



Looking For Real Estate Or Reptiles - What's The Difference ?

My partner John Fowler is an 'Herpetologist' ...No he doesn't have an incurable disease, he just likes to study reptiles. So we often go out into the country for a drive looking for good areas where we could catch a glimpse of reptiles in the wild.

On this one particular day, we went to an area that John had found on internet, with the aid of 'Google Earth', which looked like it might be a good spot to see some dragon lizards and skinks.

It was an area made up of beautiful but imposing sand dunes with deep orange hues interspersed with an array of different grasses, thorny bushes and other natural and introduced flora.

Well it looked enticing, but the climb to the top of the 10 metre or so high sand dunes, wasn't the most desirable course of action for someone like me, who finds walking to the nearest coffee shop from the car-park, or walking around the shopping centre, quite enough exercise for one day thank you!



But relationships are all about giving as well as receiving, and I do love to see reptiles in the wild so the occasional hill climb is par for the course for me as John's partner. Anyway my heart and lungs will probably thank me in the end for the fresh air and stimulation.

The climb started, and John led the way. I followed him, but initially I tried taking a similar but not the exact same path, but the sand would just give way under me before it compacted to give me the leverage I needed to make the next step up and forward.

It was a slow process – I was taking two steps for every one forward. Then I decided that I would follow exactly in John's footsteps and I was really amazed at the difference in my speed up the hill. He'd already made the sand compact by his steps so every step for me was a step up. The leverage of using his footprints saved me a lot of time and energy.

I was thinking as we were looking for little skinks and dragons, that this was literally what the benefit of following in some-ones footsteps is all about even in Real Estate Investing.

Someone else paves the way for you – they do the hard work, and you just follow their steps, which makes it so much easier, and gives you much more leverage with their information and their experience.

That's why serious and committed investors understand how much time they can save by following the practices of those who have walked the investing road before them – and done it successfully.

I always like John to go first when we're walking in the bush anywhere, because he can get rid of spider's webs before they touch me, and he can warn me if the area is slippery so that I tread more carefully or take an easier route.

It's the same with investing – where others have made mistakes, you can benefit from their negative experiences too. They could have encountered a legal web of problems which cost them lots of money. They may have now destroyed that web in which case you can walk clearly through, or perhaps its still there, but at least you know about it, so you'll take another route to get to the same destination.



Occasionally when we're walking. I'll let John get further ahead of me, and I'll only follow him if there's something worth seeing.

That does save me time and energy, but it can mean that I miss seeing some reptiles, because I didn't get there quickly enough.

Of course if I stay too far back waiting to see if it's worthwhile catching up, I'll lose sight of him and risk getting left behind and possibly lost.....

You do see what I mean don't you !?