

# THE ESSENTIAL QUALITIES OF MULTI-MILLIONAIRE PROPERTY INVESTORS

*By Dale Beaumont*

Ever wondered why some investors achieve extraordinary success, while others struggle to make the grade? Why some investors attract an abundance of great opportunities, while others are still out there looking?

A new book titled: **'Secrets of Property Millionaires Exposed!'** takes people up-close and personal with eleven of the country's most successful property investors, including John Fitzgerald, Hans Jakobi, Peter Comben, Ed Chan, Dymphna Boholt, Gordon Green, Craig Turnbull and others. In a surprisingly candid way each contributor shares their own unique wealth strategy and dozens of hints and tips from years of experience.

The following ten (10) points are the author's perspective of those personal qualities and attributes that all multi-millionaire property investors have in common.

## **1. A strong desire**

Successful investors have a strong desire to achieve their goals. They are not willing to compromise on their dreams and tend to be people that won't settle for a mediocre life. They understand the importance of building wealth, not for the sake of having more money, but for the lifestyle, time and choices it brings. For example, one of the people in the book, Dymphna Boholt, was at a low point in her life where she'd just gone through a divorce and had two hungry mouths to feed. Her wish to spend time with her kids and provide them with a good upbringing fuelled her desire and drove her to achieve great heights.

## **2. Think abundance**

Every person interviewed in the book had an abundance mindset. They are of the belief that opportunities are always there and if they remain positive and optimistic, life will attract to them what they need. In fact, a number of them commented on the belief that the deal of a lifetime comes around once a week. So if you miss an opportunity, keep your chin up, because another deal is waiting just around the corner.

### **3. Be committed to a strategy**

Many of the millionaires commented that the biggest mistake they see new investors make is that they try to execute too many strategies at once. As a result of chopping and changing, they lose focus, have fewer results and at worse, withdraw from property investing entirely. So take the time to devise a well thought out plan and then stick with it long enough to see it bear fruit.

### **4. Great communication skills**

Multi-millionaire property investors understand the fact that real estate is ultimately a people business! While the properties themselves may be inanimate objects, the people that own them, and the people around them are real people with feelings and emotions. That is why it's important to treat people with respect and listen to their needs. News travels fast in property and your reputation is the key.

### **5. Action orientated**

This is where the rubber hits the road. High achievers understand there is time for setting goals and developing plans, but then there's time for action. They know that when all is said and done, most talk but few do. High achievers take deliberate action. They know that anything worthwhile in life does not happen by accident. You must go after it and make it happen.

### **6. Take responsibility**

People who make a real success of property investing take responsibility for everything that happens to them. They resist the urge of blaming others for their circumstances. For example if one of their properties becomes vacant for two months they accept responsibility and become proactive about finding a tenant, rather than blaming the property manager.

### **7. Focus on the team**

Highly successful investors have all come to the realisation that you can't do everything on your own. That's why they're committed to finding and keeping the best people to work with.

### **8. Have an ability to bounce back**

Challenges and obstacles are part of any worthwhile journey. Successful investors understand this and have developed a special ability to express resilience when times are tough. There's a Japanese proverb which says, 'fall down seven times, get up eight'.

## **9. Committed to continual growth**

The only certainty in property is that things will never stay the same. That's why each of the people interviewed for the book are committed to broadening their knowledge base. They advocate the importance of knowing what's happening in the market and being aware of new issues that might affect them now or in the future.

## **10. Celebrate your success**

There is one more quality of successful property millionaires and that is they celebrate their successes and reward themselves for their achievements. There are a lot of people who are not happy because they haven't mastered this particular quality. So go on, get out there and enjoy the journey!!

**'Secrets of Property Millionaires Exposed!' is available now in all good bookstores or can be purchased from: <http://www.SecretsExposed.com.au>**

