



# Executive Summary

## Monthly Meetup – November 2023

- Other People's Experience (OPE): We can borrow people's experience. In these Mastermind sessions, we can borrow each other's experiences to learn from each other and use that to further ourselves.
- During Personal and Professional Good News:
  - Deanna and Darcy: When they invest in a townhouse/condo or single-family home that might have a special assessment, they write in the conditions that the seller is responsible for the special assessments. It paid off — on their last deal, there was a special assessment and the seller took care of it! What an easy win! Great for all of to learn this OPE!
  - Traci is excited to finally put some commitment into Keyspire and is excited for this new program.
  - Susanne and Dave bought the two properties next to Lot 9 (waterfront 4-season rentals) and will be doing some great business at the upcoming summit on the Sunday evening.
  - Carmen just wrapped up an 8-plex in Edmonton and it went smoothly. That is her and her husband's first property investment and they are very much excited about it.
  - Alena is renovating a Victorian home in Toronto, and she found an amazing contact who makes custom sized doors – please reach out to her if you are in need of some custom door work.
    - Michael had a great share about how you can make some money while you realize the needs in the business and how she can become a promoter for this company because she identified a need in the market.
  - Cat is feeling very excited about joining this Mastermind group after being at the bootcamp this past weekend. She got interested in investing because she had a goal of buying her mom a house, which she succeeded in, and now she has the fire back and wants to work towards her Lifestyle Freedom Day.
- Michael's story: Griffin's Math Test.
  - Michael's son Griffin was doing his math work and for question #4, he didn't show his work, he just knew the answer. He didn't need to show the work, because he knows how to do it, and he knew the answer. How often do we as adults get good at something and don't strengthen the ability to be able to do it...do we lose the magic?
    1. What NEW capabilities do you want to acquire?
    2. What EXISTING capabilities do you want to strengthen?

### **Individual Activity: The Quarterly Focuser™**

- Group Share
  - Adele is going to help Todd by doing some digging and coming back with information about pulling equity out of a home in Belize to build cash flow in Canada.



- Carmen mentioned that she has a great accountant in Kelowna named *Nicole Watson* who is incredible at individual and personal income tax situations.
- Bruce and Sue shared about the SUPER TEAM they've built, out in Moncton, who look after all their out of province investments which are now fully tenanted! They are also looking forward to their first quarterly Mastermind Workshop with their specific workshop group.

### **Resources Shared**

- App: QRMe
  - Can create a QR code for anything, you can create a business card and have people scan a QR code to see it, or drive them to a landing page, an offering, etc.
- BOOK: *TeamWork: How to Build a High-Performance Team* by Natalie Dawson
  - High-performance teams are built intentionally by leaders who understand the three essential components of growth: alignment, development, and transition. *TeamWork* breaks each of these components down into actionable processes, with steps you can take immediately to start making a difference today.
- APP: Blinq
  - For virtual business cards
- BOOK: *The One Thing: The Surprisingly Simple Truth Behind Extraordinary Results* by Gary Keller
  - The book discusses the value of simplifying one's workload by focusing on the one most important task in any given project.