

IN-DEPTH PROPERTY DEVELOPMENT PROGRAM

SECURING THE RIGHT SITE OCT 8

WELCOME ADDRESS - ROGER COLLINS-WOOLCOCK		8.30am
SESSION 1 - IDENTIFYING A SITE & MARKET RESEARCH		
Understanding what the market is looking for and where to find the information	TBC	8.35am - 9.10am
Locating planning schemes, local area plans, mapping databases, and online information	TBC	
Identifying a site that suits your project requirements and understanding zoning	TBC	9.10am - 10.20am
MORNING TEA		10.20am -10.40am
SESSION 2 – CORPORATE STRUCTURES & TAX ISSUES		
<ul style="list-style-type: none"> • Overview of trusts and company structures • Understanding the difference between long-term investment and short-term projects • Property development tax issues and impacts on projects • GST treatment on purchase and sale • Practical examples and applications 	Hung Tran BDO	10.40am - 11.50am
SESSION 3 - CONTRACT, PROPERTY & CONSTRUCTION LAW		
<ul style="list-style-type: none"> • A basic knowledge of Contract Law • Trade Practices Act • Consumer Protection Law • Real Estate and Business Agents Act • Covenants • Property and Construction Law • Pre-sales 	Brad Marland Kelly Marshall Russell Ensbey Gadens	11.50am - 1.00pm
LUNCH		1.00pm - 1.45pm
SESSION 4 - IDENTIFYING A SITE AND NEGOTIATION & ACQUISITION		
<ul style="list-style-type: none"> • Defining the project • Negotiation skills • Structured problem solving • On market vs off market • Alternative purchasing options to overcome a stalled negotiation • Conflict resolution 	Richard Fulcher Oliver Hume	1.45pm - 4.30pm
CLOSE		4.30pm

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PRACTICAL APPLICATION OCT 9

WELCOME ADDRESS - ROGER COLLINS-WOOLCOCK		8.30am
SESSION 1 - DUE DILIGENCE		
<ul style="list-style-type: none"> Practical case study on reviewing the due diligence process for 100-lot staged subdivision Project costing and pricing 	Alan Sheldon Taylor Booyen Mosaic Property Group	8.45am - 10.45am
MORNING TEA		10.45am - 11.00am
SESSION 2 - FUNDING OPTIONS		
Understanding bank funding requirements and their assessment of risk	Cameron McColl Boulder Capital David Byrne ANZ	11.00am - 12.45pm
LUNCH		12.45pm - 1.15pm
SESSION 3 - UNDERSTANDING A FEASIBILITY STUDY		
<ul style="list-style-type: none"> Financial inputs - sources of information Sensitivity analysis Financial risk assessment 	Richard Fulcher Oliver Hume	1.15pm - 3.30pm
AFTERNOON TEA & QUESTION TIME		3.30pm - 4.30pm
CLOSE		4.30pm

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PROJECT CONCEPTUALISATION, POSITIONING & MARKETING OCT 22

WELCOME ADDRESS - ROGER COLLINS-WOOLCOCK		8.30am
SESSION 1 - COMMUNITY ENGAGEMENT		
<ul style="list-style-type: none"> • Designing community engagement programs • Identifying community interest groups prior to commencement of work • Developing a community engagement plan 	TBC	8.45am - 10.45am
MORNING TEA		10.45am - 11.15am
SESSION 2 - URBAN DESIGN & PLACE MARKETING		
<ul style="list-style-type: none"> • Principles of urban design • Context and site analysis • Design concepts • Developing a concept plan product mix • Liveable streets, accessible urban places • Place making • Orientation of lots and dwellings 	Peter Edgerton RPS	11.15am - 1.15pm
LUNCH		1.15pm - 2.00pm
SESSION 3 - PROJECT POSITIONING & MARKETING		
<ul style="list-style-type: none"> • Marketing and branding • Methods of establishing market position • Developing a marketing plan • Focus groups • Advertising and public relations • Closing sales (financing, customer management etc) • Pre-sales and post construction sales and marketing • Valuations and how they affect your project 	Brendan Tutt Tessa Group	2.00pm - 4.00pm
AFTERNOON TEA & QUESTION TIME		4.00pm - 4.30pm
CLOSE		4.30pm

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THE PLANNING PROCESS OCT 23

WELCOME ADDRESS - ROGER COLLINS-WOOLCOCK		8.30am
SESSION 1 - UNDERSTANDING STATE PLANNING POLICY		
<ul style="list-style-type: none"> The organisation of planning in Queensland Strategic planning Statutory planning 	Peter Edgerton RPS	8.45am - 10.15am
MORNING TEA		10.15am - 10.45am
SESSION 2 - TOWN PLANNING & THE DA PROCESS		
<ul style="list-style-type: none"> Engaging a town planner Understanding the codes and regulations Preparing documentation The actual process 	Peter Edgerton RPS	10.45am - 12.30pm
LUNCH		12.30pm - 1.00pm
SESSION 3 - PLANNING APPEALS & LAW		
<ul style="list-style-type: none"> Planning and Development Act Appeals process and dispute resolution Cost of appeals Case studies 	TBC	1.00pm - 2.30pm
AFTERNOON TEA		2.30pm - 2.45pm
SESSION 4 - WORKING WITH COUNCIL AND STATE GOVERNMENT		
<ul style="list-style-type: none"> How each council is different Understanding requirements What happens when you have both levels of government 	TBC	2.45pm - 4.30pm
CLOSE		4.30pm

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BUILT FORM NOV 6

WELCOME ADDRESS - ROGER COLLINS-WOOLCOCK		8.30am
SESSION 1 - PRINCIPLES OF CIVIL CONSTRUCTION		
<ul style="list-style-type: none"> • Surveying and engineering input • Identifying a checklist of what to look for • Working with your site (steep slope, digging footings) • Working with service providers • Earthworks, roadworks, pedestrian pathways and other works • Preparing tender documents and tender process • An overview of quality management and Occupational Health and Safety 	TBC	8.45am - 10.15am
MORNING TEA		10.15am -10.45am
SESSION 2 – ENVIRODEVELOPMENT & SUSTAINABILITY: PART 1		
<ul style="list-style-type: none"> • Water sensitive urban design • Landscape design • Constructed lakes • Creating a sense of place • Public open space and the role of public art 	TBC	10.45am - 12.45pm
LUNCH		12.45pm - 1.20pm
SESSION 3 - ENVIRODEVELOPMENT & SUSTAINABILITY: PART 2		
<ul style="list-style-type: none"> • Understanding Envirodevelopment • Implications of climate change for the development industry • Roles of Federal, State and Local Government • Greenhouse gas emission reduction in the development industry • Rating tools and designing for energy efficiency 	TBC	1.20pm - 2.45pm
AFTERNOON TEA		2.45pm - 3.00pm
SESSION 4 - BUILDING THE DEVELOPMENT		
<ul style="list-style-type: none"> • Types of construction • Value engineering process • Reviewing products and plans to save costs • The tender process 	TBC	3.00pm - 4.30pm
CLOSE		4.30pm

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PROJECT DELIVERY NOV 7

WELCOME ADDRESS - ROGER COLLINS-WOOLCOCK		8.30am
SESSION 1 - PROJECT MANAGEMENT TECHNIQUES - BASIC		
<ul style="list-style-type: none"> Clarifying the scope - preparing a project plan Identifying consultants Scheduling simple projects Cost management Stakeholder management Scheduling the work - taking into account processes, approvals and holding costs Reporting 	TBC	8.45am - 10.30am
MORNING TEA		10.30am -10.45am
SESSION 2 - SCHEDULES PROJECT MANAGEMENT PHASES		
<ul style="list-style-type: none"> The Gantt Chart and dependencies Critical path analysis Estimating, applying estimating techniques (Basic) feasibility analysis Overall project context and strategic advice Basic risk analysis 		10.45am - 12.30pm
LUNCH		12.30pm - 12.45pm
SESSION 3 - - PROJECT MANAGEMENT TECHNIQUES		
<ul style="list-style-type: none"> Understanding the phases and how to plan for them What to look out for at each stage 		12.45pm - 2.15pm
AFTERNOON TEA		2.15pm - 2.30pm
SESSION 4 - SITE TOUR		
	TBC	2.30pm - 4.30pm
QUESTION TIME		4.00pm - 4.30pm
CLOSE		4.30pm