



25% Developers Club

VIRTUAL BOOTCAMP MAY 2020
WORKBOOK



*Industry Professionals give you
all the tools you need for success
in Property Development*





25% Developers Club

VIRTUAL BOOTCAMP MAY 2020

Schedule

DAY 1 - FRIDAY EVENING 22ND MAY

6:00pm - 6:15pm	Introduction
6:15pm - 6:45pm	Target Area Research
6:45pm - 8:00pm	Site Due Diligence
8:00pm - 9:00pm	Acquisition Process - David Netherton
9:00pm - 9:30pm	Q & A

DAY 2 - SATURDAY 23RD MAY

10:00am - 11:00am	Design Considerations
11:00am - 12:30pm	Financial Feasibility
12:30pm - 1:15pm	Lunch
1:15pm - 2:00pm	Development Application
2:00pm - 2:30pm	Detailed Design & Building Approvals
2:30pm - 3:30pm	Accounting & Tax - Kamal Power
3:30pm - 4:30pm	Securing Finance - Andrew Kubenk
4:30pm - 4:45pm	Q & A

DAY 3 - SUNDAY 24TH MAY

10:00am - 12:00am	Demolition & Construction
12:00pm - 12:45pm	Platinum Accelerator Explanation
12:45pm - 1:30pm	Lunch
1:30pm - 2:30pm	Strata Titling
2:30pm - 4:00pm	Marketing & Selling
4:00pm - 4:30pm	Q & A

DAY 4 - MONDAY EVENING 25TH MAY

6:00pm - 6:30pm	Project Review
6:30pm - 7:30pm	Creative/Specialist Development - David Netherton
7:30pm - 8:00pm	Re-cap & Wrap up
8:00pm - 8:30pm	Q & A



Project Review



SESSION FIFTEEN
Project Review



PROJECT REVIEW
Review Process

- On Completion
- Finalise “actuals” feasibility
- Compare actuals with budget



PROJECT REVIEW
Learning Process

- Document learnings
 - What worked?
 - What didn't work?
 - What would you do differently?
 - How could you improve?
- Add learnings to master checklist
- Create or Update templates



PROJECT REVIEW

Duplex Deal - Learnings



- Actuals \$ vs Budget = Similar
- Minimise build variations by reviewing build contract & plans more thoroughly
- Prep for valuation to avoid undervaluation & needing to inject extra cash
- Include in build contract landscaping, aircon & building approval so covered by finance
- Have townplanner review plans before building approval to avoid driveway widening situation



PROJECT REVIEW

Townhouse Deal – Learnings

- Get conditions agreement in writing!
- Have confidence and back yourself when you can see a good deal
- Surround yourself with a good team and trust them





Creative & Specialist Development



SESSION SIXTEEN

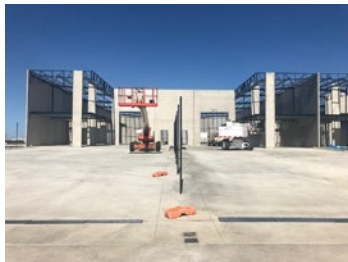
Creative and Specialist Development



CREATIVE AND SPECIALIST DEVELOPMENT

Specialist Strategies

- Commercial properties
 - Industrial
 - Retail
 - Office space
 - Warehouse
 - Car Parks



CREATIVE AND SPECIALIST DEVELOPMENT

Childcare Centre

- Understand regulations – particularly in terms of space per child, economies of scale, government funding
- Consider approaching existing child care operators
- Multiple approaches
 - Build and run business
 - Build and lease/outsource business
 - Build and sell business
 - Sell property and business



CREATIVE AND SPECIALIST DEVELOPMENT

Storage Sheds

- Understanding your customer is key
- Simple & economical build process
- Consider approaching existing Storage shed operators
- Multiple approaches
 - Build and run business
 - Build and lease/outsource business
 - Build and sell business
 - Sell property and business



CREATIVE AND SPECIALIST DEVELOPMENT

Caravan Parks

- Understand zoning and regulations
- Consider approaching existing Caravan Park operators
- Significant infrastructure required
- Multiple approaches
 - Build and run business
 - Build and lease/outsource business
 - Build and sell business
 - Sell property and business



CREATIVE AND SPECIALIST DEVELOPMENT

Creative Income Strategies

- Solar power
- Signage
- Storage
- Use of "vacant space/land"
 - Hard stand
 - Caravan/boat/trailer storage





Conclusion



SESSION SEVENTEEN
Conclusion



CONCLUSION

Top 3 Actions

- Development can be very profitable but you have to take action!!!



CONCLUSION

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- **What** are your top 3 actions from this Seminar?



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- **What** are your top 3 actions from this Seminar?
- **Who** do you need to connect with to progress these 3 actions?



CONCLUSION

Top 3 Actions

- Development can be very profitable but you have to take action!!!
- **What** are your top 3 actions from this Seminar?
- **Who** do you need to connect with to progress these 3 actions?
- **When** will you implement?
 - Action 1
 - Action 2
 - Action 3



CONCLUSION

Top 3 Actions

- Development can be very profitable but you have to take action!!!
- **What** are your top 3 actions from this Seminar?
- **Who** do you need to connect with to progress these 3 actions?
- **When** will you implement?
 - Action 1
 - Action 2
 - Action 3
- **Why** is it important to you to take these 3 actions?



CONCLUSION

Top 3 Actions

- Development can be very profitable but you have to take action!!!
- **What** are your top 3 actions from this Seminar?
- **Who** do you need to connect with to progress these 3 actions?
- **When** will you implement?
 - Action 1
 - Action 2
 - Action 3
- **Why** is it important to you to take these 3 actions?
- **How** will you hold yourself to account to take these 3 actions?
- **How** will you reward yourself once actions are done?



CONCLUSION



**Now Repeat process Weekly
& be amazed at your progress
..... In anything you choose
to do!!**



CONCLUSION

Questions



