

SUCCESS IN PROPERTY, WITHOUT BUYING A SINGLE PROPERTY



Hi folks, Paul McFadden here.

Often, I'm asked if it's truly possible to replace your income through Property fast, due to the success stories we share regularly on social media.

It's natural to wonder, after all, don't you have to buy Property to make money through Property? And doesn't the revenue generated come in small monthly doses of rental income, followed by one large chunk upon selling at a later date?

The answer is yes and no.

Yes, if your strategy is buy-to-let.

No, if your strategy is among many others available to you.

With this in mind, you do not need to buy a single property to generate a substantial income through property. All you need is the appropriate strategy.

There are many ways to make money in property, including the previously noted buy-to-let (BTL) which means buying a property at a price below the market value, and renting to a tenant; and buy-to-flip (BTF) which means buying a property, again, at a price below the market value, then renovating and selling at a profit. We focus on both in our [Property Protege™](#) programme, but among the many strategies available and the many that we teach, there's one in particular that we help new investors focus on, in order to help them replace their income in the quickest time. That strategy is **Property Trading**.

Property trading is when you sit in the middle between seller and investor.

You start by sourcing a below-market-value property (BMV), which means helping a seller who needs to sell fast by arranging to buy from them at a price that works for both parties, and when that deal ticks the right boxes, you sell it to an investor for a fee.

You package and sell the deal, without ever having to buy.

When I first started, I had no money whatsoever, just raw ambition for a better life and the determination to make it happen. I was, however, worried that I'd have to cover deposits, renovation fees, legal fees, and so on, but as we always say, *it's never a question of resources, it's ALWAYS a question of resourcefulness*.

So I got resourceful. I became very good at sourcing deals. I was able to find BMV properties very easily. I'd find a seller who had to sell fast and didn't have the luxury of time, and I'd help them from a tough situation by arranging to take the property off their hands at a discounted but guaranteed rate. If the true value of the property was £100,000, I would negotiate a discount of let's say £25,000, making it a 25% BMV deal.

I got very good at this and started structuring deals then selling them to investors. On my first deal I made £1,000. I then thought about the discount I was achieving and the fact that it was cash-flowing well each month, and realised that I should charge more. I then started making £2,000 per deal, then £3,000, then £5,000 and beyond.

Sure, there were a few more moving parts when you got into the specifics, but none of the above was particularly difficult, despite starting as a 19-year old with no experience, no cashflow, no influence, no contacts, and no clue.

Now imagine earning £5,000 per deal, simply by sourcing a property, then packaging the opportunity and selling it on (*all of which we can show you how to do*).

How many deals would you have to do per month to replace your income?

If you're making £5,000 per month, that's just one.

If you're making £10,000 per month, that's just two.

If you want to make let's say £20,000 per month, that's just 4 deals per month.

This strategy is the first thing we teach at [Property Protege™](#), to help you quickly replace your income, allowing you to go above and beyond what you first thought possible.

If you'd like to find out more about building a property business, replacing your income through property in the fastest time possible, or any other aspect of property, go to [PropertyProtege.com](#), watch live footage of our other Protege members sharing their experience, then get in touch to arrange a chat (more information below...).

ABOUT PAUL MCFADDEN

Paul McFadden has 12 years of experience in Property and Land, and an ever-increasing Multi-Million Pound portfolio. Paul has packaged over £250 Million worth of property investments, and is responsible for helping countless others, including many prominent and well known people in the property industry, to become full-time in property.

Connect with Paul. PaulMcFadden.com.

HARDCORE PROPERTY PODCAST

Subscribe to Paul McFadden's podcast for free, and enjoy hard-hitting discussion and straight-talking advice on all things Property Business and Life. No punches pulled. Also featuring occasional guests. HardcorePropertyPodcast.com.

PAUL MCFADDEN WEALTH LTD

Visit our parent site for webinars, training, support, and free tools and resources to support you on your Property journey. Visit PaulMcFaddenWealth.com.

THE PROPERTY PROTEGE™ INTENSIVE

Property Protege™ was developed by Paul McFadden and Billy Farrell, based on what they wished had been available when getting started in Property. The Property Protege™ intensive is designed to give you the best possible start in property in education and knowledge, backed by a world-class support programme, community, and resources. Property Protege™ is about more than just property, it's about building you from the inside out, into the kind of entrepreneur you won't recognise months from now.

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PROPERTY PROTÉGÉ™ SUCCESS STORIES

Hear from some of the Property Protege™ members as they describe the journey they have been on since enrolling in the programme, and what it has helped them achieve.



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