

ZOOM - 16TH SEPTEMBER 2024



@prosperitynetwork_
@dannyinmanproperty



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@dannyinmanproperty



Prosperity Network - The
Community
Private group

16th SEPTEMBER | 7pm

ASK US ANYTHING

WITH PAUL TINKER



Q & A

#WEEKLYZOOMCALL

JOIN: HELLO@PROSPERITYNETWORK.CO.UK

The promotional graphic for the Zoom event features a collage background with a laptop and office supplies. It includes a portrait of Paul Tinker, a man in a tuxedo, and large stylized letters "Q & A". The event details and a contact email are clearly displayed.

ZOOM - 16TH SEPTEMBER 2024



TODAYS AGENDA

- PN Updates
- Market and Finance Updates
- Paul Tinker - Q and A
 - Construction, Business and Angel Investment

A promotional poster for a Zoom call. At the top, it says "16th SEPTEMBER | 7pm". Below that, the title "ASK US ANYTHING" is written in large, bold, yellow letters. Underneath the title, it says "WITH PAUL TINKER". On the left side, there is a portrait of Paul Tinker, a man in a tuxedo. To the right of the portrait, the letters "Q & A" are written in large, bold, black font with yellow outlines. On the far right, the hashtag "#WEEKLYZOOMCALL" is written vertically. At the bottom, there is a red box with the text "JOIN: HELLO@PROSPERITYNETWORK.CO.UK".

16th SEPTEMBER | 7pm

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Q & A

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LESSONS FROM LAST WEEK



MONDAY ++ 7PM ++ 9 SEP

**COACHES
PRESENTATION**

WITH



MILES BULLOCH

JOIN THE CALL: HELLO@PROSPERITYNETWORK.CO.UK

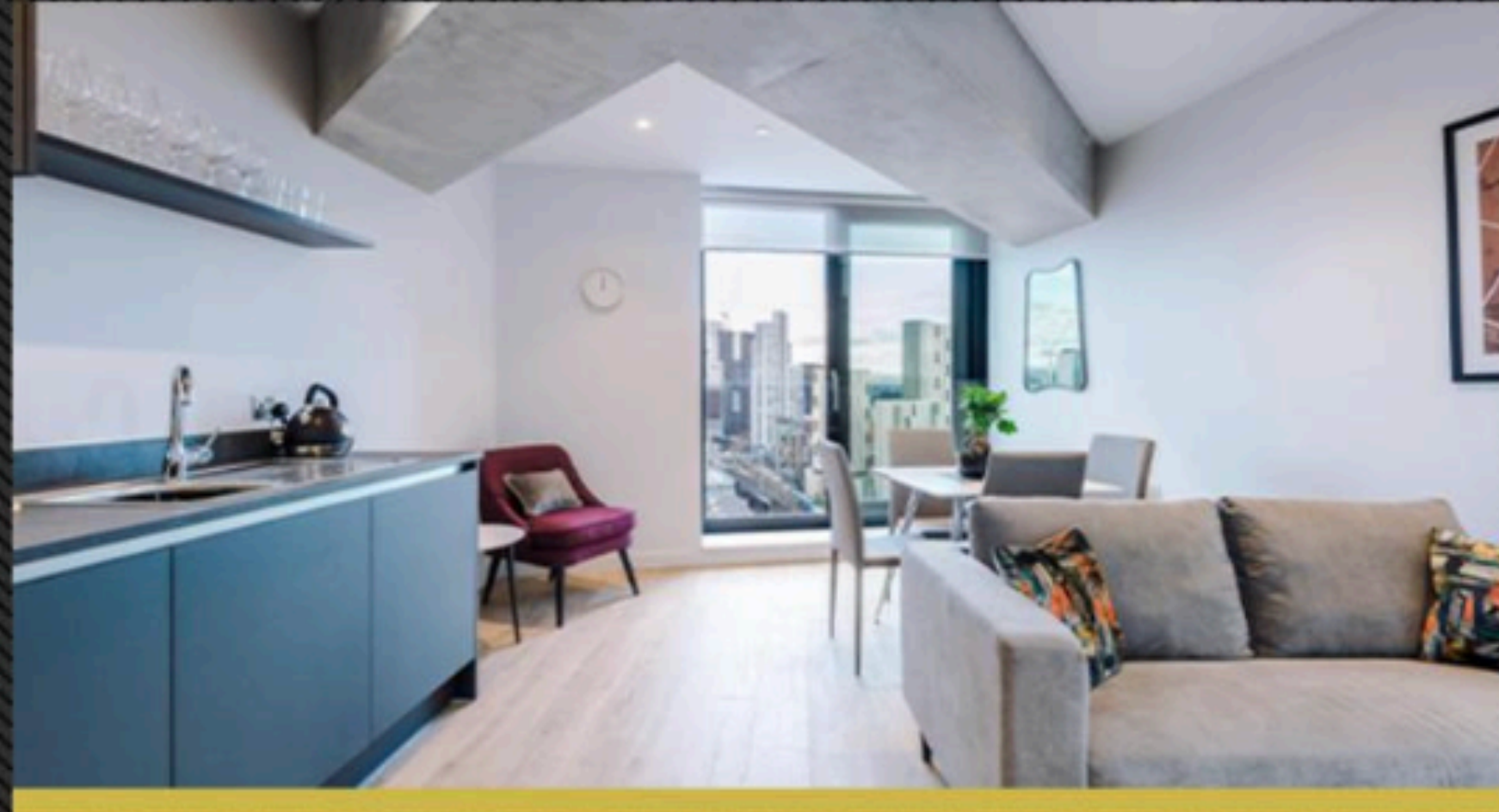
- **Scaling over time**
- **The process of subject to planning deals**
- **Timeframes and key team members in the strategy**
- **Working in a multi faceted Joint Venture**
- **Changing your strategy**
- **Importance of accountability and support**

#ITSONTHEPORTAL



DEMOLISHING AND CONVERTING AN OLD MILL TO 17 APARTMENTS IN WEST YORKSHIRE

Andrew and Mary of Elite Dwellings and Four Space have an absolute beauty of a project on their hands, bringing to life and old mill and creating 17 new homes. It hasn't been without its fair share of challenges and lessons though! Watch to find out more.



SERVICED ACCOMMODATION IN DETAIL

Ben Eastwood (Morwood Properties/Letts-Stay) has built a successful serviced accommodation portfolio and is a Prosperity Network award winner for Deal Of The Year. He dives deep into the details of the serviced accommodation strategy.



TWO NEW BUILDS IN WIGAN (USING THE GARDEN OF AN END OF TERRACED PROPERTY WE BOUGHT)

In this exciting episode, we're diving into our very first from the ground up new build project! Alex, along with his business partner at CM Property Ltd, [read more](#) on a bold venture by purchasing an end-

MORE GOING ON ALL THE TIME

MOVE QUICKLY

SAVE THE DATE

PROSPERITY NETWORK

CHARITY GALA *& Dinner*

SATURDAY 7TH DECEMBER

£120 PER TICKET, PER PERSON

£1,100 PER TABLE (10 PEOPLE PER TABLE)

KIMPTON CLOCKTOWER HOTEL,
MANCHESTER

INVITATION TO FOLLOW

**PROSPERITY**
NETWORK



Saturday 7th December

PN Awards Gala

**Reservations are now
over 350 tickets**

**All Sponsorship packages
now sold out**

**This time last year we had
sold 140 tickets**

BOOKINGS@PROSPERITYNETWORK.CO.UK

MASTERMIND DAY AND NETWORKING DAY




MASTERMIND DAY 2024 PROPERTY INVESTORS
PROPERTY EDUCATION NO HARD SELL FACTS
NOT FEAR YOUR NETWORK IS YOUR NETWORTH
REAL PEOPLE DOING REAL DEALS

PROPERTY NETWORK

> MASTERMIND DAYS <

GROWING A PROPERTY BUSINESS AT SCALE

GOING FROM HOBBY INVESTOR TO
LEGITIMATE BUSINESS OWNER



ADAM LAWRENCE

THIS EVENT IS EXCLUSIVELY AVAILABLE FOR PACKAGE C AND ABOVE.

FRIDAY	11TH OCT 2024	JUL 17
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EMAIL BOOKINGS@PROSPERITYNETWORK.CO.UK

“Growing a Property Business at Scale - going from hobby investor to legitimate full time business owner”

Looking at scaling in strategy, finance, recruitment, cash flow management, accounting and much more.

Double header with Networking Day weekend

bookings@prosperitynetwork.co.uk

11TH AND 12TH OCTOBER

Venue - The Village Hotel, Warrington, WA1 1QA

MASTERMIND DAY AND NETWORKING DAY



**IT'S A DOUBLE EVENT
WEEKEND!!!**

**YES Networking Day
Saturday 12th October 2024.**

Rental inflation slows to 5.4%, the lowest for almost 3 years (Sep-21)

Supply/demand imbalance supports drawn-out slowdown in rents

Number of homes for rent rising, but still a quarter below 2019 levels

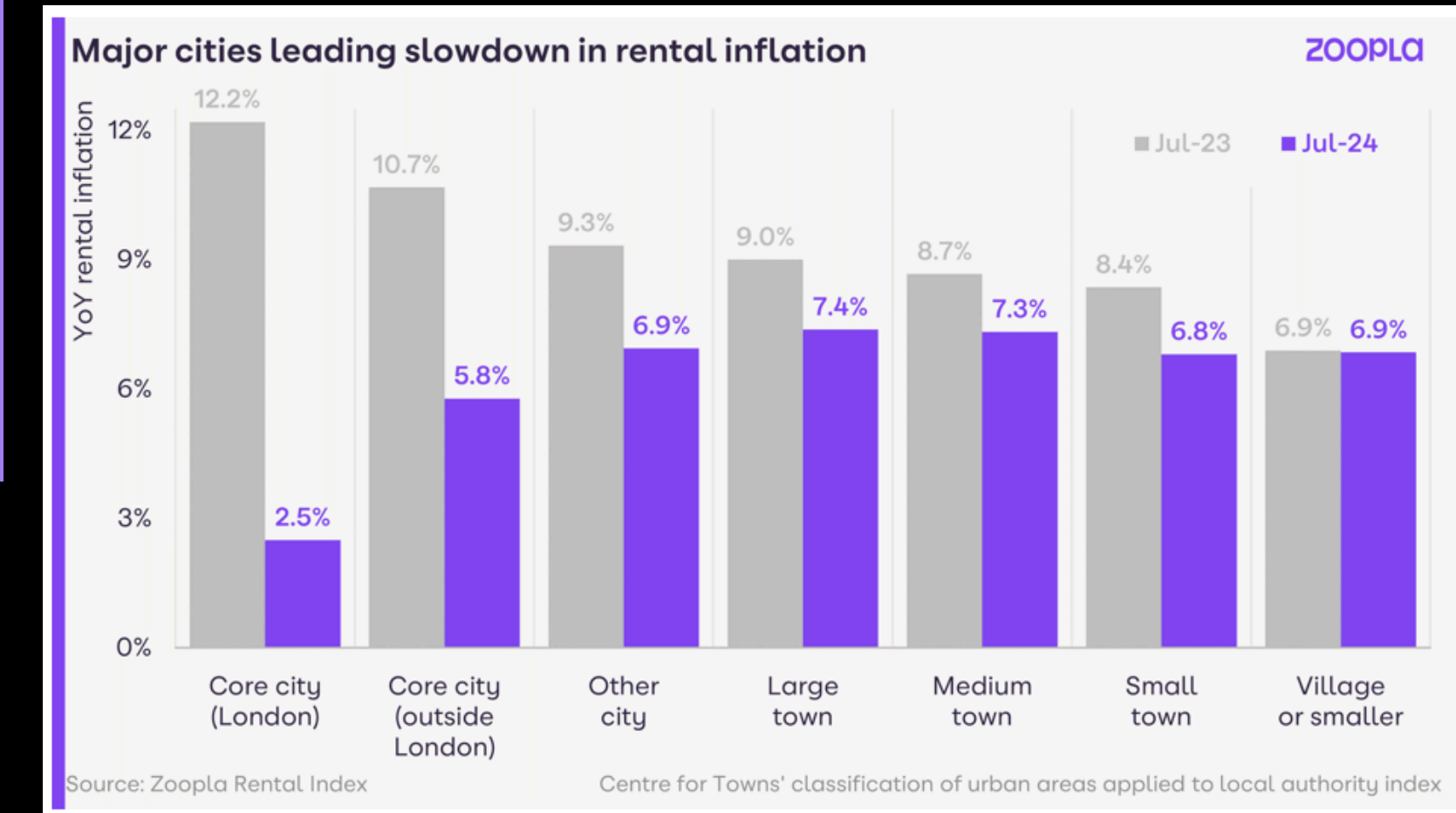
Potential further tax changes will result in more landlords selling

Rental demand is cooling off a high base but is still 2x pre pandemic

Rents slowing fastest in cities led by London, but still rising quickly in towns and rural areas - 6 postal areas with 10%+ rental inflation

Rents expected to rise 3-4% over 2024 and supply/demand imbalance to remain into 2025, supporting continued growth in rents

“The unaffordability of home ownership will continue to support strong demand for renting into 2025, and any policy changes that reduce supply will simply push rents higher - hitting low incomes renters hardest. It’s vital that policy makers in Government focus on growing the stock of homes for rent.”



UK rental inflation slowing slowly

Annual UK rental inflation for new lets has slowed to 5.4%, close to half the rate a year ago (10.2%), and the lowest for almost 3 years.

Rents are experiencing a more drawn-out slowdown compared to consumer prices and earnings. A sustained mismatch between supply and demand is keeping an upward pressure on rents, especially in more affordable locations. Slower growth is focused on larger cities where affordability pressures are limiting what renters can pay, pushing up rents in adjacent markets.

House Price Index

The largest monthly sample of residential property prices and housing market activity

+0.8%

Monthly average asking price increase, double the long-term September average

+1.2%

Annual average asking price change rises to +1.2% versus September 2023

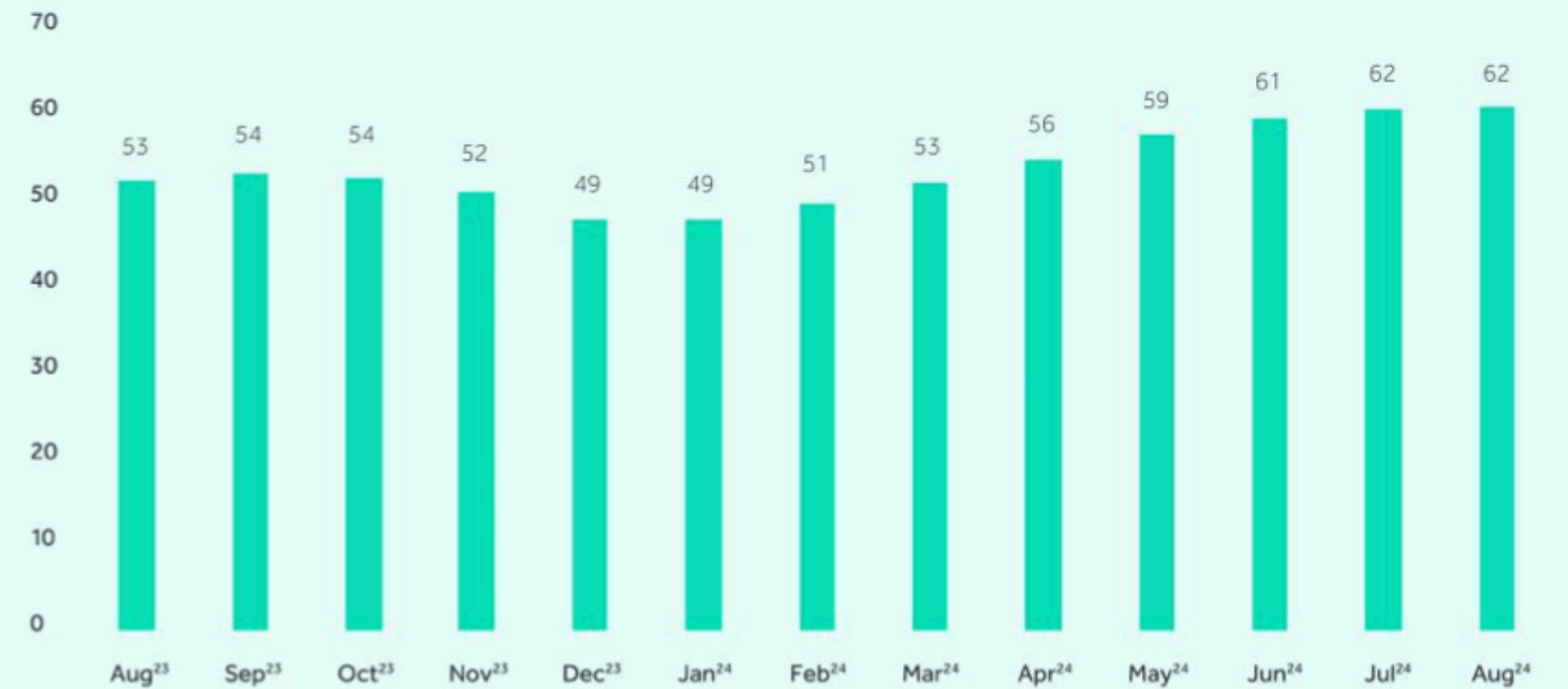
+27%

Increase in sales agreed, a strong rebound from this time last year

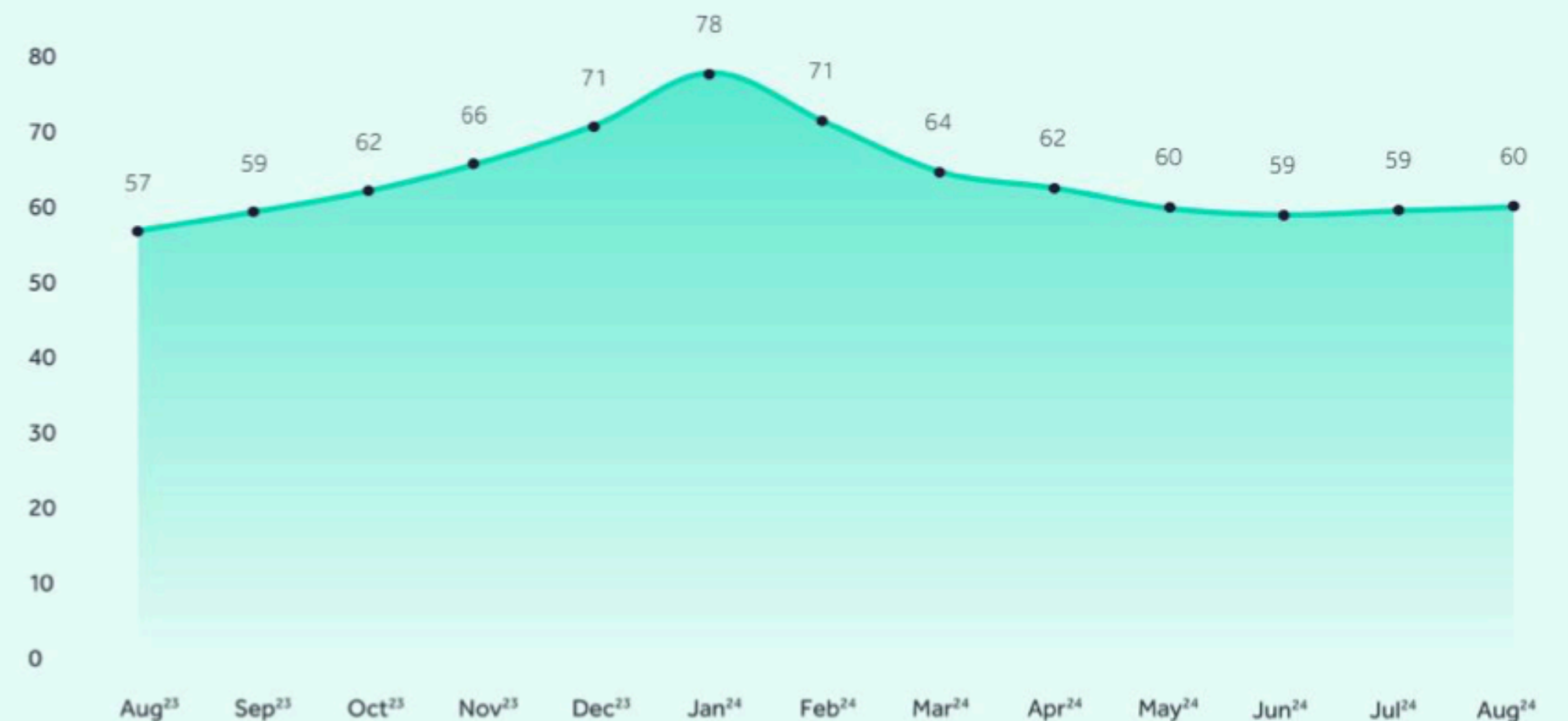
Autumn action starts early as movers spot window of opportunity

- Average new seller asking prices rise by 0.8% (+£2,974) this month to £370,759. September usually sees a monthly rise in prices, but this year's increase is double the long-term average, with prices supported by increased activity levels
- The traditionally busier Autumn market appears to have started early, with many movers spotting a window of opportunity to act as mortgage rates trend downwards and property choice increases:
 - The number of sales being agreed is up by 27% year on year, a strong rebound compared with last year's more subdued market as pent-up buyer demand is released
 - Home-owners more confident to come to market, with the number of new sellers up by 14% on this time last year, and the average number of available homes for sale per estate agent at its highest since 2014
- However, the market remains cautious, and there are still uncertainties ahead:
 - It's currently taking an average of 60 days for a seller to find a buyer, three days longer than in the more subdued market at this time last year as value-conscious buyers take their time to find the right home at the right price
 - The average 5-year fixed mortgage rate is still 4.67%, and while this is lower than the peak of 6.11% in July 2023 nearly double the 2.34% at this time three years ago
 - We wait to see any housing announcements made in the Autumn Statement on October 30th

Average stock per agent (including Under Offer/Sold STC)



Average time to secure a buyer (no. days) National



LAST WEEKS UPDATES

FINANCIAL TIMES

UK economy stagnated for second consecutive month in July

Figures are a blow to chancellor Rachel Reeves who has put growth at heart of government's agenda



The UK economy unexpectedly stagnated for a second consecutive month in July, in a blow to the newly elected Labour government that has promised to boost the country's growth performance.

The weakness comes after the [economy](#) also failed to grow in June, and underlines the challenge facing chancellor Rachel Reeves as she prepares for Labour's first Budget next month.



UK pay growth cools, keeping BoE on track for another rate cut

By Andy Bruce and Suban Abdulla

September 10, 2024 11:32 AM GMT+1 · Updated 6 days ago



- UK pay growth cools to more than two-year low
- Economists say data keeps BoE on track for Nov rate cut
- Employment jumps, ONS warns again on data quality
- Vacancies continue downward trend

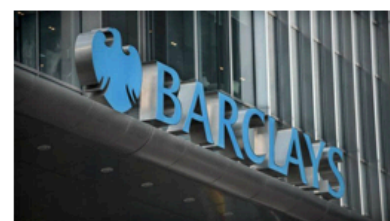


THIS COMING WEEK

Wednesday - Inflation Data and ONS House Prices for July

Thursday - MPC meeting to decide base rate

Market predicts a 25% chance of a reduction this week but an 80% chance of reduction in November



Mortgage price war to put pressure on lender margins – Bloomberg Intelligence

SEPTEMBER 16, 2024 | MARC DA SILVA

The UK housing market is benefitting from sub-4% swap rates and increasing loan approvals



Mortgage rates cut for buyers with small deposits

SEPTEMBER 13, 2024 | MARC DA SILVA

These latest reductions will ensure that we have some of the most competitive rates on the market in what remains a challenging environment

SONIA swaps



	12 Sep 2024	13 Aug 2024	13 Sep 2023
1 Year	4.235%	4.436%	5.495%
2 Year	3.782%	4.014%	5.201%
3 Year	3.588%	3.801%	4.923%
5 Year	3.417%	3.593%	4.568%
7 Year	3.369%	3.523%	4.348%
10 Year	3.404%	3.545%	4.198%
15 Year	3.521%	3.650%	4.126%
30 Year	3.565%	3.677%	3.952%

RESI

- Halifax have reduced rates on 2 and 5 year fixed rates up to 90% LTV by up to 0.33%
- Vida have reduced rates on all fixed rates by up to 0.3%
- NatWest have made decreases in 90% and 95% LTV products. Purchases down by up to 0.19%. Remo down by up to 0.04%
- Pepper Have reduced rates by up to 1% on 2 year and 0.74% on 5 year fixed products. Rates now starting at 5.59% at 75% LTV
- TSB have reduced 2 year fixed up to 80% LTV by up to 0.25%, 5 year up to 85% LTV by up to 0.35%
- Suffolk BS have reduced 5 year up to 95% LTV by up to 0.2%
- Clydesdale have made reduction of up to 0.39% on 2 and 5 year fixed
- Virgin have made reduction of up to 0.30% on 2 and 5 year fixed
- Nationwide have made reductions of up to 0.25% on selected fixed rates.

BTL

- Landbay have reduced rates on smaller HMOs now starting at 4.04% with a whopping 6% fee and introduced AVMs at 75% LTV on BTLs
- Landbay have also reduced all rates by 0.2% on standard properties
- Fleet have reduced rates on 2 year fixed with 3% fee by 0.3% and on zero fee by 0.15%
- Keystone have reduced all fixed rates by 0.25%
- Vida have reduced rates on all fixed rates by up to 0.3%
- TML have made reductions across all 5 year products for all types of property by 0.29%
- Foundation have reduced rates on 5 year fixed by 0.2%
- Accord have reduced 2, 3 & 5 year rates by 0.25% (personal name only)
- Aldermore have introduced new limited edition products starting at 4.69%

QUESTIONS?

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Q&A CONSTRUCTION, INVESTMENTS & BUSINESS

PAUL TINKER

**CONSTRUCTION TRAINING
ACADEMY**





- £2.3M Refurbishment project
- I was the Project Manager
- Delivered a great project
- Featured in the press
- 18 Months duration
- 3 Years repeat business





22 SEPTEMBER
2018











**WHAT AM I WORKING ON
NOW?**



THE FUTURE



The Property & Construction Conference

**Birmingham National
Conference Centre**

15-16 November 2024

Premium: £400.00

Standard: £200.00



**YOUR QUESTIONS FOR
PAUL?**



What does success in business look like to you?

What are the key lessons you have taken from scaling your business over the last few years?

What has been your biggest challenge in your business to date, and how did you overcome it/them?

Would you do anything differently starting again?

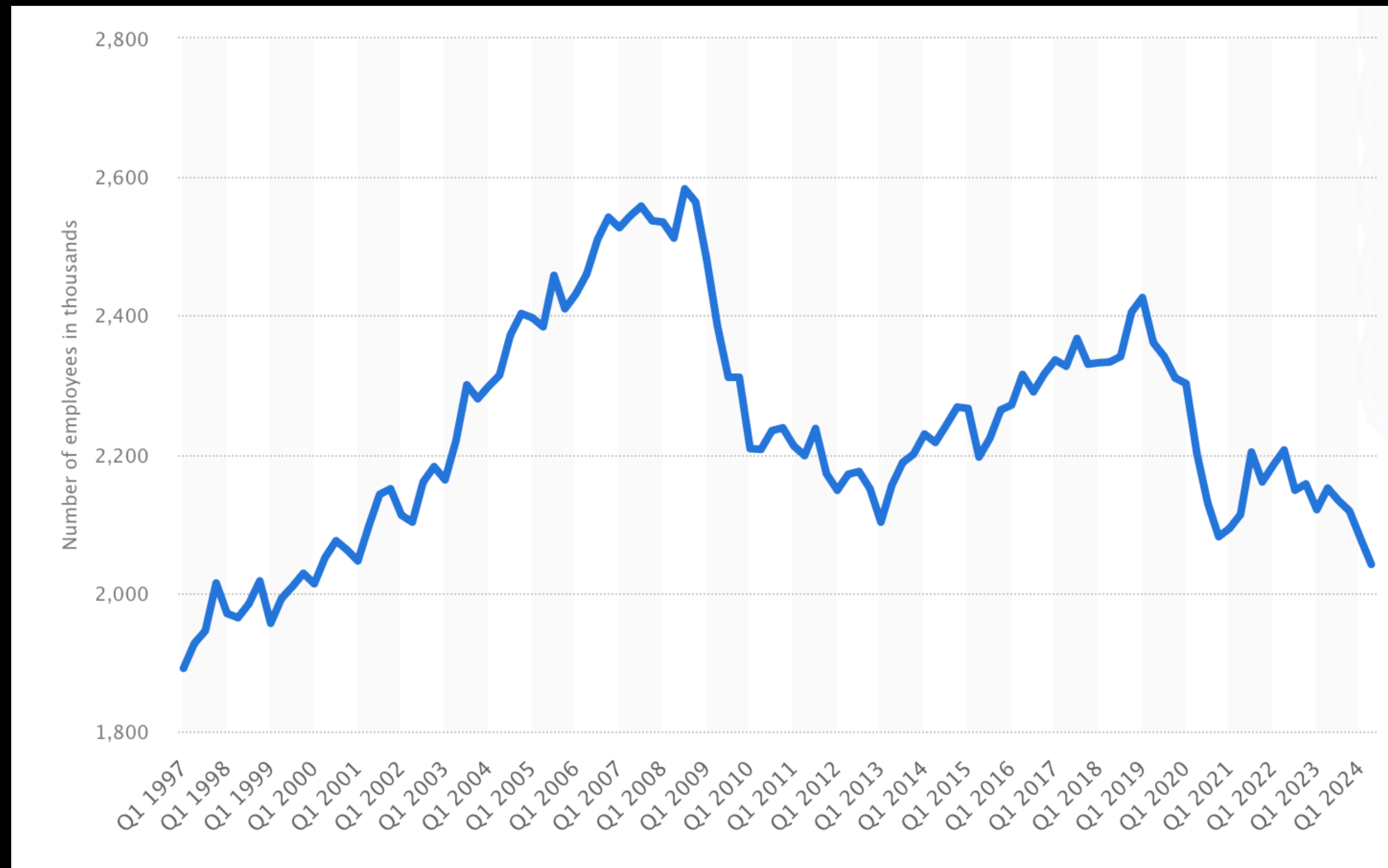


What are the biggest mistakes you are seeing Property Investors making when working with their builders at the moment?

What are the biggest mistakes you are seeing builders making working with Property Investors?



Why are so many people leaving/not joining the construction industry?
What does the future look like for the industry in your opinion?



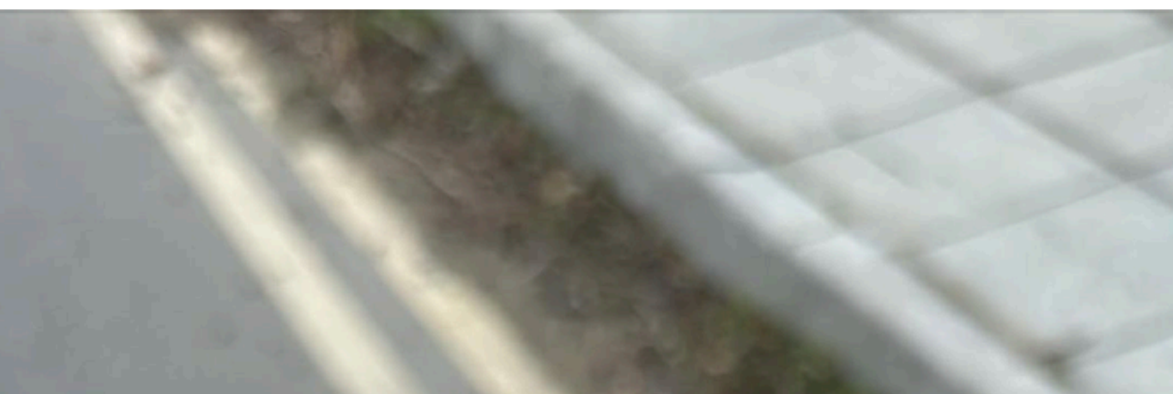


You comment a lot on Angel Investment online - what do you see as a successful approach a Property Investor should take?
What are the big no-no's for you?



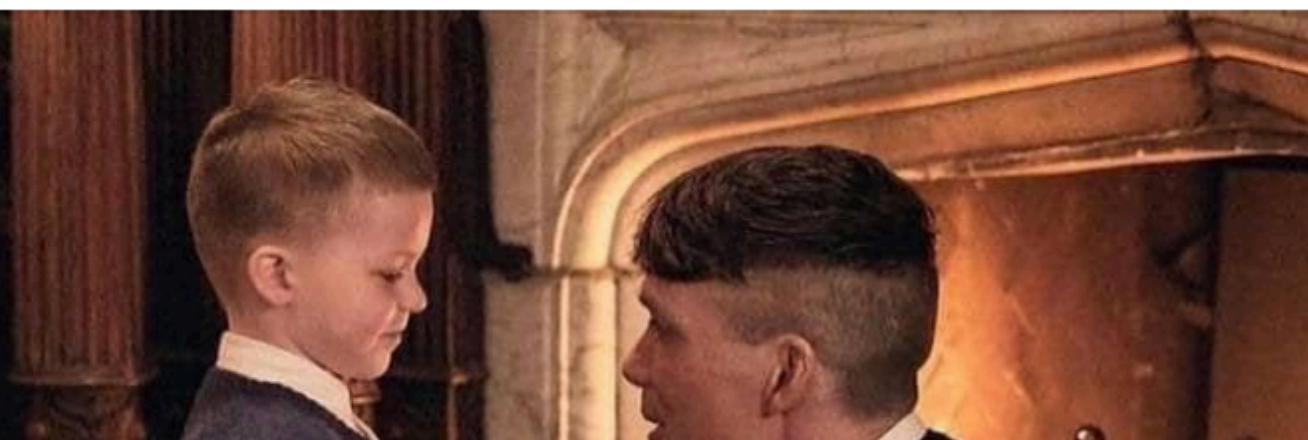
Paul Tinker
15 December 2023 · 🌐

Making big sums of money only feels good for a max of a weekend
Then it genuinely becomes a problem
Investing it into other peoples projects when there's some risk involved is exciting for much longer than that
I wanted to do a "long post" in my take on an investors view
There's so much chatter about "pitch decks" and drinking in polo clubs and doing Facebook lives etc that I personally believe to be utter tripe
For me (and this is just my personality profile - not everyone's, so it can't be "wrong")
The very first thing I need to establish before I'll even look at investing into anything
Do I know like and trust this fucker with my cash
I literally ask that question of myself straight away
What's my gut saying?
By the way I am easily pleased too 😊
Next is the deal itself
The first thing IS NOT THE RETURN and I actually hate it when the pitcher leads with that
The first thing for me is "When and HOW will I get my money back"
If that meets my timelines and cashflow it's a tick ✅
I'll also ask how will you ensure that the repayment date is met
Next up is risk profile
Is it unsecured, is it secured with charge, is it PG and any debentures
And with all that 📉 I work out what return I'd expect on a case by case basis
£100k for 12 months for 10% does not excite me one iota especially when the pitch lead with that 🤔
Never ask for a loan ❌
Always offer an opportunity ❤️
My thoughts while enjoying a Starbucks and in need of scrubbing my nails
Hope this helps someone on some way



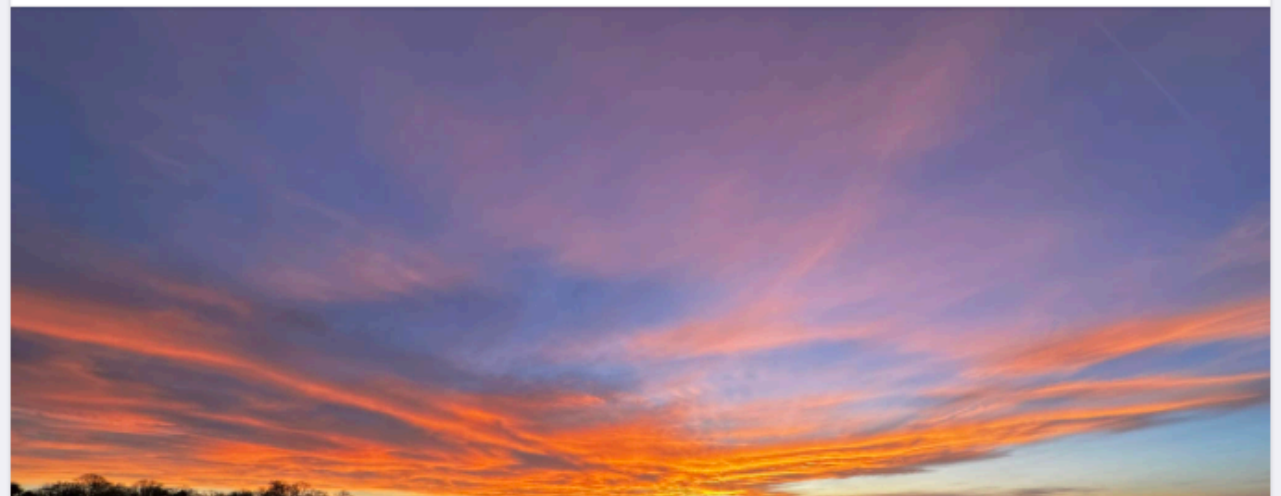
Paul Tinker
16 December 2023 · 🌐

An investors perspective part 2
I've heard from a few folks who are looking for investment for the first time and want to know how to demonstrate "experience" when they've got "no track record"
I want to offer my take on this
Ultimately I'm deciding whether I think you're a safe bet
You as a human being
As I understand that projects go sideways
Buildings can fuck you
Supply chain can fuck you
The market or even a lender can fuck you
But experience doesn't change that event from happening - resilience, however will see you through (along with peer/network support)
So how I decide whether a person has "experience"?
Truth is I couldn't give a shit about that
If you're a good person with good intentions
In fact I'd say the opposite is true
(Again this is for me only)
As I look a new person entering into a project green out the box
I know 100% that this will be the project that they give 1000% commitment to
You'll never be more committed than your first one
Eager keen and willing
You're not distracted at this point, you've not got plates and projects spinning all over the place and you're focused
I only share this to shift any limiting thoughts you might have about how an investor might view you with "no track record"




Paul Tinker
17 December 2023 · 🌐

Raising private finance - and investors perspective
Part 3
I've shared these posts from my own perspective, my own viewpoint and how I feel when I read and hear things
I see, hear and read from a lot of folks looking for money for projects
Here's a few tips for you to stop doing (if you do these) contrary to what commonly gets discussed and shared
The first one is looking for an "angel"
Or labelling your investor as an "angel"
Now psychologically- an angel is a "saviour" the implication of that being that you need saving (cos you're in trouble or in the shit)
Now when you're looking for (and find) an angel, and they deem themselves to be that (because you called them it) you immediately put them in a position of power/dominance. Again psychologically
The second is of a similar thread 📌
And it how you frame the "deal" overtly and internally
STOP 🚫 asking for loans
You are providing an opportunity
When you ask for a loan - you are again in a position of subservience and the lender holds all the cards
Both in reality and your own head
When it's an opportunity the psychological position is entirely different in that the investor should WANT to work with you
Me investing in something is completely different to me lending you money
They both need a risk assessing but from different perspectives
Hope these 3 posts have helped someone
And [Danny Inman](#) you can delete them all now 😊





You use social media A LOT from what I can see.
What are your REAL views on it for business? Good and bad.

 Facebook



PROFITABLE REFURBISHMENT TRAINING



web: www.constructiontrainingacademy.com
e: info@constructiontrainingacademy.com
tel: 01652 238118 opt 1

Paul Tinker
6.8K followers · 606 following

[Friends](#) [Message](#) [Search](#)

Instagram



paul_tinker_32 [Follow Back](#) [Message](#) [+](#) [...](#)

3,435 posts 2,499 followers 901 following

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ANY OTHER QUESTIONS?

THANK YOU

ENJOY YOUR WEEK



BACK NEXT WEEK

JUST GETTING STARTED