

# COURSES PROPERTY DEVELOPMENT



## BECOME SOMEONE IN DEVELOPMENT

### About UDIA NSW

The Urban Development Institute of Australia NSW (UDIA NSW) is a leading association representing the interests of the urban development industry in NSW. UDIA NSW aims to secure the viability, sustainability and affordability of the urban development industry for the benefit of our members and the communities that they create. UDIA NSW represents the leading participants in the urban development industry with more than 500 member companies including developers, financiers, consultants, property managers, planners, builders, manufacturers, and state and local government bodies.

### Member discount

Employees of member companies receive up to 30% off the standard fee for all UDIA NSW learning and development programs. Customised corporate training for groups of ten or more can also be arranged.

Learning with UDIA NSW will give you and your staff the practical knowledge and disciplinary expertise to succeed.

### Continuing Professional Development (CPD) Points

UDIA NSW assigns 1 CPD point per 1 hour of learning for all UDIA NSW professional development courses. A Certificate of Completion will be issued on course accomplishment. This may be used as evidence towards your own CPD requirements.

To register, download a copy of the registration form at [www.udia-nsw.com.au](http://www.udia-nsw.com.au) or contact:

☎ 02 9262 1214

@ PD@udia-nsw.com.au

🖱 [www.udia-nsw.com.au](http://www.udia-nsw.com.au)

### Unique small group delivery

Our programs are delivered face-to-face in small workshop-styled groups. This encourages interactivity and allows attendees to capitalise on networking opportunities. Attendees are able to tap into the experience of our practitioners and connect with fellow classmates long after they leave the classroom through our online groups.

### By the industry, for the industry

UDIA NSW courses are written and delivered by practicing industry experts and combines theory with practical examples with reference to what's happening in the industry so participants can immediately apply what they learn back in the workplace.

### COURSE CALENDAR FEB - JUNE 2012

Development Essentials 1 - 2, 7, 14, 21 Feb

Financial Feasibility - 15 Feb 2012

Development Fundamentals - 21, 28 Mar, 4 April

Essentials of Property Law - 8 May

Creating a Powerful Presence - 15 May

Speaking to Influence and Persuade - 12 June

### COURSE INFORMATION

#### Development Essentials 1

2, 7, 14, 21 February 2012

9:00am – 5:00pm

M: \$2600 NM: \$3400

Development Essentials 1 is a four day course that teaches the essentials of property development taught by Australia's leading developers and is a must for anyone new to the industry. Understand what influences the market and property cycles, the regulatory environment and obtaining DA approval, how to conduct a financial feasibility study, managing the project and key considerations in the marketing and sale of property.

#### Who should attend:

- Industry entrants and those seeking a career in property development.
- Those undertaking a development of their own.
- Those who work alongside developers such as project managers, lawyers, real estate agents, architects and builders.

#### Learning outcomes include:

- Development opportunities and financial feasibility.
- The regulatory environment.
- Managing the project.
- Sales and marketing.

#### Course facilitator:

- Kevin Alker, KAPPS

#### Regular guest presenters include:\*

- George Vallas, Commonwealth Bank
- Rodney Gilbody, Jumar Property Group
- Mary-Lynne Taylor, Bartier Perry
- Allan Coker, Woollahra Council
- Roger Collins Woolcock, Cardno
- Steven Fischer, BCA & Project Solutions
- Scott Lennon, Savills Australia
- Phil Leahy, Brookfield Multiplex
- Steve Kovacs, Colliers International

\* presenters are subject to changes.

LEADING INDUSTRY EXPERTS  
CONTRIBUTE TO OUR  
PD PROGRAMS

# COURSES PROPERTY DEVELOPMENT



## CREATING FUTURE LEADERS ONE AT A TIME

### Financial Feasibility

15 February 2012  
9:00am – 5:00pm  
M: \$825 NM: \$1075

Run as a practical workshop, Financial Feasibility provides participants with an in-depth understanding of how to conduct a financial feasibility study.

#### Learning outcomes include:

- Understand the key performance indicators used when assessing the economic viability and profitability of a development project such as IRR, Profit on Cost, ROI, ROE, and Development Yield
- Different finance options, sources and terminology.
- Risk and sensitivity analysis and how to stress test your project.
- Methods for determining land price
- Operate a leading cash flow software package - Argus Developer.

#### Course facilitator:

Kevin Alker, KAPPS

#### Guest presenter:

- Scott Cations, Argus Software

### Development Fundamentals

21, 28 March and 4 April  
3 evenings, 5:30pm – 7:30pm  
M: \$1200 NM: \$1500

This course equips attendees with the essential knowledge of the property development industry and is designed for those who work in support roles in the development industry such as marketing, IT, and finance, and suppliers to the industry such as real estate agents, lawyers, recruiters, architects, designers, builders and financiers.

#### Who should attend:

- Development Fundamentals is designed for those who are considering a career into property development, or who work alongside the sector and need a basic level of industry knowledge such as real estate agents, recruiters, architects, building designers, interior designers, builders and tradesmen or those planning to undertake a small development themselves.

#### Learning outcomes include:

- Sourcing a site
- Due diligence
- Sourcing feasibility advice
- DA approvals and dealing with stakeholders
- Pitfalls and profit
- Sourcing finance
- Contracts
- Project management
- Sales and marketing

#### Course facilitator:

- Kevin Alker, KAPPS

### Essentials of Property Law for developers and builders

8 May 2012  
8:30am – 4:30pm  
M: \$825 NM: \$1075

The course will be delivered by experts in various specialisation of the law related to property development. Participants will be taken through the legal considerations from acquisition, approval, financing, construction law, strata and tax implications. While an overview of legal considerations in each of the areas will be given, changes recently made to the law or being contemplated will be highlighted giving participants a leading edge understanding of current law.

#### Who should attend:

- Developers, builders, planners, project managers, consultants.
- Those thinking of undertaking a development themselves.
- This course should be of interest to a broad spectrum of people within the property development industry and adjacent spaces.

#### On successful completion of this course, participants will:

- Have a broad understanding of the law as it relates to property development.
- Understand recent changes to the law and those being contemplated.
- Be aware of pitfalls in not taking into account relevant laws.
- Understand the tax implications which could apply to their development.
- Have practical skills to assist you identify and manage legal risks in a practical way.

### Creating a Powerful Presence

15 May 2012  
8:30am – 12:00pm  
M: \$525 NM: \$685

Every time you enter a room, meet someone, begin to speak, you have a presence. Make sure it's a positive presence. Learn how to be noticed, heard and listened to, and how to create a presence that positions you where your talent deserves to be.

#### In this interactive workshop discover how to:

- Be noticed, heard, and listened to in meetings.
- Build the perception of you as a leader in your industry.
- Develop the physical, vocal, intellectual and emotional components of presence.
- Work with the different ways men and women perceive presence.
- Look and sound confident.
- Interject when you need to.
- Communicate key messages with vocal clarity.
- Adapt your presence to suit different people and different situations.

#### Course facilitator:

Mariette Rups – Donnelly

### Speaking to Influence and Persuade

12 June 2012  
8:30am – 12:00pm  
M: \$525 NM: \$685

Once you have created the presence to be noticed and heard the issue is then to make sure your ideas are taken on board and actioned. Learn how to structure your arguments and deliver them to inspire and motivate action.

#### In this interactive workshop discover how to:

- Build immediate rapport and learn how to listen.
- Maintain state under pressure.
- Structure a presentation or argument to influence.
- Understand motivating energy and emotional engagement.
- Deal with difficult questions.
- Understand the language of persuasion.
- Appeal to different learning styles
- Use stories, case histories and metaphors.
- Use movement to keep your listeners engaged.
- Let go of the need to 'convince' or 'manipulate'.

#### Course facilitator:

Mariette Rups – Donnelly