YOUR FIRST WEEK

5 jobs, whether you buy anything or not

From the workshop "Your first property deal, around a full-time job". One M at a time.

1 **Motivation**

Find 5 listings on your patch with a hint. Write which of the 9 reasons each one points to, and what that seller needs.

2 **Marketing**

Draw your patch on a map and split it into 4.

3 **Money**

Write a list of everybody you know with money. Get back in touch slowly. No pitch.

4 **Management**

Decide: manage it yourself, or an agent.

5 **Momentum**

Book your first viewing, and write down your viewings number for the month.

Adam Slee. Education, not financial advice. Asking anyone to lend to you or invest alongside you is regulated, and a solicitor does the paperwork first. Bull and Bear Investments Limited, 167-169 Great Portland Street, London, W1W 5PF.