

**The practical guide to**

**Total  
Financial  
Freedom**

**Volume 3**

**Buy and Hold**

- **En Primeur Wine**
- **Real Estate**
- **Businesses**
- **Life Insurance**
- **Art**

**Samuel Blankson**

*The practical guide to Total Financial Freedom: Volume 3*

Copyright © 2004, by Samuel Blankson. All rights reserved including the right to reproduce this book, or portions thereof, in any form except for the inclusion of brief quotations in a review.

**ISBN: 1-4116-2056-9**

## **Acknowledgements**

I give all thanks to God for filling my cup abundantly. Special thanks to my wonderful wife Uju, for making the journey fun and always being there for me. Without your meticulous editing, this book project would not have been possible. To Chuck Mellon, Tom McCarthy, Tony Robbins, leaders of the Amway Corporation, and the Yager Organisation, for teaching, training, and guiding me in the early days.



# Contents

<b>ACKNOWLEDGEMENTS .....</b>	<b>V</b>
<b>CONTENTS .....</b>	<b>VII</b>
<b>INTRODUCTION .....</b>	<b>XI</b>
<b>CHAPTER 3 (CONTINUED) .....</b>	<b>1</b>
<b>BUY AND HOLD: GROWING YOUR WEALTH WITH CONTROLLED RISK .....</b>	<b>1</b>
<b>En Primeur Wine.....</b>	<b>3</b>
What To Buy .....	4
Buying En Primeur .....	5
When To Sell.....	6
<b>Real Estate .....</b>	<b>9</b>
Investing In Real Estate As The Tenant .....	9
Residential .....	10
Subletting .....	10
Commercial.....	10
As a business requirement.....	11
Your lease contract.....	11
As a subletting opportunity.....	12
Buying And Selling Property .....	13
House Acquisition Methods.....	13
The conventional method.....	13
House buying process .....	15
The conveyance process (UK): .....	17
First stage.....	17
Second stage.....	17
Third stage.....	17
Buying through an estate agent .....	18
Buying directly from the sellers without an estate agent.....	19
What are the benefits of a sale without an estate agent?.....	19
Determining a property's value .....	19
Buying from an auction .....	20
Buying probate, government, or foreclosure/repossession property .....	22
Probate.....	22
Government .....	22
Foreclosures and Repossessions.....	23
Finding Foreclosures and Repossessions .....	23
Buying from a housing association or the government .....	25
Self build.....	26
Buy through your company .....	37
Inheriting a property .....	37

Mortgage Types.....	38
Let-To-Buy.....	38
Buy-To-Let.....	39
Long term rental.....	39
Private Letting.....	40
Investing In Multi-Family Properties.....	41
Where To Buy.....	43
How To Buy.....	43
Who To Rent To.....	43
Become A Property Developer.....	44
Where To Start.....	44
Buying Off-Plan.....	45
How Does It Work.....	45
Investment Timing.....	46
WRAPs (aka Vendor Finance/Instalment Sales Contracts).....	46
Quick Selling Properties.....	47
Investing In Real Estate Investment Trusts (REITS).....	49
What Are REITS?.....	49
How Can You Use Reits To Make Money?.....	50
Yahoo.....	51
MSN money.....	52
Investing In Real Estate Mutual Funds.....	54
Diversification.....	54
Stock Basket.....	56
Investing In Real Estate Limited Partnerships.....	56
Investing In High Yield Private Mortgage Notes.....	57
Become A Real Estate Professional.....	58
Become A Qualified Certified Estate Agent.....	59
Become A Qualified Certified Property Manager.....	59
Become A Licensed/Qualified Conveyancer.....	60
How I Invest In Properties.....	61
<b>Businesses.....</b>	<b>66</b>
Contracting.....	66
Self-employed.....	68
Franchise.....	69
Multi-Level/Network Marketing.....	70
Criteria For Selecting A Multi-Level/Network Marketing Company To Join.....	71
Small Business.....	73
The Business Plan.....	74
Getting Funding.....	75
Total Quality Management.....	75
Security.....	75
Planning.....	76
Leadership.....	76
Big business.....	77
Note For Directors.....	78
<b>Life Insurance.....</b>	<b>79</b>
Accelerated Benefits.....	79
Life Settlement.....	79
Viatical Settlement.....	79
Traded Endowment Policy (TEP).....	80

Cashing Out The Surrender Value .....	80
<b>Art .....</b>	<b>81</b>
<b>Summary To Buy And Hold.....</b>	<b>83</b>
<b>APPENDICES .....</b>	<b>87</b>
<b>Appendix 1 .....</b>	<b>88</b>
Fine Wine Merchants Around The World.....	88
<b>Appendix 2 .....</b>	<b>92</b>
Swiss Banks.....	92
<b>Appendix 3 .....</b>	<b>101</b>
Off-Plan Property Agents And Syndicates.....	101
<b>Appendix 4 .....</b>	<b>108</b>
International Franchise Related Websites .....	108
<b>Appendix 5 .....</b>	<b>110</b>
Multi-Level/Network Marketing Companies .....	110
<b>Appendix 6 .....</b>	<b>112</b>
List Of The Largest Multi-Level/Network Marketing Companies .....	112
<b>NOTES .....</b>	<b>115</b>
<b>OTHER WORKS BY SAMUEL BLANKSON .....</b>	<b>117</b>
<b>ABOUT THE AUTHOR.....</b>	<b>129</b>



## **Introduction**

If you are reading this book, you probably want to be free. Free from the rat race, free from the boss, free from the wage trap, free from the mediocrity and hopelessness of poverty, and your lack of options. Until now, you may have had no other way of achieving this within the next half a decade, but this book will change all that forever.

Time, well utilised is money. So let us get started. This book, unlike many self-help books out there will actually tell you what to do in order to achieve Total Financial Freedom.

This book is the third volume of a five volume series on creating Total Financial Freedom. This series is the sequel to, *How to Destroy Your Debts*. If you have read and applied *How to Destroy Your Debts*, then you should be debt free or at least on your way to that goal. In this volume, you will learn how to invest in En Primeur Wine, Real Estate, Businesses, Life Insurance, and Art.

This book will be of little use to you if you have not read and applied the *How to Destroy Your Debts*. The topics covered in this book will only be applicable if you have your finances in order. That is if you are spending less than you earn and saving at least 10% of your income. If not, you will not be able to use or apply the advice and lessons in this book, as most of what is covered require you to have some disposable income or savings. After all, the best way to make money work for you is to have money to send out to work for you. If you read, learn and apply the lessons in this book you too will achieve Total Financial Freedom.

All information given in this book should be checked out with your legal and independent financial advisor. Not all information will be applicable to everyone, as financial situations and jurisdictional laws may be restricting you from utilising some of the advice given. It is your responsibility to check out the legal position in your jurisdiction or country. Please respect local and international laws, and you will not only achieve Total Financial Freedom, but enjoy it too.

**Samuel Blankson**



## Chapter 3 (Continued)

### Buy And Hold: Growing Your Wealth With Controlled Risk

- Tax-Exempt Plans
- Regular Savings Accounts
- Gold
- Coloured Diamonds
- Bonds
- Stocks and Shares
- Funds
- **En Primeur Wine**
- **Real Estate**
- **Businesses**
- **Life Insurance**
- **Art**