



RENTREPRENEUR

5 TIPS ON RENTING A PROPERTY THAT YOU DO NOT OWN AND DOUBLE YOUR CASHFLOW



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A GUIDE TO NEGOTIATING WITH A LANDLORD TO RENT A HOUSE FOR CASHFLOW



The **RENTREPRENEUR** Strategy in property investing is about **Doubling** your income from someone else's property .

The term was devised from two words. **RENT** a property as an **ENTREPRENEUR**. Hence the **RENTREPRENEUR** strategy.

The biggest sticking point with this strategy is that investors believe the landlord will say **NO** to renting to you as an and the fact is that there are **9 Reasons** that they will rent to you ahead of the standard tenant.

Below are the **5 top reasons** you will use to convince the owner to rent to you first.

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CHAPTER 01

The Professional Tenant

As a Professional tenant you will be looking after the property, presenting it to its full potential, have access to common areas for surveillance and making the agents life simple.

PROPERTY PRESENTATION

As a Professional tenant you present the property in its best light so that you can attract better residents.

The advantage to the Landlord is that they will find that the property gets taken care of better than a standard tenant would look after it.

AGENTS DREAM TENANT

When the landlords agent does their 6 week, 3 month or 6 month inspection, they realise what an awesome tenant you are.

No longer will they be worried about this property and will then start bringing more properties to you to become the Head Tenant.

CLEANER AND GARDENER

Gardeners visit the property when required, leaving the landlords gardens presented beautifully.

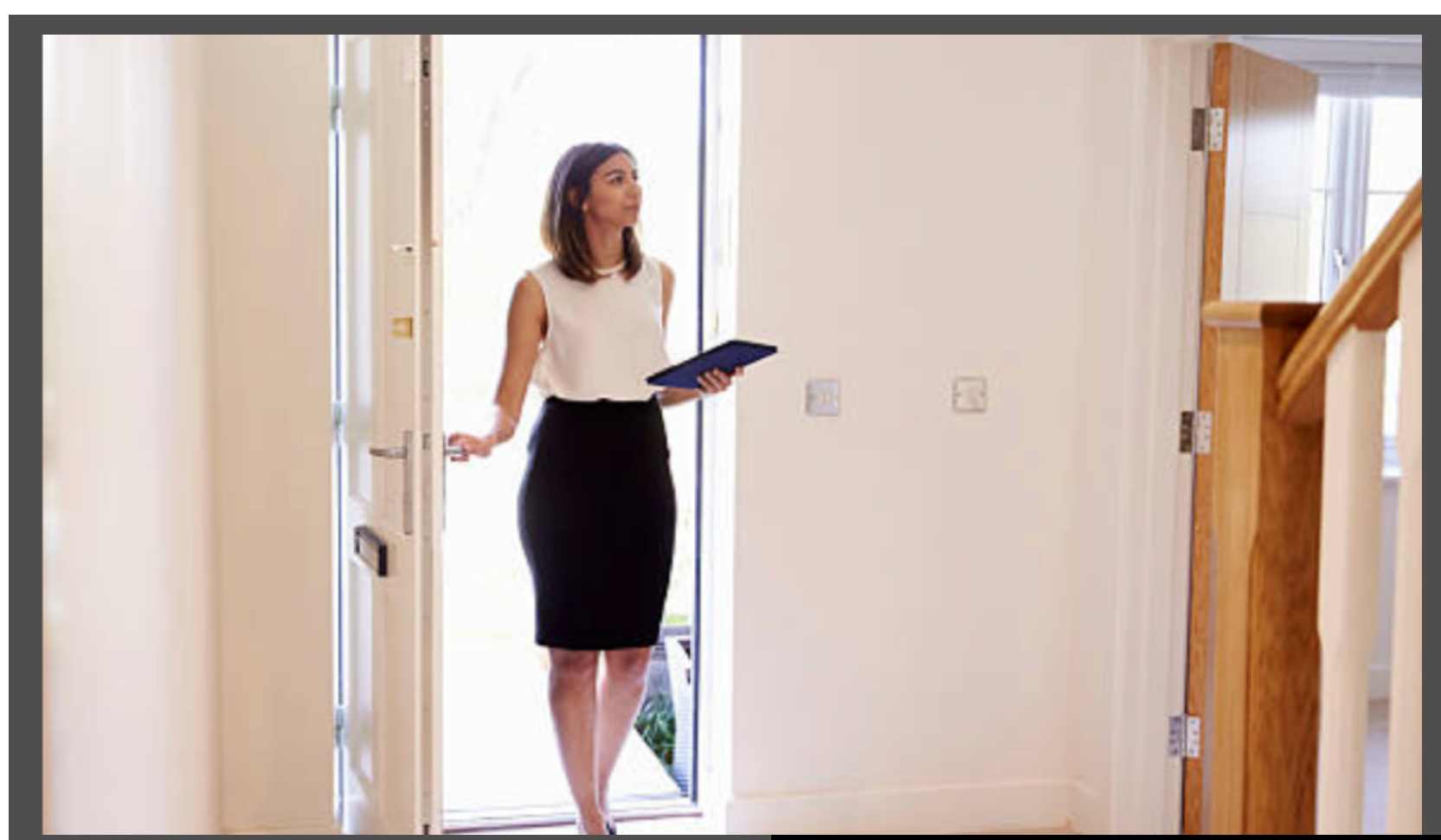
A cleaner cleans the common areas every week to 2 weeks and keeps an eye on the property. Inspections can now be done every week to 2 weeks rather than months apart.

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**WORKING WITH A
LANDLORD IS A WIN WIN
SITUATION. ITS NOT US
VERSUS THEM.**

Ian Ugarte

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CHAPTER 02

Triple Bond

What most Landlords don't realise is that we, as the Rentrepreneur, have triple the bond sitting over a property to protect against any bad residents of rent not being paid.

THE BOND WE PAY

As we are the head tenants we have to pay 4 weeks bond and that sits as security for the landlord. That is the normal protection mechanism for rental properties against loss of rent and damage.

THE BOND THE RESIDENTS PAY

As the head tenants we are accommodating residents and the rent we collect is two to three times the rent we are paying, in which case we are collecting 2-4 weeks security deposits from the residents to protect against loss of rent and damage.

TRIPLE BOND PROTECTION

All of this means that not only is there the Bond that we pay sitting against the property but we now also have the security deposits from the residents which means we have 8-12 weeks bond protecting the property.

THE FEELING OF OWN ROOF
GIVES A SENSE OF
PROTECTION TO THE PEOPLE.
SHEHBAZ SHARIF



CHAPTER 03

Reduced Cost of Insurance

As a Head tenant we technically become the landlord. That means that we need some insurances that are already covered by the landlord.

THE LANDLORDS INSURANCE

The Landlord should have contents insurance, building replacement insurance, public liability insurance and loss of rent insurance.

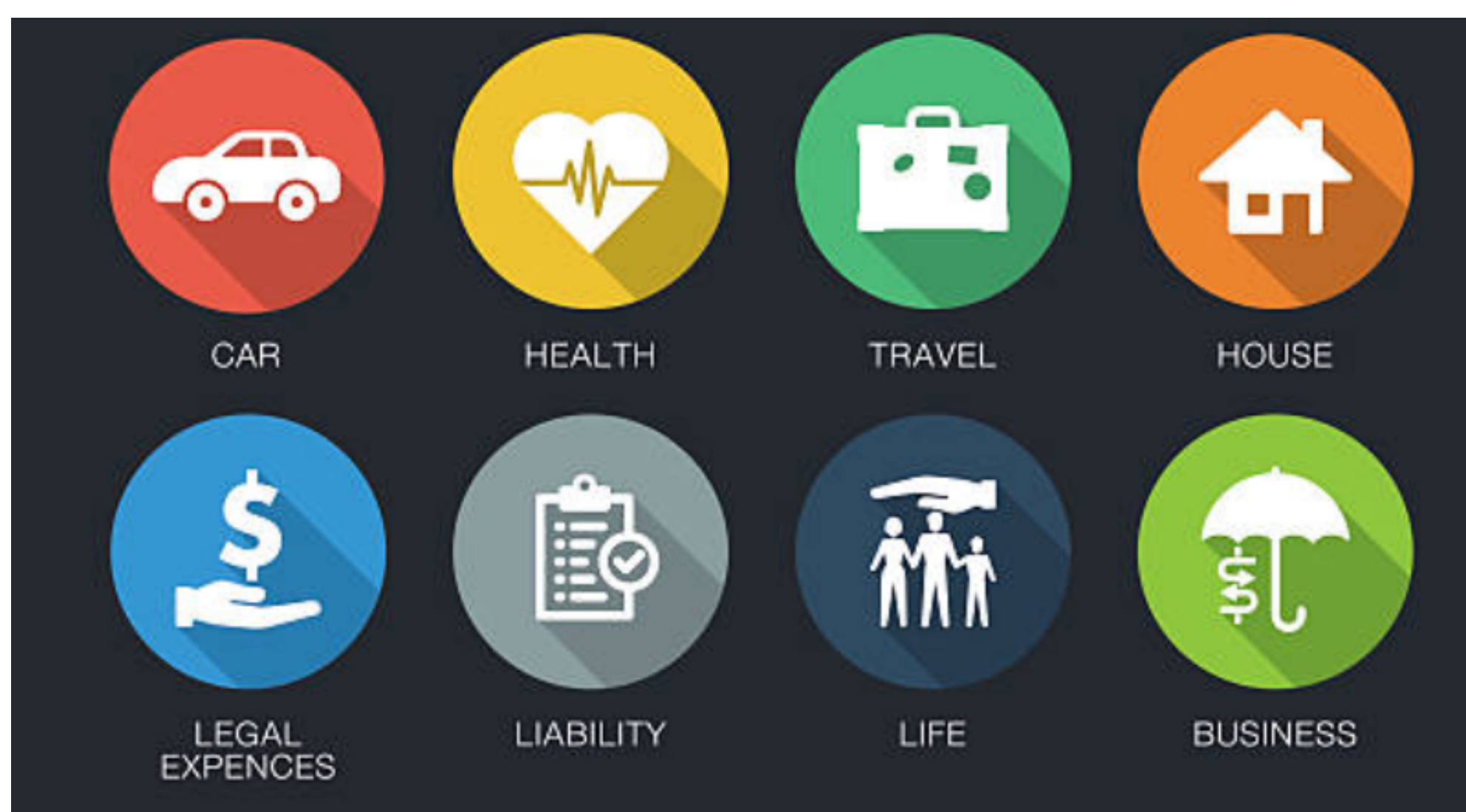
THE RENTREPRENEURS INSURANCE

As the head tenant we become the landlord. That means that when we request insurance we must also acquire contents insurance, building replacement insurance, public liability insurance and loss of rent insurance.

BIG SAVINGS FOR THE LANDLORD

By taking the landlords policy to the insurance brokers the likeliness of reducing the premiums for the landlord is high as there is a double up of insurance.

It is not uncommon to reduce the landlords insurance by 30-50% per year.



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INSURANCE IS JUST PIECE OF MIND

Ian Ugarte

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CHAPTER 04

Long Term Tenant

No vacancies, no letting fee, no stress! What more could a landlord want.

NO LETTING FEES

As a long term tenant of 3 years or more there is no better outcome for the landlord to know that their agent will not be charging a letting fee for every tenant that moves in and out. As we are paying rent for the next 3 years the landlord is paying only one letting fee.

NO VACANCIES

A 3 year lease means zero vacancies on the property. So when the owner is refinancing or wants to forward plan their cashflow they know that they will have rent coming in for the next 156 weeks (3 years) and not lose a cent for the entire time.



LESS STRESS

When properties become empty the stress and anxiety of a landlord heightens significantly. Now that they know that there will be no letting fees and no vacancies for 3 years then they can concentrate on the thing that matters most - spending the cash flow!

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"I HAVE SUFFERED ANXIETY FOR MANY YEARS. THE ABILITY TO REDUCE IT IN SIMPLE WAYS MAKES A HUGE DIFFERENCE IN MY LIFE.

IAN UAGRTE

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CHAPTER 05

Property Upgrades

The Fire and Safety requirements for investment properties across the country are changing extensively and costing landlords. We can help and increase the value of their property.

FIRE AND SAFETY

In each state there is a minimum fire and safety standard that is required to protect residents. We always protect our residents and for that reason we upgrade the property to the highest standard of linked smoke detectors in all habitable areas and also emergency lighting. That is at our cost and can save the landlord up to \$6,000

EXTINGUISHERS AND EVACUATION DIAGRAMS

To ensure that we qualify for insurance not only do we require smoke detector upgrades but we also must install fire extinguishers, exit door hardware and evacuation diagrams. This again is a cost that we incur and save the landlord money.

BUILDING ADDITIONS

In some cases we have run the feasibility on a property that someone else owns and can justify the addition of walls and bathrooms to create extra cashflow.

At the end of the tenancy we have a make good clause that states that we must remove the bathrooms and walls we have installed, but what landlord would want a \$10,000 - \$15,000 bathroom removed from their property. One bathroom alone can add up to \$50,000 in property value.

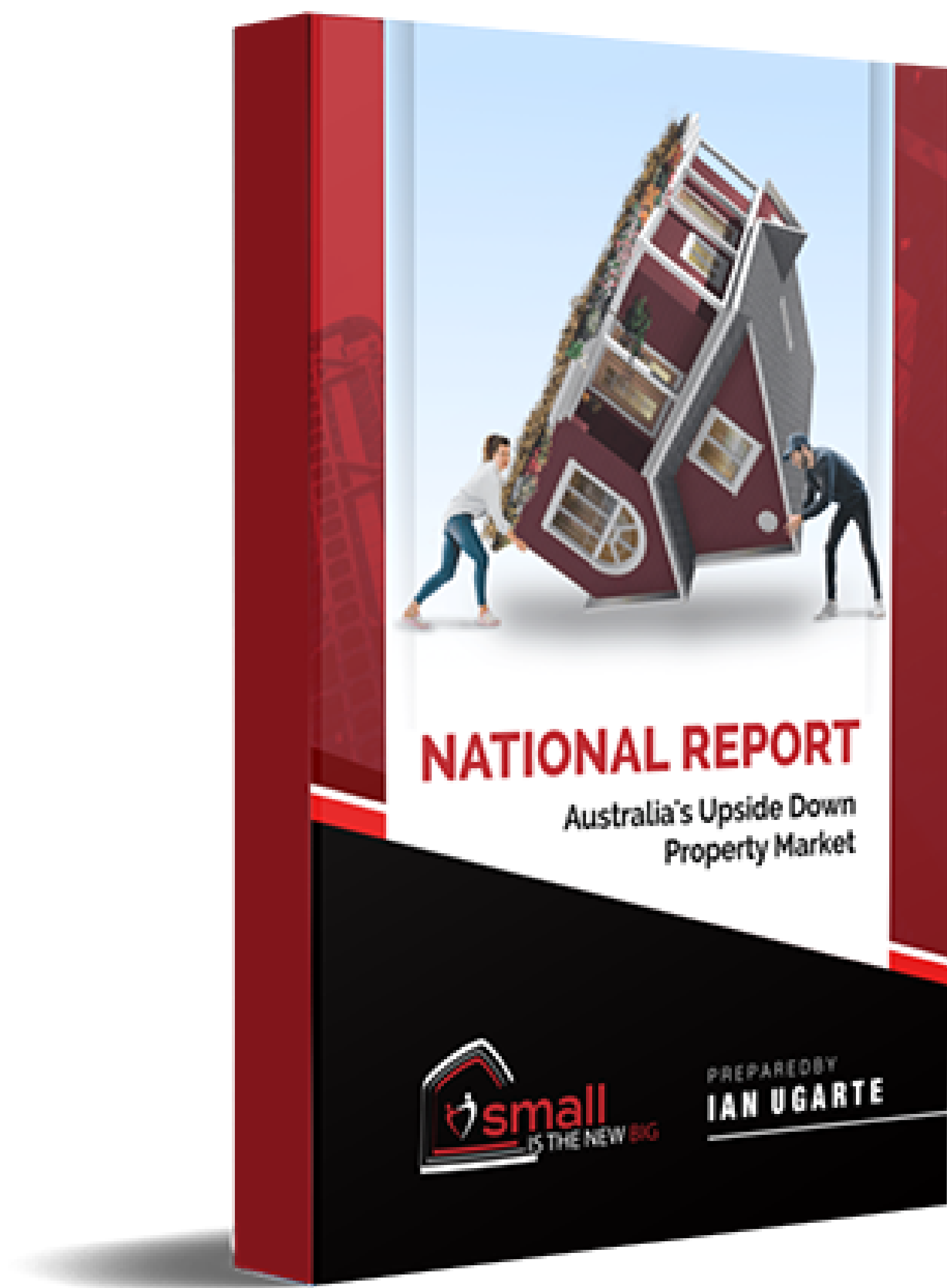


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FREE IS THE BEST. ANYTHING FREE IS GOOD.

SANDRA BULLOCK

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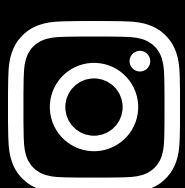
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Small is the New Big is to creating **1 million** self-contained homes by December 2027.

Will you join the movement?



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