



VIVA SUBS & SPLITS

COURSE OUTLINE - Step-by-step, this program shows you how to turn a single block into serious profit using low-risk subdivision strategies like splitter blocks and battleaxe lots. Each module builds your knowledge, confidence, and toolkit - so you can approach your next project with clarity and real-world know-how.

WEEK #1: SUBDIVISION 101

Kickstart your low-risk residential property development journey by mastering the essentials of subdivision. Whether you're new to development or looking to sharpen your skills, this week lays the foundation for smarter, more confident decisions. Ready to unlock your property potential? Let's get started.

WEEK #2: GETTING SET UP - MISSION SIOS

Before moving further, you need to get your financial house in order - this module outlines the systems & structure to set yourself up for success.

- **Property Structures & Asset Protection** - How to structure your investments to reduce risk and safeguard your assets.
- **Insurance Essentials** - Discover the must-have insurance types every smart investor needs.
- **Finance Readiness** - Know how much you can borrow (and how to make lenders say yes).
- **Money Management Tools** - Get your cash flow, systems, and spending under control so you're ready to act.
- **Portfolio Review** - Assess your current property holdings and uncover room to grow.
- **Wills & Estate Planning** - Protect your legacy with smart planning for your future and your family.

WEEK #3: SETTING UP YOUR PORTFOLIO - THE OODA LOOP

Build a game plan that fits you. This week introduces the **OODA Loop** - a simple framework to help you make smart, timely investment decisions based on your personal circumstances. Learn how to align your goals, finances, time, and risk tolerance with the right strategies and locations. By the end, you'll have a clear, tailored plan built around your life, not someone else's blueprint.

WEEK #4: TARGET LOCATION RESEARCH - LOOKING FOR SCORPIONS

Smart investors don't guess — they specialise. This week, you'll move from scattered deal hunting to becoming an expert in 2-3 high-performing locations. Just like a village has a well for water, your portfolio needs a reliable equity well — a location you know deeply and can return to time and time again for repeat profits. With a clear research structure, you'll learn to spot hidden risks, avoid time-wasters, and uncover deals that align with your long-term strategy.

WEEK #5: SITE ACQUISITION & DUE DILIGENCE - LAWS OF HARVEST

Most deals don't stack up — and that's the point. Your job as a low-risk residential investor is to invest heavily in the front end: building your toolkit, mastering feasibility, refining your deal scorecard, and knowing exactly what to look for. This module takes you beyond surface-level research and into the precision of true deal evaluation - so you can confidently separate profitable opportunities from costly time bombs. Smart acquisition starts with sharp filters and even sharper decision-making.

WEEK #6: MASTER OF FEASIBILITIES

From basic profit checks to advanced cash flow models, learn how to assess deals, estimate key costs, and build custom tools in Excel that suit your strategy. Discover how to present your findings to lenders or investors, factor in risk, and even reverse engineer deals to know exactly what you should pay.



WEEK #7: MARKETING & SALES - THE SELLING METHOD

It's not just about what you've built — it's how you sell it. This module is all about the sales process and crafting a compelling marketing campaign that aligns with your project and helps you unlock the highest sale price. Learn the different techniques available, how to work with agents, and how to generate demand that drives results.

WEEK #8 TITLING & SETTLEMENTS - THE POT OF GOLD

The final handover is where it all pays off — literally. As we finish off the final module, you'll learn how to navigate titling, meet lender and legal requirements, and manage settlements without stress or delays. This is your roadmap to wrapping up a successful project and unlocking your profit with confidence.

BONUS CONTENT - Beyond the core modules, you'll also gain access to a suite of extra resources designed to deepen your learning and support your journey. This is where education meets real-world application.

RESOURCES

You'll get everything you need to evaluate, secure, and execute small-lot subdivisions with speed and confidence. From VIVA's **Quick & Dirty Feasibility Tool** and our **\$70K full Feasibility Software**, to deal scorecards, suburb comparison tools, and done-for-you letter of offer templates - it's all here. You'll also get site investigation training, acquisition criteria cards to unlock off-market deals, and step-by-step due diligence checklists to avoid costly mistakes. Every tool is built to help you move faster, smarter, and with certainty.

COACHING

Join weekly group coaching calls with VIVA's coaches to get direct support, workshop your current deals, ask questions, and stay accountable. These sessions are designed to keep you moving forward and help troubleshoot challenges in real-time.

COMMUNITY

The **Local Hangout** is your space to connect with fellow members, post questions, share your wins, review deals, and cheer each other on! Whether you're stuck, celebrating, or just want a second opinion, this is where real support and momentum are built.

PROFESSIONAL TEAM

VIVA's trusted network of industry professionals—mortgage brokers, accountants, legal experts, and more - so you can build your A-team with confidence. These are people who understand development and speak your language.

+LIVE & IN-PERSON 2-DAY WORKSHOP

Gold Coast | 27th & 28th June

Nothing beats being in the room. This exclusive two-day live event is your chance to go deep on the VIVA Subdivisions & Splitter Blocks system - in real time, face-to-face with your mentors and fellow investors.

- See the full system come to life, from strategy to execution
- Network with like-minded investors who are doing the work
- Learn from real student success stories and dissect what made them work
- Walk away with the confidence and clarity to execute your next deal

Whether you're looking for your first profitable subdivision or your next six-figure site, this event is designed to fast-track your momentum and sharpen your edge.