over our heads, much of the credit for the success of our projects is due to your support so I would like to thank each and every single one of you for sticking with us. We are currently working hard and planning some MASSIVE projects this year and the people we're working with are world-class so I'm excited to see all our plans push through. Let me also take this opportunity to wish you and your families a very happy and prosperous 2021 - let's make 2021 the BEST year ever!

Mike Ilagan
Managing Director

THE FIVE MAJOR PROPERTY MARKET TRENDS IN 2021

The North and South coastal-line alongside the city east are narrow strips with reserved parklands. This makes development along the North Shore and southern lines impractical. Sydney West, however, looks a lot more promising with lots of land for development. Therefore, Parramatta, Liverpool, and Penrith have been chosen as the new smaller city sites. These three new cities will collectively be called "Great Western Sydney" and are predicted to be the third largest economy in Australia following the Sydney CBD and Melbourne CBD.

Changes that have taken place so far in Great Western Sydney include a 50 percent growth in employment in the region and the building of new roads, these being the M2, M5, and M7. But this is just the beginning. New trains, train lines, and more new roads are expected to follow, which, in turn, will stimulate greater employment.

This trending change in the city layout and movement "westwards" is expected to act as a critical reference to predict the hot spots for property value increase in years to come. As such, it acts as a guide for property investors with a keen eye.

How These Changes in Trends Will Impact on Sydney Property

Based on the two trends of change mentioned above, the development focus in Sydney, after the completion of new roads, is expected to move towards the improvement of the urban living environment. New shopping and recreation facilities around the new employment areas and the generation of a scope for future demands will follow. By combining the areas we live and work in with areas for recreation and shopping, people are being encouraged to reduce their need to commute. Overall, it can be said that the areas with increasing employment opportunities are the areas with a superior increase in property values.

The two trends mentioned in this article reflect the difference

between now and the future, the difference between impression and reality and the difference between "waves" in investment. However, before investing in property, investors need to look at the bigger picture, make a note of changes, and keep an eye on areas that are showing signs of a superior increase.

The key to successful property investment is to invest for the future and to be aware of future trends. According to the Property Investors Alliance (PIA), a property investment group who specialize in the Sydney property market, investors need to identify whether or not a suburb has a "superior increase" as this then highlights any differences between now and the future, so that differences between impression and reality can be identified along with any differences between the "waves". Identifying these differences leads to the exposure of the future in housing and where this is heading in a specific area.

The trick to understanding superior increase in Sydney is achieved by getting to know the two trends in today's Sydney property market. The first trend being how a Sydneysider now selects a home, and the second being how the city layout has changed.

How a Sydneysider Now Selects a Home

Conventionally speaking, many Australians used to prefer a home that had a separate living area with three-bedroom and a front and backyard. However, over the last 20 years, there has been a number of changes in the Sydney community, these being:

• Heavier traffic - Traffic is becoming heavier and harder to negotiate. This, in turn, means that people living in Sydney are finding it increasingly harder to drive to work or to the shops.

• Less time - Time is becoming more precious with both husband and wife having to work to ease the financial pressure. Many are also working more extended hours to get ahead financially. Plus, a greater variety of entertainment is available, which means less time and money.

• Rising living costs - The cost of living is increasing. This means less residual income. These changes in lifestyle are seeing many Sydneysiders review their home choices, with them electing to live closer to work and transport and to live in smaller, more compact homes. These changes are becoming a trend which is expected to have an impact on the types of investment properties purchased in the future.

Living Closer to Work

By electing to live closer to work, many Sydneysiders are now looking for a rental property that is situated in the suburb they work in, or a neighbouring suburb close-by. This not only reduces their commuting time and sees them avoid heavier traffic, but can also reduce their rental costs. For example, an apartment in Liverpool, a suburb in Sydney's Southwest, is managed by PIA. When PIA advertised the property for lease, they anticipated attracting tenants in a low-to-mid income bracket. However, PIA realized that many of the applicants who applied for the property were actually doctors and nurses that were working at the nearby Liverpool Hospital. These applicants were in a higher income bracket, and they chose the apartment for convenience, rather than residing in the more affluent Eastern and Northern suburbs.

Living Closer to Transport

When a Sydneysider elects to live closer to transport and shopping centres, they are aiming to reduce the stress of driving to and from work, and to the shop. Plus, they are seeking to save time and money. For instance, a couple who lived in Cherrybrook and paid a weekly rent of $500 decided to move to Auburn Central. Their decision to move was based purely on the couple's need to save money and time. The husband works in IT for a company in Parramatta, and his wife works in a financial institution in the city. The couple was finding it too expensive to own and run two vehicles. Plus, the wife wanted to reduce her daily commuting time. So the wife sold her car. However, this then created another problem, with no train station close-by the husband had to drive his wife to the train station daily, and then collecting her after work. This becomes very time-consuming. Auburn Central provided the couple with a solution. By moving to a new rental property situated in the suburb, things suddenly became a lot easier as the train station was within walking distance of their apartment, and the shopping centre was just downstairs.

Auburn Central, along with many other suburbs situated along the train route in Sydney is becoming more popular. In 2007, the rental increase in Auburn was the highest of all suburbs in Sydney. In fact, it is now more than $530 per week to rent a three-bedroom apartment in Auburn Central, which shocks a lot of people living in the Eastern suburbs.

Smaller, More Compact Homes

Sydneysiders are electing to live in apartments and units as they are simpler to maintain with smaller yards, and they are very economical with smaller utility and rental costs. Plus, Australian family sizes are becoming smaller, with single people or couples becoming the trend. Many people living in Sydney are also electing to dine out, rather than cook at home.

In the past, people who elected to live in a unit or apartment typically did so because they wanted more affordable accommodation or they were in between houses, and searching for their next property. But nowadays apartments and units are becoming a type of lifestyle. Many young people and older people looking to downsize after their family have grown-up and have moved on are looking to buy an apartment or unit, rather than a house.

Trend 2: The Changing City Layout

Historically speaking, the Sydney central business district (CBD), which was once central is now located in the east of the city. However, this remains the central hub for all other suburbs, in all directions, which presents a problem. With the employment forecast in 2006, for the next 25 years, anticipating a 15.79 percent employment growth in the Sydney CBD and North Sydney, this means greater traffic congestion. At present, the heavy traffic on major roads into the Sydney CBD is an issue, as during peak hours the traffic is basically not moving. This is not only time consuming, but also has a great impact on the quality of Sydney air.

In addition to this, the Australian government has introduced measures to attract more migrants from overseas to Sydney, so that they can combat the problem the nation is facing with an ageing population. Sydney's population growth now far outweighs other cities in developed countries, with its growth being recorded as the highest since the 80s. This growth is expected to continue with Sydney shaping into an international metropolis.

Under these circumstances, a change in the planning of the city layout was needed, and Sydney city-planners introduced the "City of Cities" some time ago. Under this direction, Sydney is transforming and is no longer just a city, but an evolving metropolis that contains a number of smaller cities. These new cities are independent and are also closely related to the old CBD in both lifestyle and employment opportunities.

This information has been sourced from the Property Investors Alliance

COMING SOON

COMING SOON

HOW THIS MAN BECAME A Multi-Millionaire FROM JUST 1 GREAT INVESTMENT IDEA

Justin's success came from valuable lessons learned when choosing the right pathway, a pathway that deviated from what the local market and competitors were doing. Justin's personal experience led him to research the property industry as an investment strategy.

By Justin Wang

The lure of investing in property is strong and wide. There are more self-made millionaires through property than any other asset class. We live in a time of impetuousness and instant gratification - in many areas of our life we want to see quick results and change. This is becoming more prevalent with the advent of digital and social media. We've become a fast consumption society - we consume everything at a rapid rate - information, news, consumables, and food.

However, the path to success is not always achieved with the quickest route, just ask Justin Wang (Founder and CEO of PIA) "In the early 1990's as a new migrant from China, to make ends meet I worked incredibly hard in a variety of different roles - from a restaurant waiter to a Chinese language teacher to a door-to-door salesperson,..After ten years of hard work, I could not seem to get ahead....you work extremely hard, but just end up making ends meet. I needed to secure a better future for myself and my family. I found that this was not uncommon - people are continually concerned about their futures, struggling to navigate a path forward."

Justin's success came from valuable lessons learned when choosing the right pathway, a pathway that deviated from what the local market and competitors were doing. Justin's personal experience led him to research the property industry as an investment strategy. 20 years ago the great Australian dream was to own your own home, work hard in the same job, raise your family, pay off your mortgage, retire and leave something for the children. 30 years later, the house was paid off, and you finally owned your house free-hold....and your pension and some superannuation would hopefully sustain you. Or would it?

20 years ago, Justin's philosophy was slightly different - use your home as a powerful tool in your future plans and become self-determining and self-reliant. Use your largest asset and equity in your family home as a way to increase your personal wealth and derive a passive income that will sustain you and supplement your superannuation income well into the future. "I started looking at my own future and the strong record of property in Sydney market. I started to invest in properties (units) across Sydney, starting out small and begun to accumulate a small property portfolio of my own. Today, PIA turnover is between $1.2-1.6 billion in property each year".

What's the secret to success? Long-term investment

Start with your personal goals in mind. PIA's business was founded on the principle of assisting people with modest income achieve a comfortable retirement through investing in property over the medium and long-term. As you build equity in your portfolio, you continue to invest to achieve your income and capital growth goals. To be a short-term speculator, for instant profit, you must have intimate knowledge and experience in the property market, investment strategies, and market cycles - plus have a strong asset backing or cash flow. Markets rise and fall, and short-term strategies to 'make a quick profit' are often short-sighted and risky. Not everyone can achieve this. Instead, we encourage you to focus, not on how much you'll earn over the next 12-24 months, but how much wealth you can create over the next 10-20 years to achieve your retirement goals.

FEATURE

HOW TO BECOME WEALTHY IN 3 EASY WAYS

Building wealth is probably the most spoken about topic across the world and will be for years to come. How to make money is the 24th most Googled question in the world that's 246,000 individuals per month hoping to find answers.

You can earn more and save for your future easily, but many people get caught up in the old saying "You have to have money to make money." If you have this mindset, you have already set yourself up for failure. The truth is you have to be driven, be willing to work hard now and invest so you see a return on capital.

Property won't make you wealthy overnight, but it is a great first step to financial freedom – a great form of income for you and your family in the future. The Sydney residential property market alone has increased by 74% since 2012[1]. Sydney offers promising returns for investors and the long-term outlook for this market is positive.

Follow our three simple steps to wealth and find out just how easy it can be to build your wealth.

1. Using the family home to build a property portfolio

If you have equity in your own home, do you know that you've already taken the important first step in your property journey? That's because the family home can be more than a great place to raise your children. It can be a powerful tool for growing your wealth and setting up your financial future.

After all, a lender may let you use the equity you already have in your home to fund the purchase of an investment property. That means you may not need any further deposit. Meanwhile, the rent your tenant pays should help you meet the cost of taking out your new loan.

2. Renting and buying simultaneously

Think you can't afford to buy where you want to live but still want to get a foot on the property ladder? Try the 'Buy and Rent', model. Under this strategy, which PIA pioneered back in 2005, you can rent where you'd prefer to be based on your lifestyle, study or work. If you earn $70,000 annually, you could buy an investment property worth $650,000 for as little as $42 a week, out of pocket.

3. Helping the children

Worried your children will never be able to afford to buy property? By using the equity in your own home, you may be able to get into a property without the need to save a deposit. If they're not ready to leave home just yet, you can secure and manage a tenant who'll help pay off your loan until they do.

It's never to later or early to start thinking about the future and making a plan, invest in property to secure a comfortable, stress-free future for you and your family, build your property portfolio and build your wealth.

Information from this article has been sourced from the Property Investors Alliance

THREE TYPES OF Investors
WHICH ONE ARE YOU?

First, you need to ask yourself, what are your needs – both now and into the future – what is it you'd like to achieve? This assists in determining the type of investor you are and what it will take for you to achieve your goals.

There are many uncertainties when considering property investment: where to buy, how many properties do I need, do I buy established vs off-plan, what type of investor am I, the list goes on.

But if you start with the end goal in mind and invest strategically, you'll not only work out what kind of investor you are but also how far you can go. First, you need to ask yourself, what are your needs – both now and into the future – what is it you'd like to achieve? This assists in determining the type of investor you are and what it will take for you to achieve your goals. Then you need to create a property investment strategy based on these needs and the type of investor you are (or want to become).

To help you decide what type of investor you are, you should start with two questions:

How comfortable am I with investment risk?

How involved in my investment strategy do I want to be?

The first points to your understanding of risk versus reward (return). When considering your preferred level of risk and return, timeframe plays an important role. The second determines how active, or hands-on, you are in your property investment journey. Generally, life stage plays a strong role here.

We've identified three types of investors that we typically see on the property investment spectrum:

You're new to investing. You're a wage/salary earner. Your life up to this point has been about establishing yourself or your family; consumption oriented strategies; saving for holidays. You may be living from paycheck to paycheck. Your company contributes to superannuation for you. If you own a home, it is your primary residence. If you're thinking of buying a home – it's to live in.

You haven't yet started to think about investing as a long-term strategy, but you are starting to realize that you are responsible for your financial future...and you have yet to work out what that looks like.

How can I avoid living paycheck to paycheck?

What would it be like to have another source of income to make you more comfortable?

What could my savings and investment plan look like in 10 years?

Could I invest rationally, versus emotionally?

How can I become financially independent?

Passive Investor

As you grow and mature you begin to take on more responsibility. You're working hard to make money and save money. You've done your numbers. You research the property industry and follow the media. You believe that you could take the next step...but you simply don't have the time, out of your day job or life, to focus on this 100% or manage this yourself.

The passive investment strategy is good for people with busy lives, families, jobs, outside interests, or entrepreneurs building businesses. Let's face it: most people's lives are already full leaving little time for developing investment skills. It is difficult to make investing a top priority despite its financial importance.

A common result of this time limitation is passive investors often delegate the responsibility and authority for their investment decisions to "experts" such as financial planners, brokers, property consultants. Rather than become their own expert on investing, passive investors typically rely on other people's expertise for their investment strategy. Their defining characteristic is the need for simplicity.

Active Investor

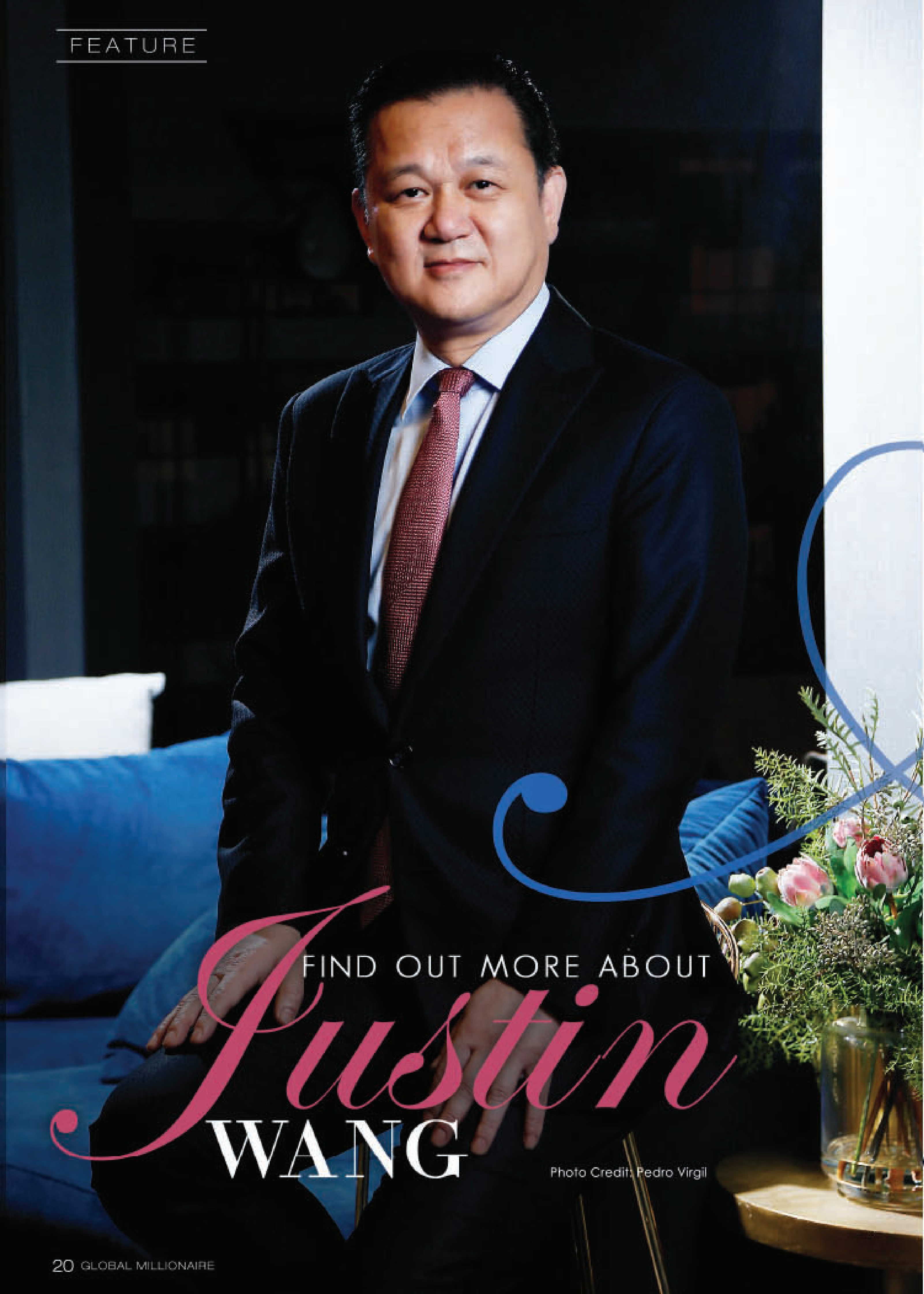
You're a seasoned investor. You've built upon your passive investor skills and are now transitioning to a new investment strategy, whereby your wealth and your future is your own business.

You are now fully in control of your portfolio; you make daily decisions based on your learned skill set. You follow the market, and you manage your cash flow accordingly.

Active investors work hard at making their money work for them as they understand the end goal is all about return on investment. Small differences in growth rates over the long term can make large differences in wealth accumulation.

So you know what's involved and what to expect. You expect results, and you're open to advise... after all, you have an investment plan in place.

Active investors require a different level of service and support. Less time spent on why to invest, and more time spent on how and where.



FIND OUT MORE ABOUT Justin WANG

Photo Credit: Pedro Virgil

FEATURE

"I TRULY BELIEVE INVESTING IN SYDNEY PROPERTIES CAN HELP YOU ACHIEVE FINANCIAL FREEDOM."

Justin Wang built PIA (Property Investors Alliance) at the time where he realized the profitability of the Sydney residential property. His considerable charisma would go on to spearhead a veritable empire of altruistic financial freedom.

Wang associates his accomplishments with always insisting upon his dream, despite his humble origins. He credits his grandmother with instilling the crucial discipline for fostering his innate abilities. His upbringing was greatly influenced by the Chinese tradition.

It was this fortuitous and fruitful approach – of understanding the process of giving and receiving – that would prove to be of great importance in Wang's professional life. When Wang became a teacher, he noticed his colleagues struggling with money concerns. It was here that he found a way to 'give back' and to 'find his calling' – all in the one serendipitous instance. He was able to align his spirit of collaboration with his skill for finance to 'break the mould'.

Wang explains that only 'a few people work for fun' whilst most work 'for the bread and butter – for survival'. Luckily, in his lifetime he was able to transcend a mediocre existence for one that met loftier goals – but, it was an experience that was not without its fair share of trials and tribulations.

He resigned from being a high school teacher and he decided to try something else and that's when he eventually came to Australia – because he wanted to achieve financial freedom. However, he found it very difficult at first to make money in Australia, even though the income is higher in Australia than in China, he could still only save a few dollars.

He quickly found a way to remedy the situation. This was how PIA was born. Wang, once more, credits the realization of his dreams to his two-fold approach to prosperity: invest in a business and then advise others to do so. He feels that if he didn't do that, he probably would not have achieved so big a portfolio as he currently holds today.

For Wang, the priority of a business owner always lies with the stake-holder/s. This includes all parties to the arrangement, as well as the interests of society as a whole. This holistic approach is the corner-stone of Wang's success, and functions as a valuable lesson in entrepreneurial tactics.

Justin Wang is the embodiment of the self-made businessperson. From unassuming beginnings to life as a property magnate – he now personifies the paradigm for financial freedom. It always comes down to abundance as generated by collaboration. The Millionaire magazine recently caught up with Justin to discuss his journey to entrepreneurship and here's what went down:

Could you please give us a brief background about yourself and how you became an entrepreneur?

I actually arrived in Australia back in 1993, before that I used to be a high school teacher in China. When I first arrived in Australia, life was very tough. I worked in restaurants, in manufacturing as well as in sales to get by - it was a struggle. I was earning around $30,000 a year at the time and I felt that I needed to earn more if I wanted to eventually achieve financial freedom. Australia is a rich and devel-oped country compared to China so my plan was to come to Australia, make good money then retire in China forever and enjoy my life. I started the business back in 2005, at the time, the market

took a downturn so many people believed that buying a property is no longer a good investment. But then based on my research and experience of buying my first property back in 1996 and then a few more properties later on - the experience taught me that investing in Sydney residential property is always a good move. So in 2005, I started to publicly promote my concept - the PIA concept to encourage other people to continue to invest in Sydney properties. The main reason I started my business is because I believed that everyone needs to find a way to achieve financial freedom. The second reason is because I truly believe Sydney properties is one of the best assets/investments that can help you achieve this goal. The third reason is because as an investor, I felt that I should share my knowledge and understanding. So in fact, I actually built PIA for other people's benefit - to help people.

Can you tell us more about your business?

As you know, my business is called PIA (The Property Investors Alliance). When I first started the business, my biggest frustration was that I found the property industry in Australia was very backwards. When I say backwards, I'm talking about the structure. Normally the economy is market-driven; but for the Australian industry, it's somehow product-driven. The developer would pay millions of dollars to build apartments but then they have to find a way to find buyers as well as establish a distribution channel. Traditionally in this industry, the purchaser/buyer doesn't trust the agent, and the agent doesn't trust the developer either. So I decided to build a system of buyer-agent -builder integration to establish trust within all parties involved. That's the PIA business model, I built one platform to promote the PIA investment concept. Then I recruited a lot of young, energetic people to become sales agents. Our sales agents are different from the traditional real estate agents though. The traditional real estate agents' approach to selling properties is to bring people to the showroom once there's a vacancy, put out an ad somewhere, and wait for people to come. Our tactic is different; I've instructed my sales agents to go out there and mingle with people - educate them, and explain to them that buying a property is not just about buying a home, it's also about wealth creation - it's about your future retirement. I've also instructed my team to help people to address any concerns and train them to become professional investors. Once we've got clients then we can create demand and then we can present this demand to certain developers who will then partner with us. So the PIA sales agent's job is not to sell properties like a typical real estate agent, but instead, provide education, service and create demand - that's our main business model.

What are you currently doing to maintain/grow your business especially in this pandemic?

As we all know, this pandemic has caused major damage to the Australian economy as well as the property industry. Luckily, my company is not a typical company, PIA is more of a platform - an effective and efficient platform. So even during the pandemic, we still had a very healthy cash flow. Even in this current market, we have not lost our staff because our sales team is confident with the future of the industry. Our sales team is still actively seeking people and contacting people. We also have a very strong client base. Typically, new buyers have no confidence in this market. But the good thing is, our clients understand our concept so they have no fear of investing despite the pandemic and in fact, many of our clients have been continually taking advantage of this new market and buying more properties.

Why do you think investing in property is the best and most efficient way to become financially free?

This is a very good question. Personally, all my wealth is in Sydney residential properties. I've never had any interest in shares, I've never bought shares - this is just my personal opinion, by the way, I'm not providing financial advice. So why do I like property? The first reason is because property is real - it's something you can touch and control under your name. It's not like other investments that you can't control. The second reason is, Sydney residential property is quite unique - it's not affected by the state of the economy, instead, it's driven by the true demand which is population growth. Even if you check the history of the Australian property market, the state of the economy can go up and down, and the interest can vary from high to low and vice versa but the value of Sydney properties and rental income will always go up. The population of this city always keeps going up, so as an investor, you're a winner. The third reason is if you want to invest in other investments you need money upfront, while in this investment model you can actually borrow money from the bank to start your investment journey so you're not taking money out of your own pockets. Even if you get rich from your business or investing in the share market, you still need to invest your money in the right asset - and for us, it's always going to be Sydney residential properties.

FEATURE

Photo Credit: Pedro Virgil

"So many people want to start a business because they want to make money. But before you even think about making money, you need to think about what you're going to do for our society."

Here are 3 reasons why:

1. Ownership: For most assets, there's no guarantee of ownership which is very dangerous.

2. Passive income: Rent is a very good and stable passive income even in today's economy.

3. Value: You need an investment where the value continues to appreciate. Sydney residential properties have proven time and time again that its value is always increasing.

What is your main tactic when it comes to making more people aware of your brand and engaging your customers?

Actually, I've never had a marketing strategy for PIA. I'm like a farmer, I'm happy to plant the seed and watch the tree grow from the seeds. Word of mouth is our main marketing tactic. The PIA brand has always been about word of mouth and customer satisfaction. Many people probably aren't aware that PIA is such a significant business, we have thousands of investors, we have a massive office, we invest billions of dollars each year and we manage 6,000 to 7,000 properties annually.

What is the most difficult part of your business?

The world keeps changing too fast. That's probably the biggest challenge for us because the client we're facing now is a completely different client from 15 years ago.

Have you ever thought about writing a book?

Yes, of course. My background is Chinese literature. Actually, my original dream was to gain financial freedom then afterward write a book and become a professional author. Of course, I'm currently too busy with the PIA business, but eventually, I want to finish a book about my investment concept.

What do you usually do in your spare time if you're not working on your business?

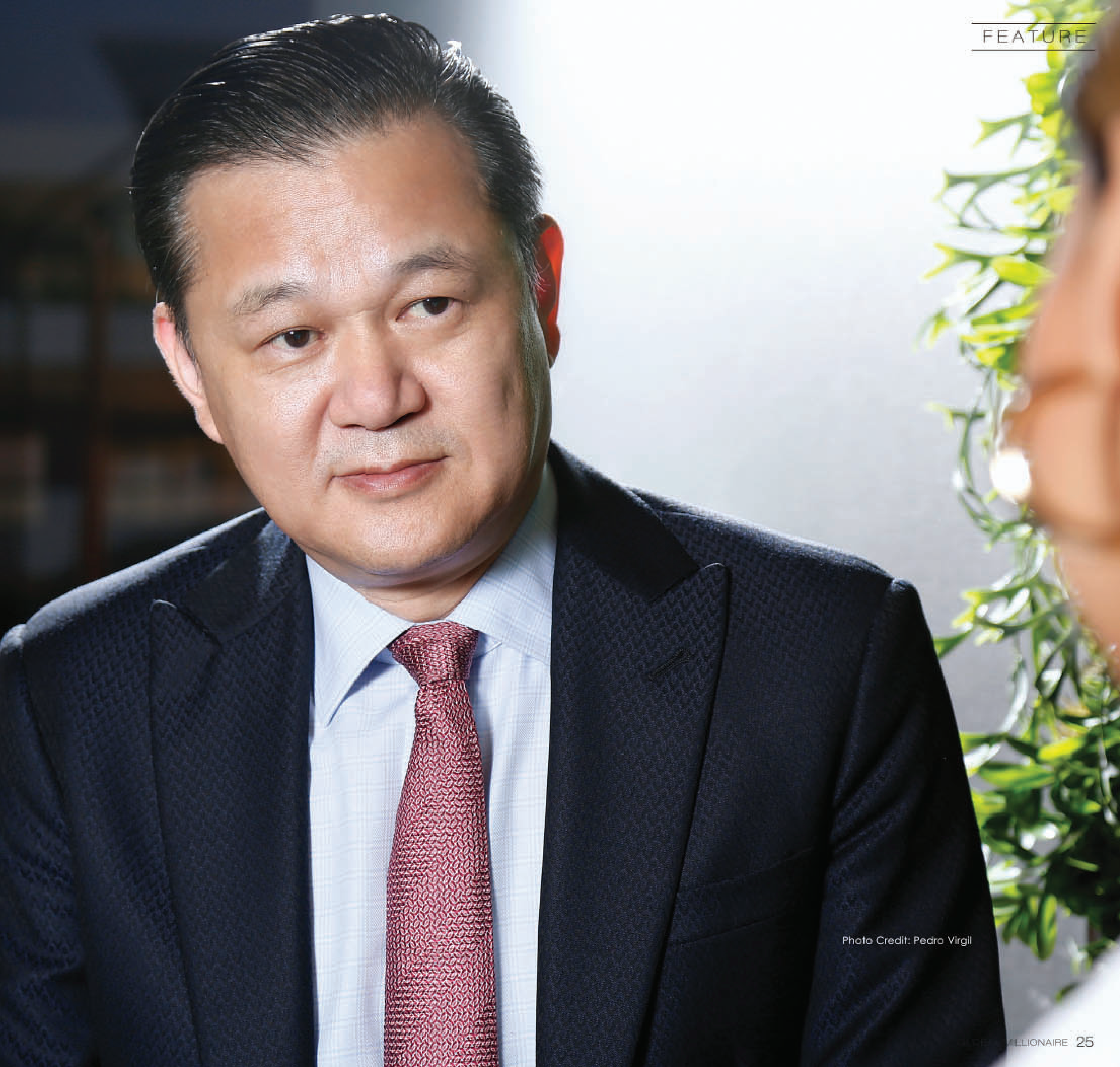
My life is very simple. My hobbies are reading and writing Chinese calligraphy and practicing traditional Tai Chi.

What advice would you give to a potential investor?

Buying or renting a property is not about buying a home - it's whether or not you can continue living in this beautiful city in the future. Because we have an aging population - therefore, the demand for property will always be increasing but the land availability in the city will keep decreasing. Eventually, it would be almost impossible to afford rent in the city. Hence, you need to buy a property now before it's too late.

What advice would you give to a newbie Entrepreneur setting up their first business?

So many people want to start a business because they want to make money. But before you even think about making money, you need to think about what you're going to do for our society. You need to identify people's needs first. If you find that there are problems in the society, the market, or a certain industry and you can find the solution to fix their problems, your business will definitely be successful. The money will always come to you as long as you think about other people's needs first.



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FEATURE

THE • BEST

Retirement

PLAN TO CONSIDER IN 2021

While some people hope to solve their retirement funding problems by working hard and saving money, the truth of the matter is you won't be able to save enough, not after you deduct tax, expenses and fight the ever-rising costs of living.

Did you know that even if people put every cent they save into their superannuation and their superannuation fund gives them a return of 6 percent - the reality is that most super funds cannot consistently have a high return? They also have big losses. In fact, the Daily Telegraph reported that one of the biggest super funds in Australia, The State Super Fund, lost AUD$7 million daily over a 16-month period, and this for a retiree, can be devastating financially.

So while some people hope to solve their retirement funding problems by working hard and saving money, the truth of the matter is you won't be able to save enough, not after you deduct tax, expenses and fight the ever-rising costs of living. Plus, you also need to think about inflation, and how what you save today will not have the same value in the future.

Inflation and How this Erodes Our Retirement Wealth

If you are already rich due to business or other means, then you should really be beginning to think about how you can maintain your wealth, rather than allowing your wealth to be eroded over time. For example, let's say a couple owned a business in 2000 and, at the time, they had AUD$500,000 in a term-deposit in a bank. During that financial year, the couple decides to sell their business and retire. The sale of their business pays off their home, and they live off the interest from their savings account, which gives them a healthy return. The couple believes that this money will last them until they pass away, which back in 2000 it may have. But since then, the cost of living has risen considerably, and interest rates have fallen quite dramatically. The couple is now having to consider other options as they are now merely surviving on the interest gained from the $500,000 in savings.

How to Generate Long-term Wealth

To generate real wealth that is long-lasting, you need to think about the type of assets that can keep you wealthy. The best assets are savings, a business that generates a strong turnover and profit, as well as shares, and property. In order for an asset to be considered as viable and able to generate real wealth, it should be able to hold its value and increase in value over time and be able to generate a stable income.

Investing in Property Enables You to Build and Maintain Your Wealth

When you consider how Australian politics, the economy and even our social status impact on our retirement options and how these can erode our wealth, it makes sense to look into property investment further. Property typically grows in value long-term, and it is able to adapt to changes in inflation. Plus, it is an asset that you can touch and feel, meaning that unless it is effected by an act of nature, such as flood or fire, it will still be there tomorrow. Unfortunately, the same cannot be said of stocks, shares or even superannuation.

If you are already rich due to business or other means, then you should really be beginning to think about how you can maintain your wealth, rather than allowing your wealth to be eroded over time.

At present, one of the best markets for property investment can be found in Sydney. It is a market that has withstood the tests of time and is continually growing and expanding to accommodate an increasing population. Supply and demand make Sydney property investment a "must-make" decision for successful retirement

As a property investment consultant, I encounter people who say that they are not interested in property investment. But the truth of the matter is not so much that they are not interested, but rather that they've never considered it, explored if it's possible, or they are fearful of the financial commitment. However, property investment is no longer a matter of interest, it is a "must make" decision if you expect to retire comfortably on an income that will grow with inflation and the economy so that it withstands the tests of time.

The Truth About Retirement

Regardless of your type of occupation, whether you're self-employed or an employee or the amount you earn, you need to consider your retirement and how you are going to afford to live when you stop working. Many people think that it's years away, so they don't need to think about retirement now, but you and I both know that the days and months quickly turn into years, and then slip into decades before we know it. So even if you don't have time to think, or don't want to know about retirement, eventually it will present itself whether you like it or not.

To 95 percent of the population, the word "retirement" makes them feel good as they'll have more "free time", but in the same instance, they also worry. This is due to the fact that for many people retirement means having to live on less money, which in many cases, is not enough for them to live comfortably. In fact, according to financial planning experts if we have 100 people aged 25-years today, after 40-years of working only five of these people will be able to fund their own retirement. Of the 95 people remaining, some would have passed-away, while others will have to still keep working to survive, or they may merely rely on social welfare and charity donations to get by.

How Much Do You Need to Retire On?

To retire -- "re" (back) and "tire" (draw) -- literally means to withdraw, often to a place of safety and seclusion. In this respect, it can be said that to "retire" from working life means that you can relax, without any worries. But to do this, you need to know how you're going to pay for your cost of living.

A number of retirement surveys have been conducted across Australia, where Australian couples have been asked about the amount they feel will be needed for retirement. Most couples said that they would need between AUD$30,000 and $50,000 each year for a comfortable retirement. This is providing that they have no mortgage to pay.

So, you need to ask yourself this, "If I want to retire comfortably, where will this $30,000 to $50,000 come from?"

The government will encourage all Australians to save more for retirement by introducing higher rates of compulsory superannuation. If you said a Government Pension, then you need to think again. While Australia has a social welfare system, it is not comprehensive. Our baby boom mainly happened after World War II. Then in the 60s, when these people are also known as "Baby Boomers", were young and building up the country, the average lifespan was far less than it is today.

In fact, back then, there were six taxpayers to one pensioner, and this allowed the government to easily take care of its seniors. But times have changed. Now the Baby Boomers are reaching their retirement age, their life expectancy has increased to over 80-years, and there are far more of them than there was in the 60s.

Will the Australian Pension Survive?

Today there are six taxpayers to three pensioners. So the Australian government has to look at ways that they can reduce the amount of money being paid to pensioners, as the nation can no longer offer the same level of support. This has led to a reform in pension legislation. At the beginning of 2015, the pension for a single person was AUD$22,365, and for a couple AUD$33,717, this included a pension supplement, as well as a Clean Energy Supplement. However, over the next two years only some Australians who meet the pension age requirement, will be eligible for a pension, as means testing is about to be introduced. It is also predicted that the government will encourage all Australians to save more for retirement by introducing higher rates of compulsory superannuation and restructuring tax over the coming years. Based on these expected changes, the government has also stated that some Australians may have to work for longer, rather than retiring.

Is Superannuation the Solution to Retirement Funding?

According to many superannuation organisations, the majority of Australians believe that their superannuation funds are the solution to them being able to retire. But given that on average Australians only have around AUD$70,000 each preserved in their superannuation, it is highly unlikely that their superannuation alone will be enough to fund a comfortable retirement. For instance, let's say a couple needs AUD$30,000 per year to retire comfortably, and they retire when they're 65-years-of-age. The couple then lives until they're 90-years-of-age. This means that the couple will need a minimum of AUD$30,000 x 25-years for a comfortable retirement or a total of AUD$750,000.

Some financial-planning experts have even suggested that a person earning $40,000 a year for 30-years, will only receive a retirement income of around $19,000 a year. This is due to tax, the cost of living and other expenses are eroding their cash flow and reducing the amount they are able to save. Plus, we also tend to live life within our means. A financial planner and a bestselling author Brian Sher said that we tend to live life according to how much we earn. For instance, when we first start our working life, our pay is much smaller, so we tend to buy a smaller, more affordable car and a smaller home. But as our income grows, along with our work experience, so too does the size of our car and our home. Thus, we tend to live life according to our means, rather than living life conservatively and then saving the rest for retirement.

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THREE POWERFUL Visualisation TECHNIQUES THAT REALLY WORK

"Effective Visualization is a technique that'll help you get over the barrier of self-doubt. You need to visualize and actually see yourself achieving your goals and you need to envision how you're going to do it in the most detailed manner as possible. The more you visualize your success, the more it'll transcend to reality."

What do you think is the difference between a dreamer and a doer?

One word: confidence.

Let's face it, if you're confident that you'll eventually achieve your goals because you are willing to do whatever it takes to get there then you will no doubt achieve it. However, if you're not confident about yourself and you don't think your plans will pan out then you won't really feel the need to take any steps to achieve your goals.

Confidence is the key to making something of yourself. It's having the inner confidence that whatever happens around you, may it hail or shine, your confidence remains rock hard. If you believe in yourself that you will eventually achieve your goals, you'll reach it. One of the most effective ways of achieving your goals is through Effective Visualization.

So what is Effective Visualization?

Arnold Schwarzenegger is a big-time celebrity who used the power of visualization to achieve his bodybuilding goals.

Schwarzenegger didn't just go to the gym every day and worked out, he actually visualized his success. He said "I had this fixed idea of growing a body like Reg Park's. The model was there in my mind; I only had to grow enough to fill it... The more I focused in on this image and worked and grew, the more I saw it was real and possible for me to be like him."

Schwarzenegger conditioned his mind and convinced himself that he was capable of achieving his goal, he firmly believed that he would be able to do it and that's exactly what happened.

He also said, "What you do is create a vision of who you want to be — and then live that picture as if it were already true."

This is the power of Effective Visualization.

You need to visualize your desired result over and over again as if it had already taken place. There's no room in your head for doubting yourself and your capabilities because if you do this, you are unconsciously sabotaging your success.

Effective Visualization is a technique that'll help you get over the barrier of self-doubt. You need to visualize and actually see yourself achieving your goals and you need to envision how you're going to do it in the most detailed manner as possible. The more you visualize your success, the more it'll transcend to reality because the power of the mind, if harnessed the right way can make a huge impact in your life.

What do you think is the difference between a successful person and a loser?

It's two words: mind power.

The big reason why the rich get richer and the poor get poorer because the rich people have such a powerful mindset – they are willing to do whatever it takes to get to the top and they can see themselves right at the top even though they're not even there yet. They condition their minds over and over again to the fact that no matter what happens, they will eventually achieve the results they want.

Here are three effective Visualization techniques you might want to implement in your life:

Be in the moment

If for example, you have a meeting with some prospective sponsors, visualize yourself going to the meeting and winning that pitch. What do the potential sponsors look like?

What does the meeting place look like?

Can you picture the surroundings?

Can you hear their voices?

Imagine how calm and collected you are going to that meeting and shaking their hands.Imagine the potential sponsors intently listening to your pitch. By doing this simple practice you'll be able to go that meeting with rock hard confidence because you'll be able to transcend that imagery into real life since you've gone over the scenario in your head over and over again.

Focus on you

Besides visualizing the surroundings you need to effectively visualize yourself going into that meeting.

What clothes are you wearing during this meeting?

Is your posture on point?

Do you look confident enough to secure the deal?

How calm and collected are you?

How is your tone of voice during the pitch?

Are you injecting a sense of humor to make the sponsors feel more comfortable with you as a person?

Have a backup plan

Visualizing yourself nailing the sponsorship is definitely a must, but you need to also have a plan B just in case things don't go according to plan – at least you have a backup plan. Having a plan B or even a plan C will be good for you in the long run because it enables you to be a bit more prepared. Think of possible ways the potential sponsors would react negatively to your pitch and then think of ways in advance that you'll be able to address their concerns.

Practice how you would react to their negative response and then repeat that scenario in your head over and over again so that when the time finally comes and they react negatively to your pitch, you're 100% confident that you have the answers they are looking for because you have visualized this scene a number of times.

In conclusion

Your goal here is to strongly instill the experience you want in your mind so that this will transcend into real life and you'll be able to embody the version of yourself that you know in your heart can be.

You need to make sure you note down everything you see and hear in your head and go over it again and again. Before you know it, you'll be well on your way to nailing down that life-changing pitch.


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