

# MONEY MATTERS

## LEARN HOW TO MAKE SMART, EDUCATED INVESTMENT CHOICES



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**Q I am in my mid 20s, tertiary educated and a qualified IT professional. Despite having a positive monthly cash flow of around \$3500, I have no appreciating assets. I'd like to change this situation around. What books and/or material would you suggest me to help start my investing education? Are there any university/TAFE courses you might suggest?**

**A** What an excellent question! There are a number of actions you can undertake to educate yourself before you start investing in property.

**Read articles**  
What you are doing right now is a great first step. There are many property-related articles on websites such as news.com.au and realestate.com.au that are full of useful tips. A number of the weekend newspapers also have regular columns dealing with property and investment.

**Read Books**  
Spend a couple of hours browsing in your local book store/library as there are shelves full of property books. There are far too many good books and authors for me to

mention in this article but one book that I can highly recommend and regularly refer to in my classes is "Investing in Residential Property: Understanding the Australian Property Market" by Peter Waxman.

This book provides a very comprehensive analysis of the property market and how it works.

**Attend seminars**

On most nights of the week, there is some form of property investment seminar offered somewhere in your capital city, but beware. Many of these so called "education seminars" are just cleverly disguised selling opportunities for unscrupulous property marketers. One indication as to whether you are attending an education seminar or not is to find out what they are selling. If it is off-the-plan apartments or new house and land packages, don't even bother attending. If they're not selling anything other than education, go along but leave your cheque book at home. Don't fall into the trap of being pressured and buying something on the spot.

**Property courses**

There are two short courses in property investment that I know of that are offered by a TAFE or university.

TafeSA offers a comprehensive short course in property investment covering areas such as tax, finance, renovating for profit, building for profit and it also includes a field trip to the best Adelaide suburbs to invest in.

Property Planning Australia offer the Victoria University property investment course which is a weekend workshop offered in Melbourne, Sydney and Brisbane.

Neither of these short courses are diploma or degree level, requiring you to complete assignments and sit exams but they will provide you with an education so as to maximise your opportunities to make money and minimise the chances of losing your money. In summary, read and do your research before you start spending money on property.