



MONTHLY MEETUP – DECEMBER 2023

- Brand new activity called The Capability Breakthrough. All progress and breakthroughs stem from the capabilities that you grow and the capabilities that you build. Our goal for you is to build one capability that's going to get you that breakthrough.
- Members of the community ranked their year and what's determining them to move forward and make 2024 even better!

Special Announcements:

- Launched The Roundabout for the Mastermind Community.
 - It's a monthly review that's going to come out via email at the end of every month which will recap the past month and look forward to the next month's events.
- The Inner Circle Community isn't going away. We are building technology so that we can have the Inner Circle group on a Keyspire platform. We're not going anywhere. We're here for you. If you're in the Mastermind community, you'll have your own community on the platform.

What to expect at your first Mastermind Workshop

- In-person Workshops will be held at 700 Hespeler Road, Cambridge, Ontario. Watch your email for more details about this coming soon.
- Be ready to network, build relationships, and have lots of discussions. We'll focus on what's working today and what isn't, and we'll work together to solve your biggest problems that you're having in real estate.
- We'll be revisiting and diving deep into a lot of foundational material.
 - Getting into Lifestyle Freedom mindset
 - Using Total Portfolio Management as our anchor
 - Introducing new concepts: The Private Real Estate Dial and The Investor Activity Dial
 - Reverse Mapping Your Portfolio – identifying just how much money you need to invest to reach your Lifestyle Freedom

Upcoming Mastermind Events:

- We've got two more weekly focusing calls, December 11th and December 18th.
- Next Monthly Meetup: Wednesday, January 3, 2024

The Capability Breakthrough

- Capability vs Ability
 - Definition of capability: "A specific developed ability to complete a task and produce a desired result."
 - A capability is something that you can develop. Whereas an ability is generally something that is innate, it's natural inside of you.
 - Our goal for January 2024 is to intentionally develop a capability.
- What is a capability breakthrough?
 - The moment when you break through a business obstacle for significant growth.
- The three main capability builders:



- Education
- Experience
- Relationships



- You don't have to build every capability and you shouldn't. You shouldn't have every capability. You should decide on the ones that you want to build, and then find the relationships with people that have those other capabilities.
- Business Growth Line:
 - As your real estate investing business is growing, you're going to experience moments of growth followed by moments with not much happening.
 - When your business is not growing much, then you're on the capability builder line. And that moment. In any moment, you are going to have a breakthrough, and it's going to grow. And these moments of breakthrough here are almost always coupled with a new capability.
 - So don't try to grow all five capabilities at the same time. The goal is to figure out which capability is the number one for you to focus on to have whatever the growth is in your business.
 - Be sure to watch how Michael grew his business by focusing on one capability at a time:
 - Capability 1: Assemble a deal
 - Capability 2: Learn Flip to Yourself™
 - Capability 3: Learn how to raise money
 - Capability 4: Invest Where Returns Are Best™
 - Capability 5: Invest passively

The Capability Breakthrough Activity:

- What capabilities have you developed that have created a major breakthrough in your life?
- When have you used OPC, other people's capabilities, to create a major breakthrough in your life?
- What is your next major breakthrough? What new capabilities are required for your next major breakthrough?
- Choose one breakthrough capability for you to develop.
- Choose one breakthrough capability for you to find with other people's capabilities.

Refer to the next page for a sample activity.



THE CAPABILITY BREAKTHROUGH™ SAMPLE

PAST	
What capabilities have you developed that have created a major breakthrough in your life?	When have you used OPC (Other People's Capabilities) to create a major breakthrough in your life? What were they?
Learned the permit process of the municipal planning department in the city I'm currently investing in by having meaningful conversations with the planning department.	Worked with a reputable contractor with experience and knowledge that aligns with my chosen investment strategy.

FUTURE
<p>What is your next major breakthrough?</p> <p>What new capabilities are required for your next major breakthrough?</p> <p>Understanding what the city's future plans are to zoning and intensification so that I can upscale my real estate investing business in this chosen city.</p>

PAST	CAPABILITIES	FUTURE
Choose ONE breakthrough capability for you to develop over the next 90 days.		Choose ONE breakthrough capability for you to find with OPC over the next 90 days.
Continue building relationships with the city's planning department.		Leverage the skills of an urban planner and architect to adhere to the city's comprehensive master plan and regulatory requirements.

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