PLATINUM

I LOVE REAL ESTATE

September 2021

Dual Lot Single Title, Boundary Realignment & House Relocation

Mastermind Event

Brisbane

Tamara Read & Nicolle Beer

QLD State Coaches

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Dual Lot Single Title, Boundary Realignment & House Relocation

Event Outline -

- 6:00 – 6:30 Networking
- 6:30 - Start
- 6:30 – 6:45 Introductions
- 6:45 – 8:00 Accountability
- 8:00 – 8:30 Networking Break
- 8:30 – 10:30 Dual Lot Single Title, Boundary Re-alignment, House Relocation

Workshop Format

- Use microphone
- Involve everyone in the conversation
- Be supportive
- Feel free to order food and drinks downstairs

WELCOME NEW PLATINUM'S

- Sarah Knight
- Troy Lockett
- Nicole Terry
- Susanna Saiu (G)
- Trina White
- Natti Lewis
- Alex Moline

Housekeeping

Housekeeping

- 2021 Monthly Dates (Tuesday's):
  - 5th Oct; 2nd Nov, 7th Dec

- 2021 National Conference Dates:
  - 4th & 5th December – Sunshine Coast
  - KEEP Saturday night free
  - Graduate Only Day prior to each National Conference Date

Housekeeping

- 2021 Ultimate Bootcamp Dates:
  - Melbourne (Live & Streamed): 10 - 12th September
  - Sydney (Live & Streamed): 29 - 31st October

- 2021 Other Ultimate Dates:
  - I Love Realestate Super Conference – Sunshine Coast: 19 - 21st Nov

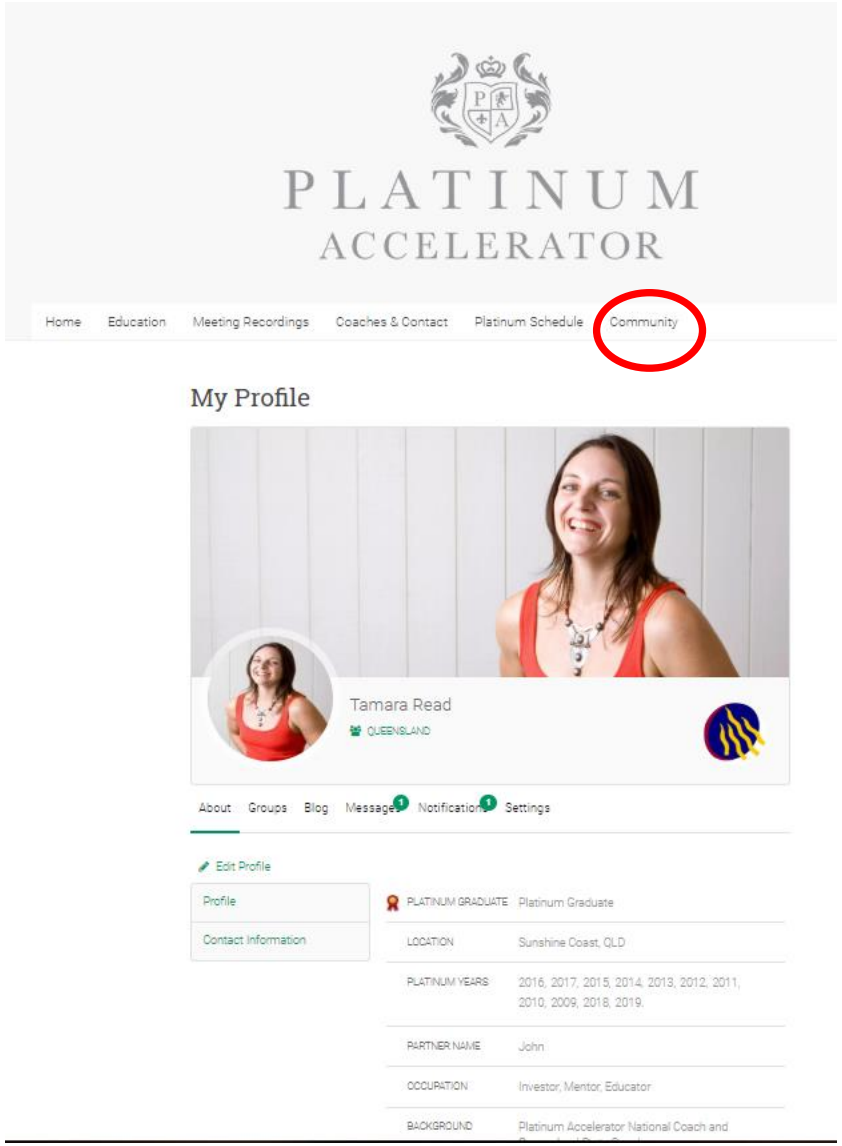
Housekeeping

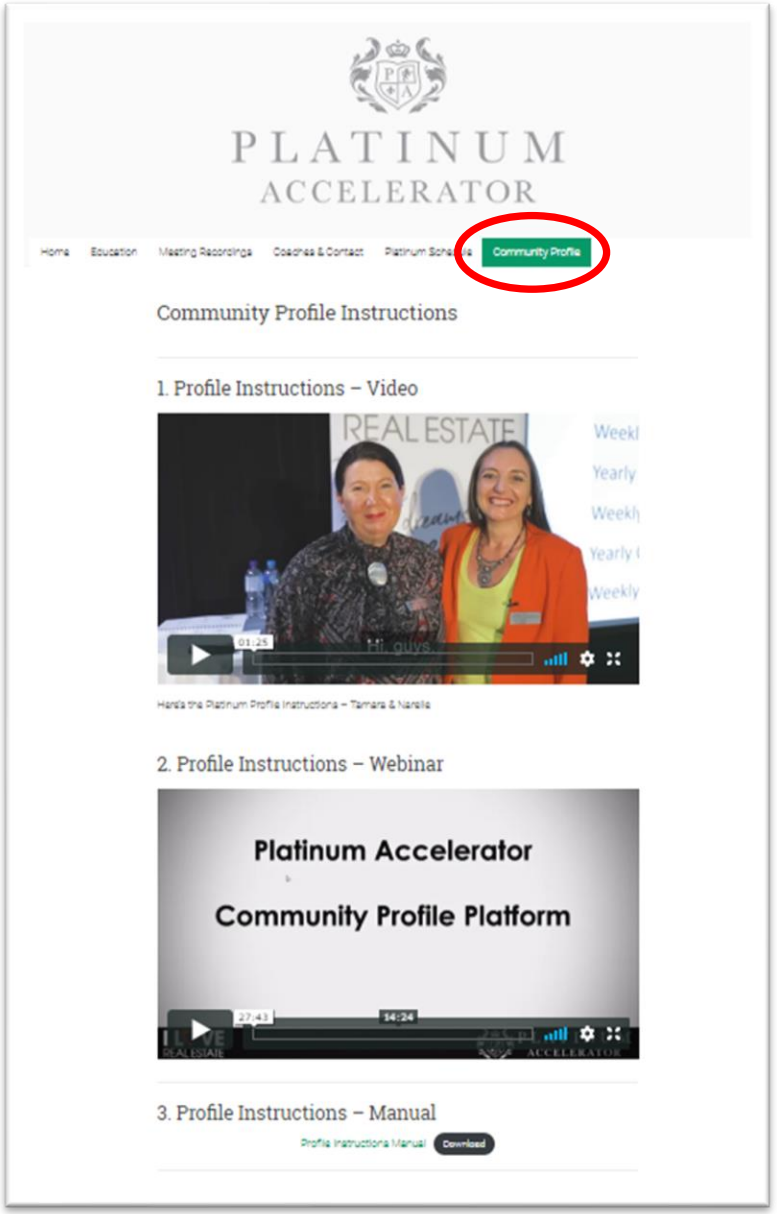
- 2021 Quantum Events: Check Ultimate Website For Full List
  - Commercial Secrets - Virtual: 18 – 19th September
  - Fast Profits – Virtual: 16-17th October
  - Extreme Income – Virtual 23 – 24th October

Housekeeping

Community Profile Platform:

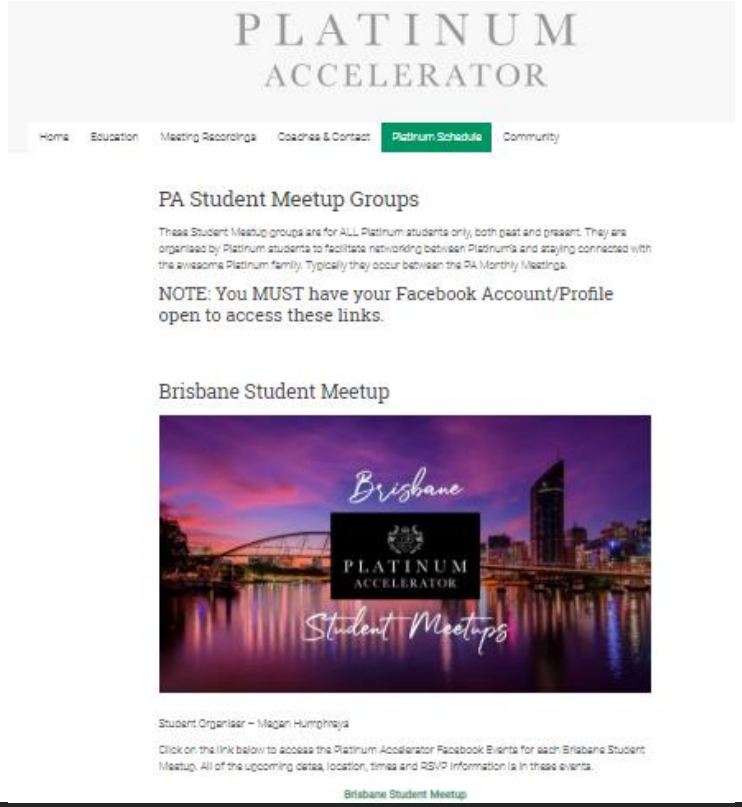
- Complete your profile ASAP – any issues with filling out your profile, email your coach!!
- Naughty List will be contacted ☺
- Instructions Webinar & Manual on Website
- Regularly search for Deals & JV's

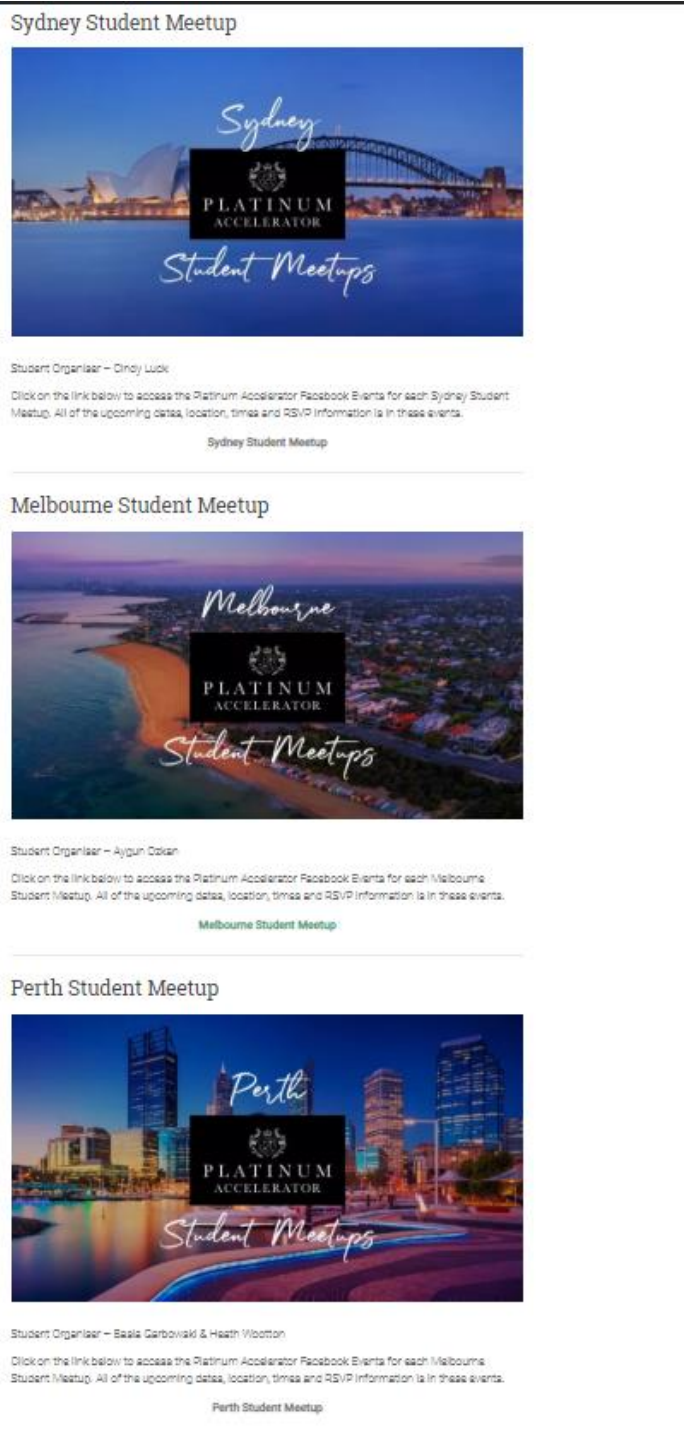




Platinum Student Meetups

- PA Website / Platinum Schedule
- Must have your Facebook account / profile open to access the links





Events Tab – Platinum Facebook

- Platinum Facebook:
  - Events
  - Monthly Meetings
  - Student Meetups
  - National Conferences

Brisbane Platinum Student Meetups

- Info & RSVP: Platinum Facebook / Events
- Brisbane location: Venue TBA
- Dates: Third Saturday each month typically 6pm
- Organizer: Karen Prescott (PM on FB)
- Text Karen on 0411 570 281 your Email or contact her on Facebook & she will send you details.
- Current & Past Platinum's!!!!

I LOVE REAL ESTATE

ILRE Brisbane Monthly Meetups

- Info & RSVP: Ultimate Website / ILRE Community / ILRE Brisbane Meetup / Link to FB Page
- Location – Stones Corner Hotel
- Dates – First Saturday of each month, 6:30pm
- Organizer – Neil Wendt
  Mbl 0418 766 777

GRADUATING PLATINUM'S

- Darren King (G)
- Lucya Pierce
- Meghan Reis (G)

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40 Years of Stanford Research Found That People With This One Quality Are More Likely to Succeed

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RESEARCH STUDY

- In the 1960s, a Stanford professor named Walter Mischel began conducting a series of important psychological studies.
- During his experiments, Mischel and his team tested hundreds of children — most of them around the ages of 4 and 5 years old — and revealed what is now believed to be one of the most important characteristics for success in health, work, and life.
- Published in 1972, this popular study became known as The Marshmallow Experiment, but it wasn't the treat that made it famous. The interesting part came years later.

The Marshmallow Experience

- The experiment began by bringing each child into a private room, sitting them down in a chair, and placing a marshmallow on the table in front of them.
- At this point, the researcher offered a deal to the child.
- The researcher told the child that he was going to leave the room and that if the child did not eat the marshmallow while he was away, then they would be rewarded with a second marshmallow. However, if the child decided to eat the first one before the researcher came back, then they would not get a second marshmallow.
- So the choice was simple: one treat right now or two treats later.
- The researcher left the room for 15 minutes.
- As you can imagine, the footage of the children waiting alone in the room was rather entertaining. Some kids jumped up and ate the first marshmallow as soon as the researcher closed the door. Others wiggled and bounced and scooted in their chairs as they tried to restrain themselves, but eventually gave in to temptation a few minutes later. And finally, a few of the children did manage to wait the entire time.

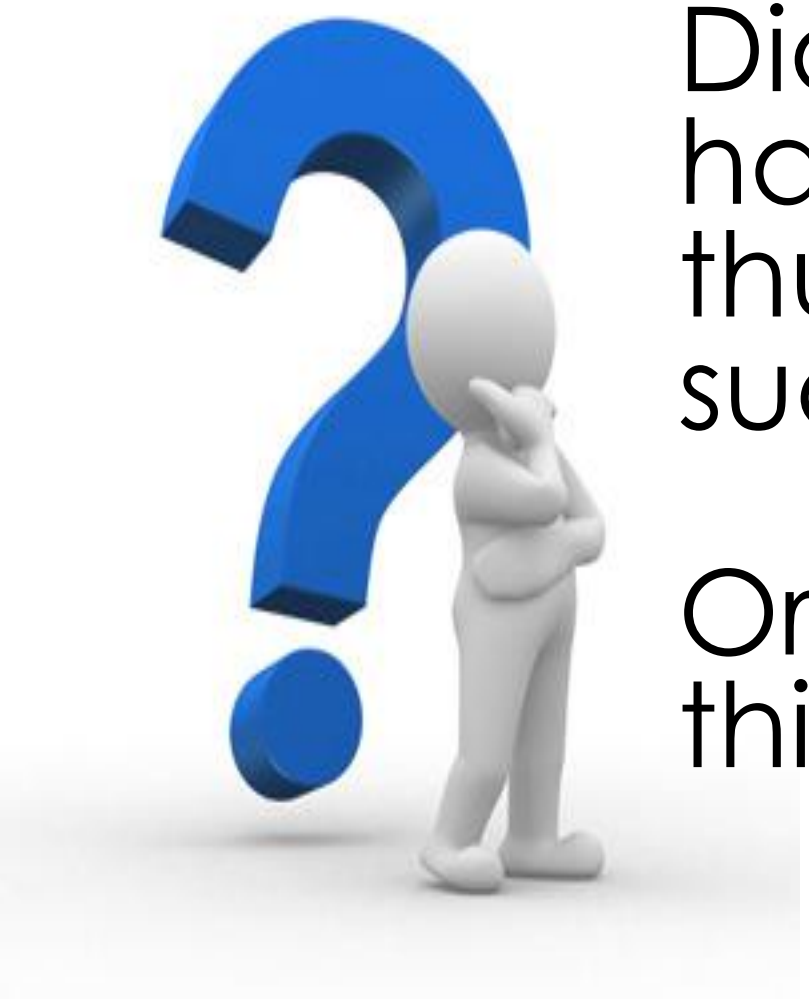
The Power of Delayed Gratification

- As the years rolled on and the children grew up, the researchers conducted follow up studies and tracked each child's progress in a number of areas. What they found was surprising.
- The children who were willing to delay gratification and waited to receive the second marshmallow ended up having higher SAT scores, lower levels of substance abuse, lower likelihood of obesity, better responses to stress, better social skills as reported by their parents, and generally better scores in a range of other life measures
- The researchers followed each child for more than 40 years and over and over again, the group who waited patiently for the second marshmallow succeeded in whatever capacity they were measuring. In other words, this series of experiments proved that the ability to delay gratification was critical for success in life.

Examples of this are everywhere

- If you delay the gratification of watching television and get your research done now, then you are more likely find a deal.
- If you delay the gratification of buying desserts and chips at the stops, then you'll eat healthier when you get home.
- If you delay the gratification of finishing your workout early and put in a few more reps, then you'll be stronger.

Success usually comes down to choosing the pain of discipline over the ease of distraction. And that's exactly what delayed gratification is all about.



Did some children naturally have more self-control, and thus were destined for success?

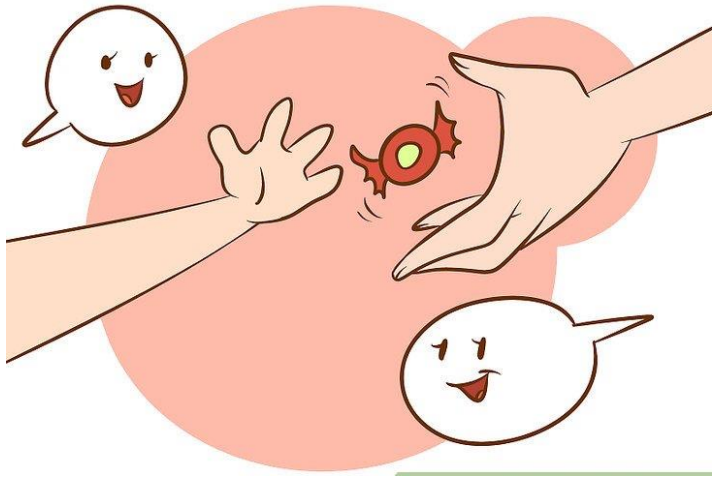
Or can you learn to develop this important trait?

What Determines Your Ability to Delay Gratification?

- Researchers at the University of Rochester decided to replicate the marshmallow experiment, but with an important twist.
- Before offering the child the marshmallow, the researchers split the children into two groups.
- **The first group was exposed to a series of unreliable experiences.** For example, the researcher gave the child a small box of crayons and promised to bring a bigger one, but never did. Then the researcher gave the child a small sticker and promised to bring a better selection of stickers, but never did.
- **Meanwhile, the second group had very reliable experiences.** They were promised better crayons and got them. They were told about the better stickers and then they received them.

- You can imagine the impact these experiences had on the marshmallow test. The children in the unreliable group had no reason to trust that the researchers would bring a second marshmallow and thus they didn't wait very long to eat the first one.
- Meanwhile, the children in the second group were training their brains to see delayed gratification as a positive. Every time the researcher made a promise and then delivered on it, the child's brain registered two things:
  1) waiting for gratification is worth it and
  2) I have the capability to wait.
- As a result, the second group waited an average of four times longer than the first group.

- In other words, the child's ability to delay gratification and display self-control was not a predetermined trait, but rather was impacted by the experiences and environment that surrounded them.
- In fact, the effects of the environment were almost instantaneous. Just a few minutes of reliable or unreliable experiences were enough to push the actions of each child in one direction or another.



So What Is The Meaning Of All This?

1. If you want to succeed at something, at some point you will need to find the ability to be disciplined and take action instead of becoming distracted and doing what's easy.
2. Success in nearly every field requires you to ignore doing something easier (delaying gratification) in favor of doing something harder.
3. Even if you don't feel like you're good at delaying gratification now, you can train yourself to become better simply by making a few small improvements. Just like in the children's experiment, we can train our ability to delay gratification, just like we can train our muscles in the gym: by promising something small and then delivering. Over and over again until your brain says, 1) yes, it's worth it to wait, and 2) yes, I have the capability to do this.

Here are 4 simple ways to do exactly that:

- Start Incredibly small. Make your new habit "so easy you can't say no."
- Improve one thing by one percent. Do it again tomorrow.
- Maintain consistency.
- Find a way to get started in less than two minutes.

How did you fair? – Did you eat the first chocolate?

- What can you do to train your delayed gratification muscle?

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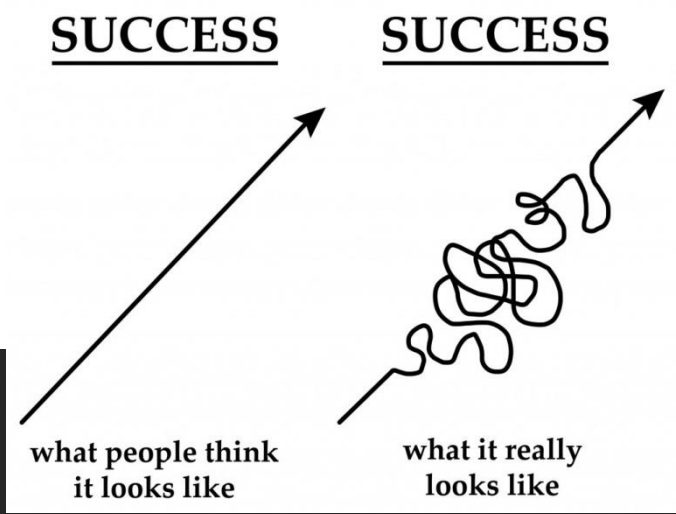
Accountability Monthly Goals

Buddy Process Follow-Up

- Partner with someone you don't know
- Active Platinum Partners split up (Non-active partners stay together)
- Exchange Mobile No.
- Schedule to "TALK" weekly
- Finishing students partner together

Last Month In Review

Share Your Successes and Challenges



This Months Plan

Share Your Key Goals For Month

Tea / Coffee Break

- Workbook Print-out

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Dual Lot Single Title, Boundary Realignment & House Relocation

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SCALING OFF AERIAL PHOTOGRAPHS

Scaling Off Aerial Photographs -

- 1) Electronic Method Using Mapping Tools "Ruler" Function
- (Investar – My Valuer / Pricefinder; RP Data etc.)

- 2) Manual Method – Our focus!!!

Manually Scaling Off Aerial Photographs -

- Very useful & practical skill for many aspects of property:
  - Subdivision, Multi-unit, Reno, Construction, House move etc.
  - Use in due diligence prior to site inspection
  - Use in planning - post inspection & on-site measurement

- Tools required:
  - Aerial photo – (printed A4)
  - Dimensioned site plan
    (source: RP Data, PriceFinder etc.)
  - Clear ruler
  - Calculator

Tips -

- Be aware of shadows in aerial photos
- Be aware of angle of photo – not necessarily 100% over rooftop
- Line thickness can have an effect - Be consistent e.g. measure from centre of line
- Measure accurately to the millimeter
- Results are indicative measurements only – must be ground-truthed or surveyed to confirm

Example – Manually Calculating Scale

Distance on map

Distance on ground

Example- Calculating Scale

1) Measure Boundaries on Printout
2) Calc Scale (1cm on map = X m on ground)
3) Formula: length on ground / length on map
   a) 20m / 10.3cm = 1.94
   b) 40.5m / 20.8cm = 1.95

Scale =

1 cm on map = 1.95 m on ground

Example- Calculating Scale

4) Test 1 –

- If 1 cm on map = 1.95 m on ground
- Then 10.3 cm on map = ?? m on ground
- 10.3 x 1.95 scale = 20.0 m on ground

CORRECT

Example- Calculating Scale

5) Test 2 –

- If 1 cm on map = 1.95 m on ground
- Then 20.8 cm on map = ?? m on ground
- 20.8 x 1.95 scale = 40.5 m on ground

CORRECT

Example- Calculating Scale

6) Modify Scale

(1 m on ground = Y cm on map)

Formula: length on map / length on ground

a) 10.3 cm / 20 m = 0.52

b) 20.8 cm / 40.5 m = 0.51

Scale =

1 m on ground = 0.51 cm on map

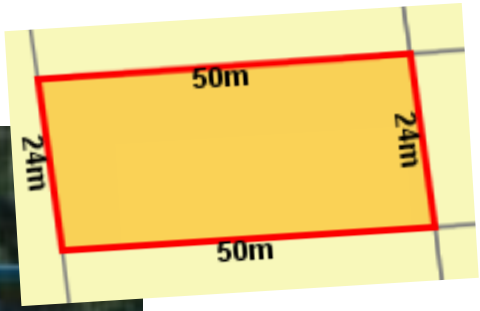
Example- Calculating Scale

7) Test 1 –

- If 1 m on ground = 0.51 cm on map
- Then 20 m on ground = ?? cm on map
- 20 x 0.51 = 10.2 cm on map

CORRECT

Activity



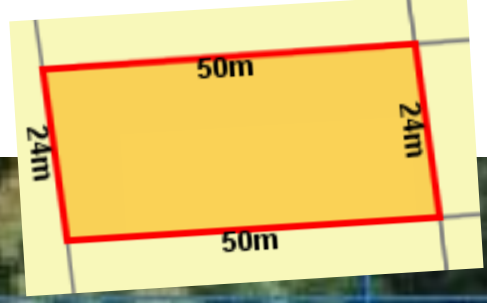
Phase 1 - Calculate Scale

1) Measure Boundaries on Printout
2) Calc Scale (1cm on map = X m on ground)
3) Formula: length on ground / length on map
   a) 24m / 10.5cm = 2.29
   b) 50m / 21.9cm = 2.28

Scale =

1 cm on map = 2.3 m on ground

Phase 1 - Calculate Scale

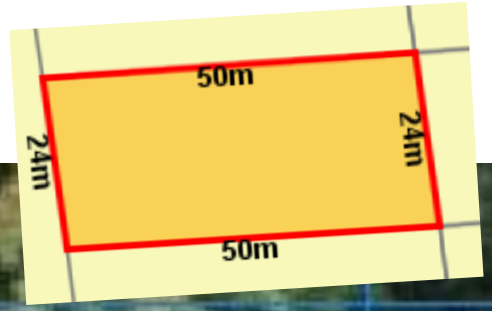


4) Test 1 –

- If 1 cm on map = 2.3 m on ground
- Then 10.5 cm on map = ?? m on ground
- 10.5 x 2.3 scale = 24.15 m on ground

CORRECT

Phase 1 - Calculate Scale

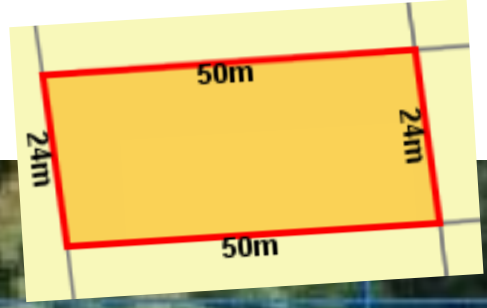


5) Test 2 –

- If 1 cm on map = 2.3 m on ground
- Then 21.9 cm on map = ?? m on ground
- 21.9 x 2.3 scale = 50.37 m on ground

CORRECT

Phase 1 - Calculate Scale



6) Modify Scale

(1 m on ground = Y cm on map)

Formula: length on map / length on ground

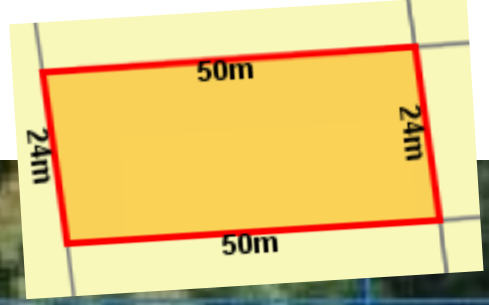
a) 10.5 cm / 24 m = 0.438

b) 21.9 cm / 50 m = 0.438

Scale =

1 m on ground = 0.44 cm on map

Phase 1 - Calculate Scale



7) Test 1 –

- If 1 m on ground = 0.44 cm on map
- Then 24 m on ground = ?? cm on map
- 24 x 0.44 = 10.56 cm on map

CORRECT

Phase 2a – Review Town Planning Requirements for Subdivision & Dwelling Position

- Car parking min: 1 per lot (6m front setback)
- Turn in car park setback min: 6m off side boundary

- Front lot minimum area: 400 m^2
- Battle-axe lot min. area: 600 m^2
- Battle-axe driveway min. width: 4 m
- Site cover max: 50%
- End product min. frontage:
  - 10 m if < 450 m^2
  - 15 m if ≥ 450 m^2
- House - side setback:
  - Lowset = 1.5 m
  - Highset = 2 m
- House - rear setback: 3 m

Phase 2b – Measure & Mark on Map Town Planning Requirements for Subdivision

1) Measure & mark driveway width
2) Measure & confirm side setback from house to driveway boundary
3) Measure front lot frontage
4) Measure rear setback off existing house
5) Calculate front lot area off min. requirements & mark boundary
6) Measure footprint off existing house & calculate % site cover
7) Calculate rear lot area (excl. driveway) off min. requirements
8) Mark carpark on front lot

1) Measure & Mark Driveway Width

- Require min 4 m wide battle-axe driveway width
- Scale: 1 m on ground = 0.44 cm on map
- 4 m driveway width =

4 x 0.44 Scale = 1.76 cm on map

- Draw on Plan

1) Measure & Mark Driveway Width

- Require min 4 m wide battle-axe driveway width
- Scale: 1 m on ground = 0.44 cm on map
- 4 m driveway width =

4 x 0.44 Scale = 1.76 cm on map

- Draw on plan

2) Measure & Confirm Side Setback from House to Driveway Boundary

- Measure setback off plan
- Scale: 1 cm on map = 2.3 m on ground
- 0.8 cm on map =

0.8 x 2.3 Scale = 1.84 m on ground

- Meets requirement of min. 1.5 m side setback for lowset house?

3) Measure Front Lot Frontage

- Measure frontage off plan
- Scale: 1 cm on map = 2.3 m on ground
- 8.7 cm on map =

8.7 x 2.3 Scale = 20 m on ground

- Meets requirement of min. 15 m frontage if lot ≥ 450 m^2?

4) Measure Rear Setback Off Existing House

- Require min 3 m rear setback
- Scale: 1 m on ground = 0.44 cm on map
- 3 m on ground =

3 x 0.44 Scale = 1.3 cm on map

- Draw subdivision line on map

5) Calculate Front Lot Area Off Min. Requirements & Mark Boundary

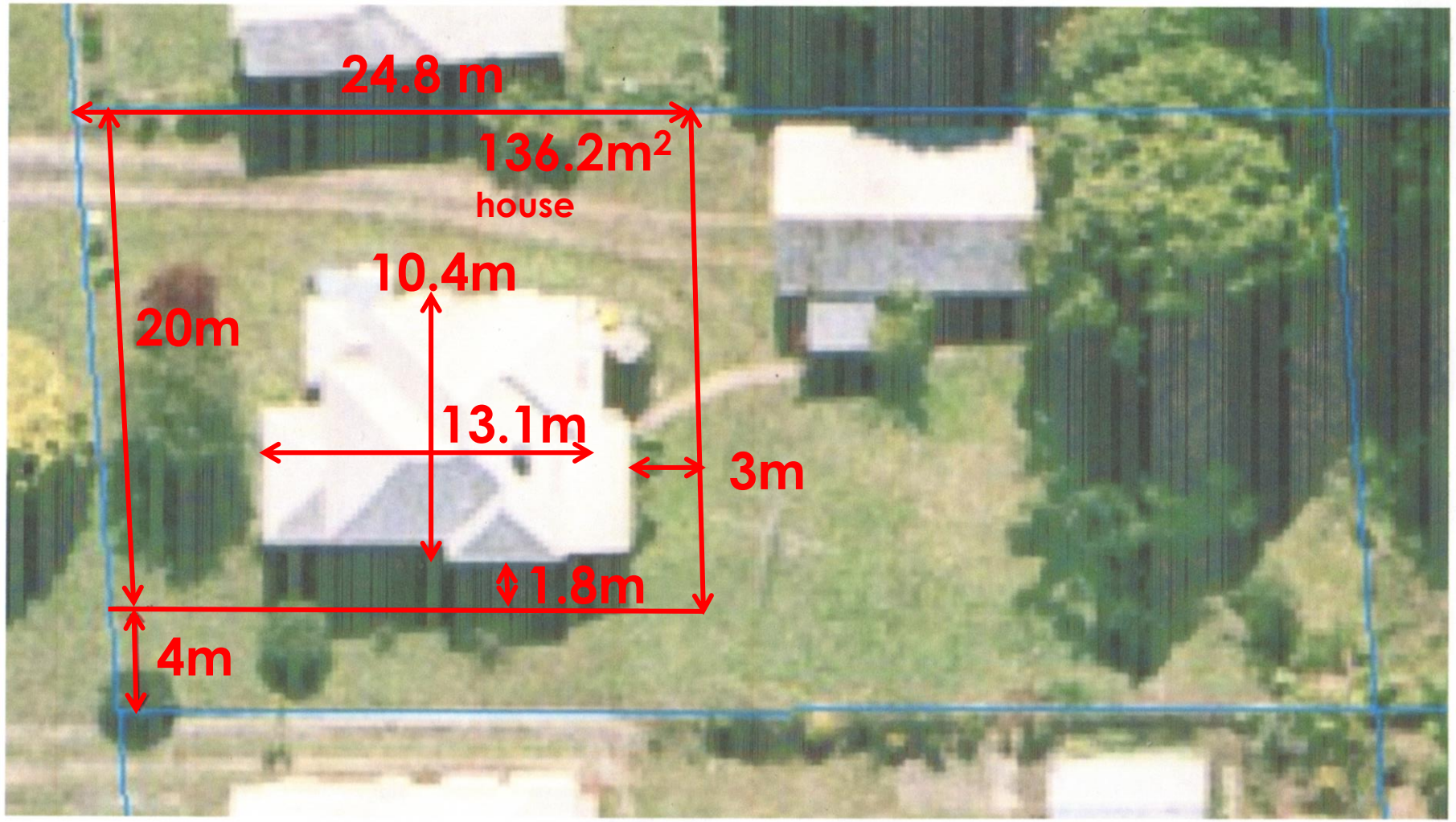
- Measure front lot side boundaries =

10.3 cm & 10.8 cm

- Scale: 1 cm on map = 2.3 m on ground
- 10.3 cm x 2.3 scale = 23.7 m & 10.8 cm x 2.3 scale = 24.8 m
- Area =

(23.7 + 24.8)/2 = Avg 24.3 m x 20 m = 486 m^2 front lot

6a) Measure Footprint of Existing House



- Measure existing house on map =

5.7 cm x 4.5 cm

- Scale: 1 cm on map = 2.3 m on ground
- 5.7 cm x 2.3 scale = 13.1 m
- 4.5 cm x 2.3 scale = 10.4 m
- House area =

13.1 m x 10.4 m = 136.2 m^2

6b) Calculate % Site Cover of Existing House

- % Site Cover = (house area / land area) x 100
- Calc =
- House @ 136.2 m^2 / 486 m^2 land = 28% site cover
- Meets requirement of max. 50% site cover of dwelling?

7) Calculate Rear Lot Area (Excl. Driveway) Off Min. Requirements

- Meets requirement of min. 600 m^2 rear lot?

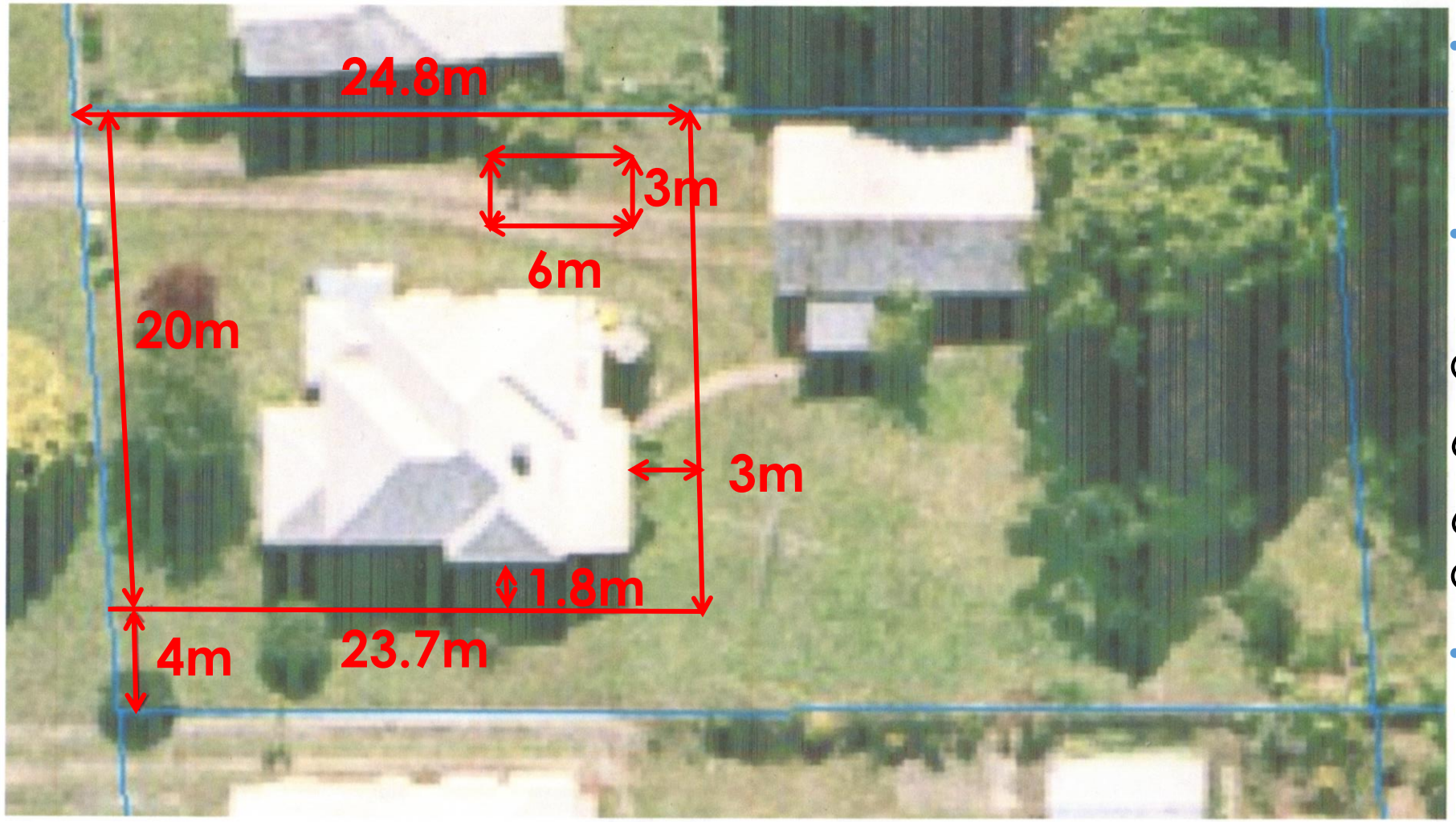
- Rear lot side boundaries measure =

11 cm & 11.7 cm

- Scale: 1 cm on map = 2.3 m on ground
- 11 cm x 2.3 scale = 25.3 m
- 11.7 cm x 2.3 scale = 26.9 m
- Area =

(25.3 + 26.9)/2 = Avg 26.1 m x 24 m = 626.4 m^2 rear lot (Excl. driveway)

8) Mark Carpark on Front Lot



- Require min. 1 carpark per lot = 3m x 6m
- Scale: 1 m on ground = 0.44 cm on map
- 3 m on ground =

3 x 0.44 Scale = 1.3 cm on map

6 m on ground =

6 x 0.44 Scale = 2.64 cm on map

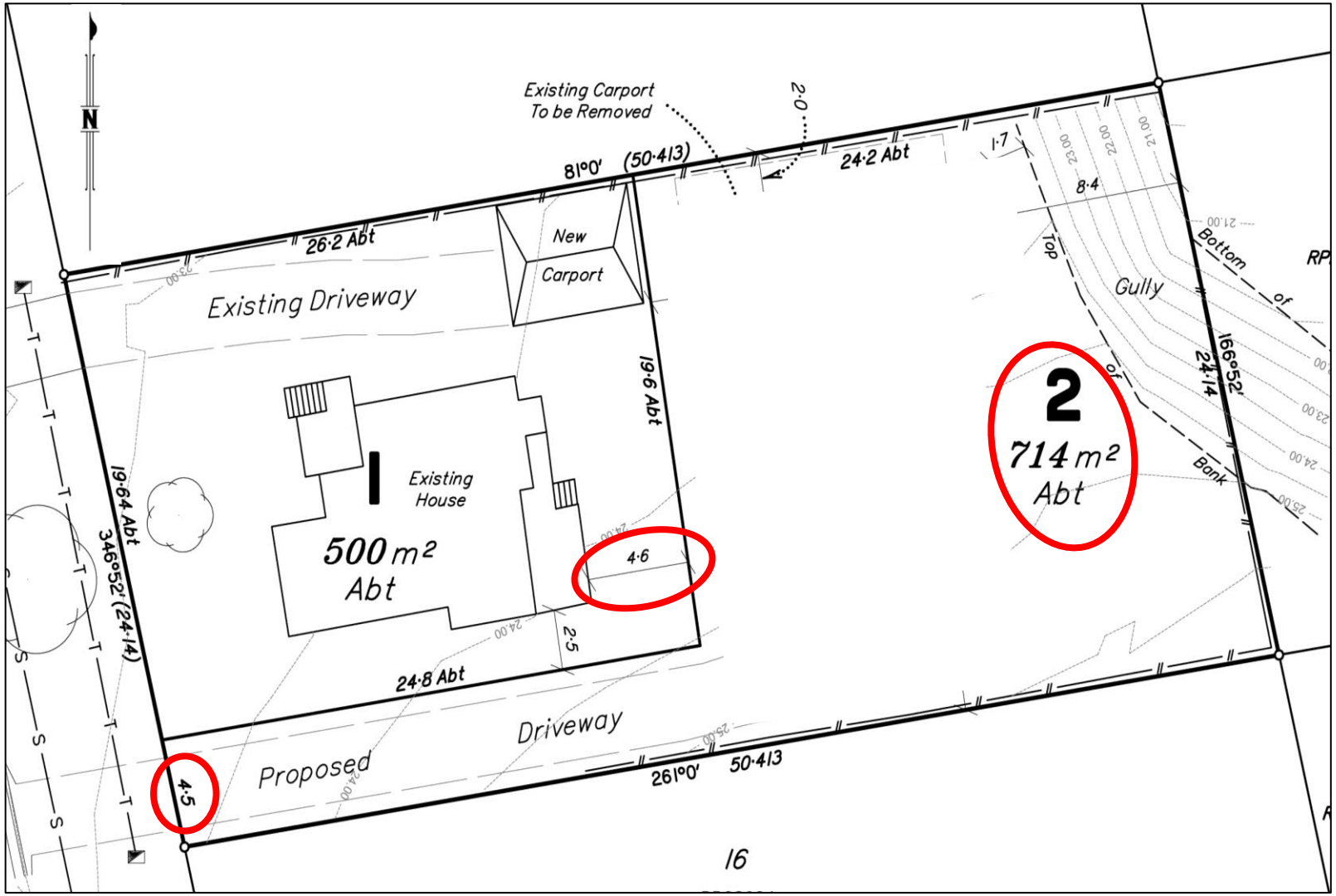
- Draw on map
  - Meets carpark requirement?

Phase 3 – Compliance with Planning Requirements & Potential Modifications

- Where do we have extra capacity?
- What can we modify?

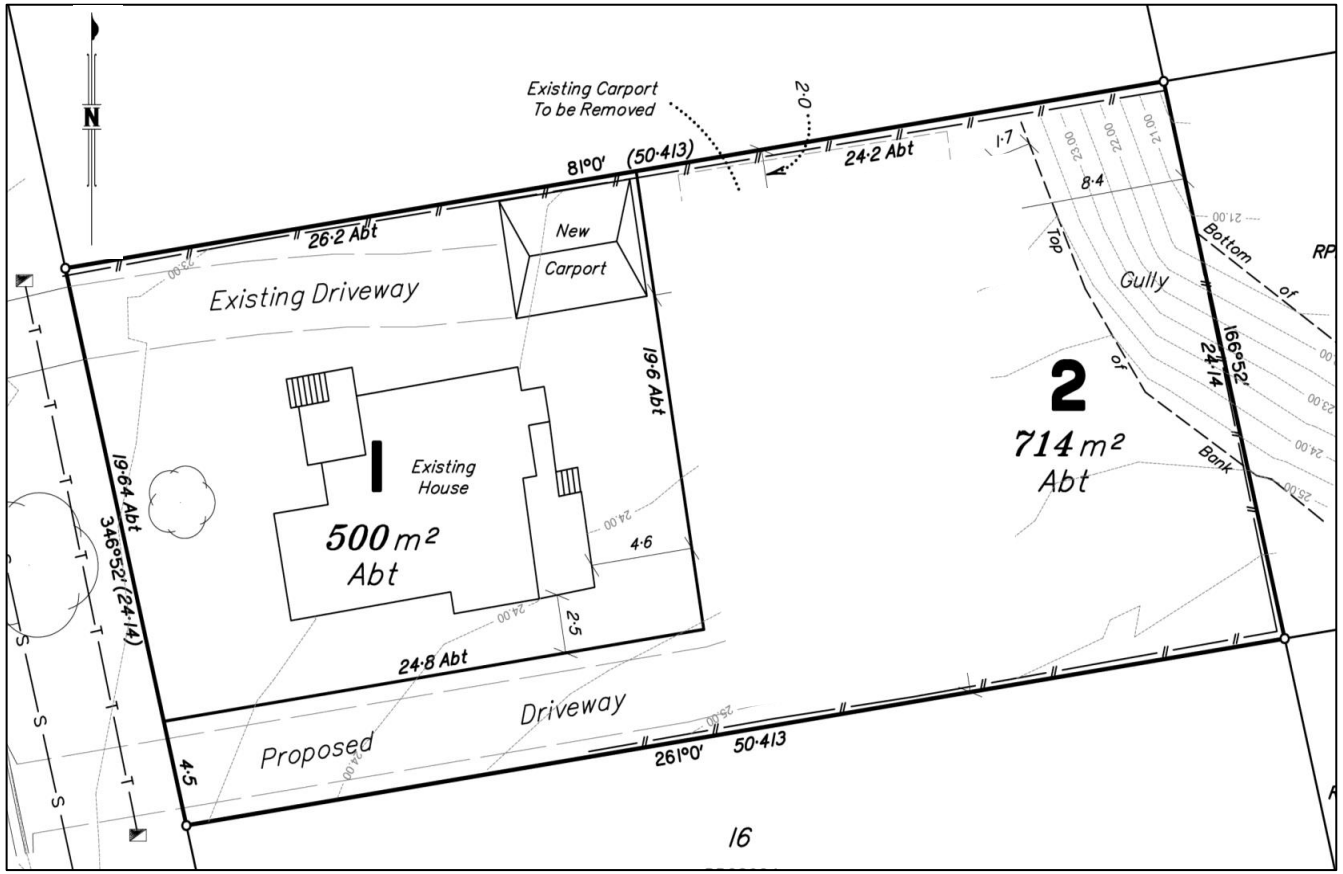
- Widen battle-axe driveway by approx. 0.3 m to 4.3 m wide
- Widen rear setback off existing house e.g. 4.5 m
- Consider rear lot size to allow dual occupancy at rear,
  > 700 m^2 of medium density = dual occ. potential

Final Version

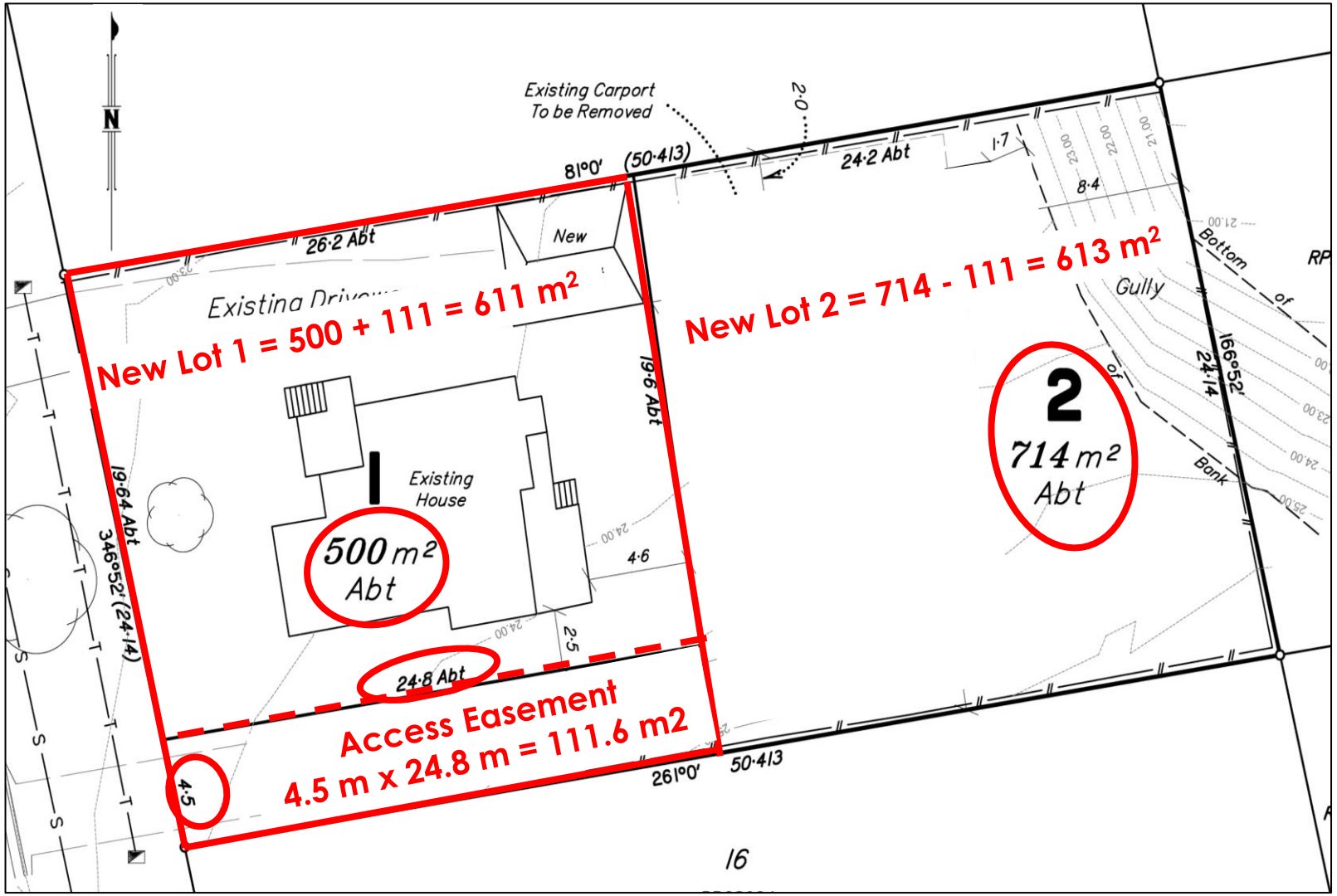


What if Minimum Front Lot Width Requirement = 600 m²?

- What can we do?



Driveway Access Easement Alternative -



- Make driveway owned by Lot 1
- Easement over driveway gives Lot 2 access

Phase 4 – House Relocation Review

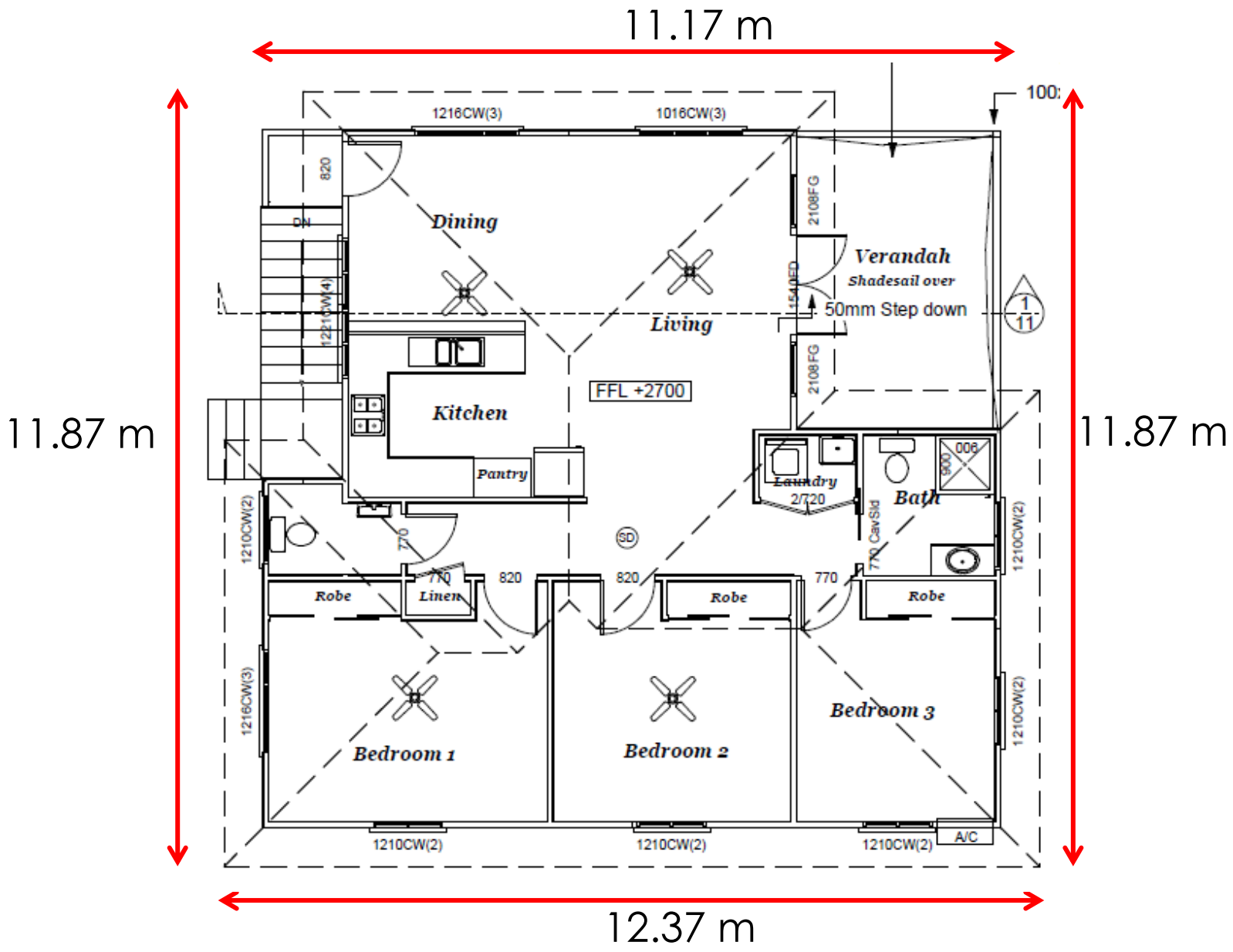
- Determine Lot 2 building area for relocatable house
- Measure & mark out setbacks on Lot 2
- Which of the 3 relocatable house designs fit Lot 2?

Lot 2 Build Area - Mark Gully Top Bank

- Gully top bank = 9.4 m off rear boundary
- Scale:1 m on ground = 0.44 cm on map
- 9.4 m on ground = 9.4 x 0.44 scale = 4.1 cm off rear boundary

Lot 2 Building Area -

- Require 2 m side set -back for 2 story dwelling
- 7.8 cm on map = 7.8 x 2.3 scale = 17.9 m
- 6.0 cm on map = 6 x 2.3 scale = 13.8m
- Lot 2 build area = 13.8 m x 17.9 m

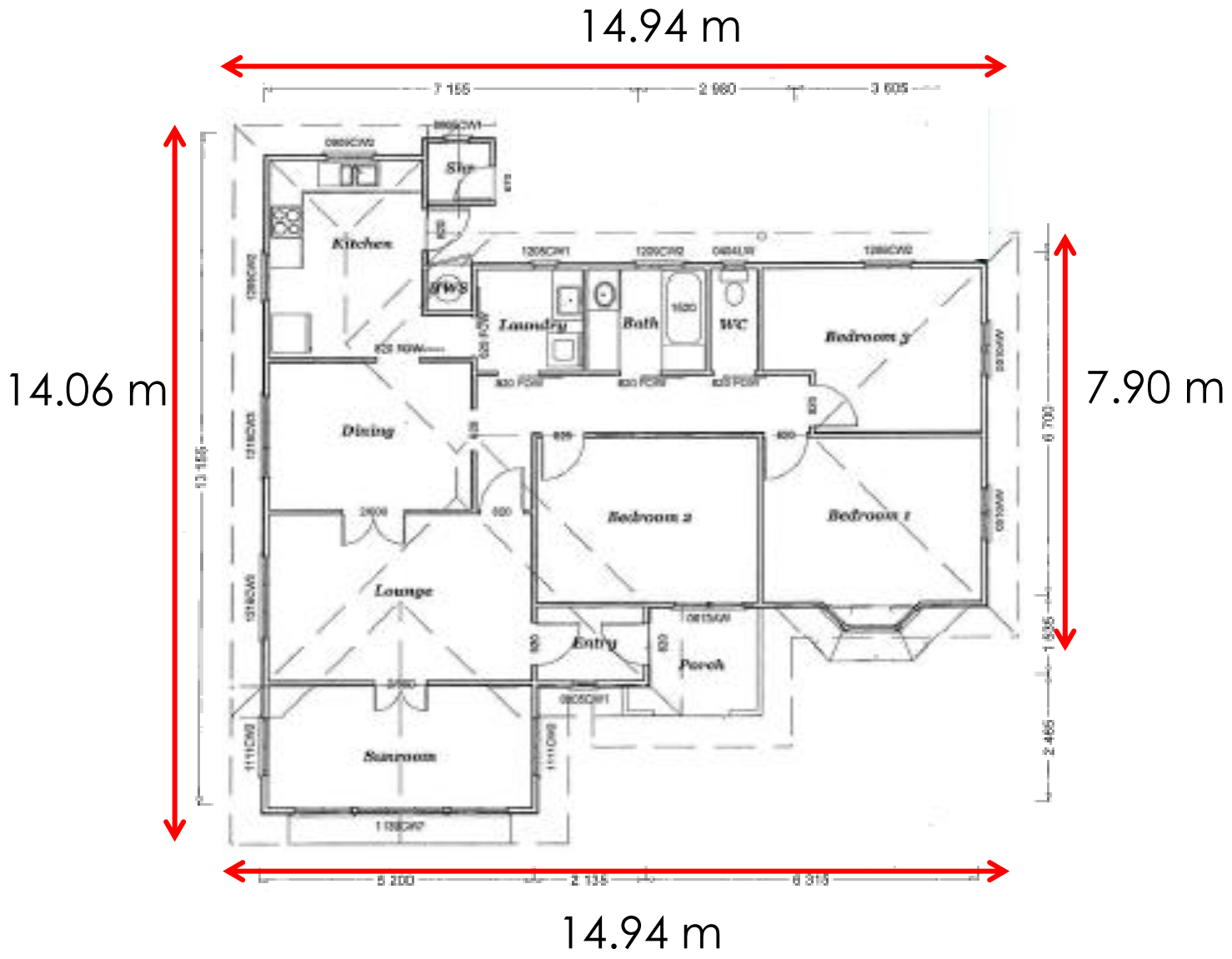


House 1

- Measurements to outer most projection (Incl. 600 mm eaves)

FLOOR AREA	
LIVING	99.52 Sq M
ENTRY	1.48 Sq M
VERANDAH	14.33 Sq M
TOTAL	115.33 Sq M

House 2

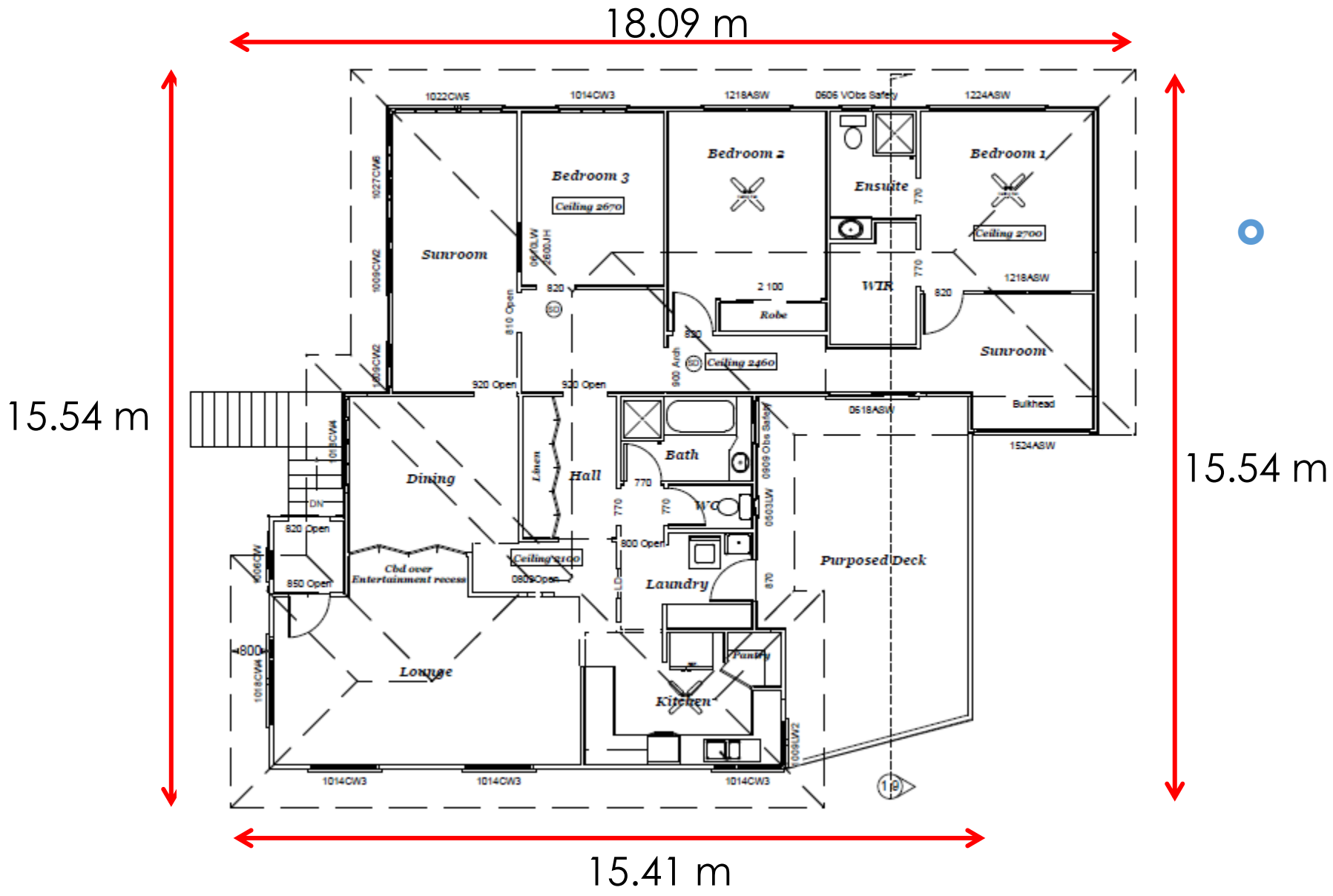


- Measurements to outer most projection (Incl. 600 mm eaves)

FLOOR AREA	
LIVING	122.72 Sq M

House 3

- Measurements to outer most projection (Incl. 920 mm eaves)

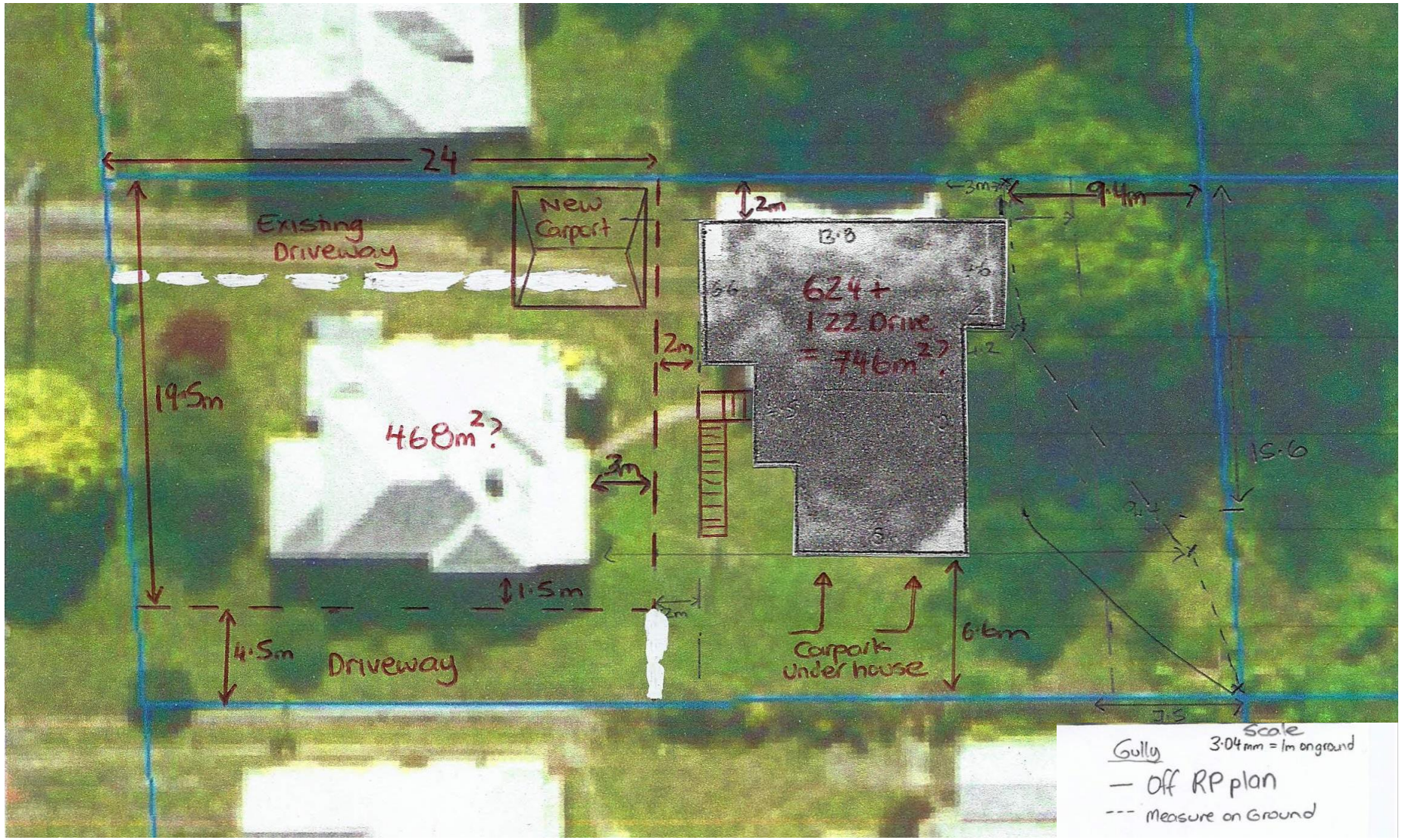


FLOOR AREA	
LIVING	165.964 Sq M
VERANDAH	30.811 Sq M
TOTAL	196.775 Sq M

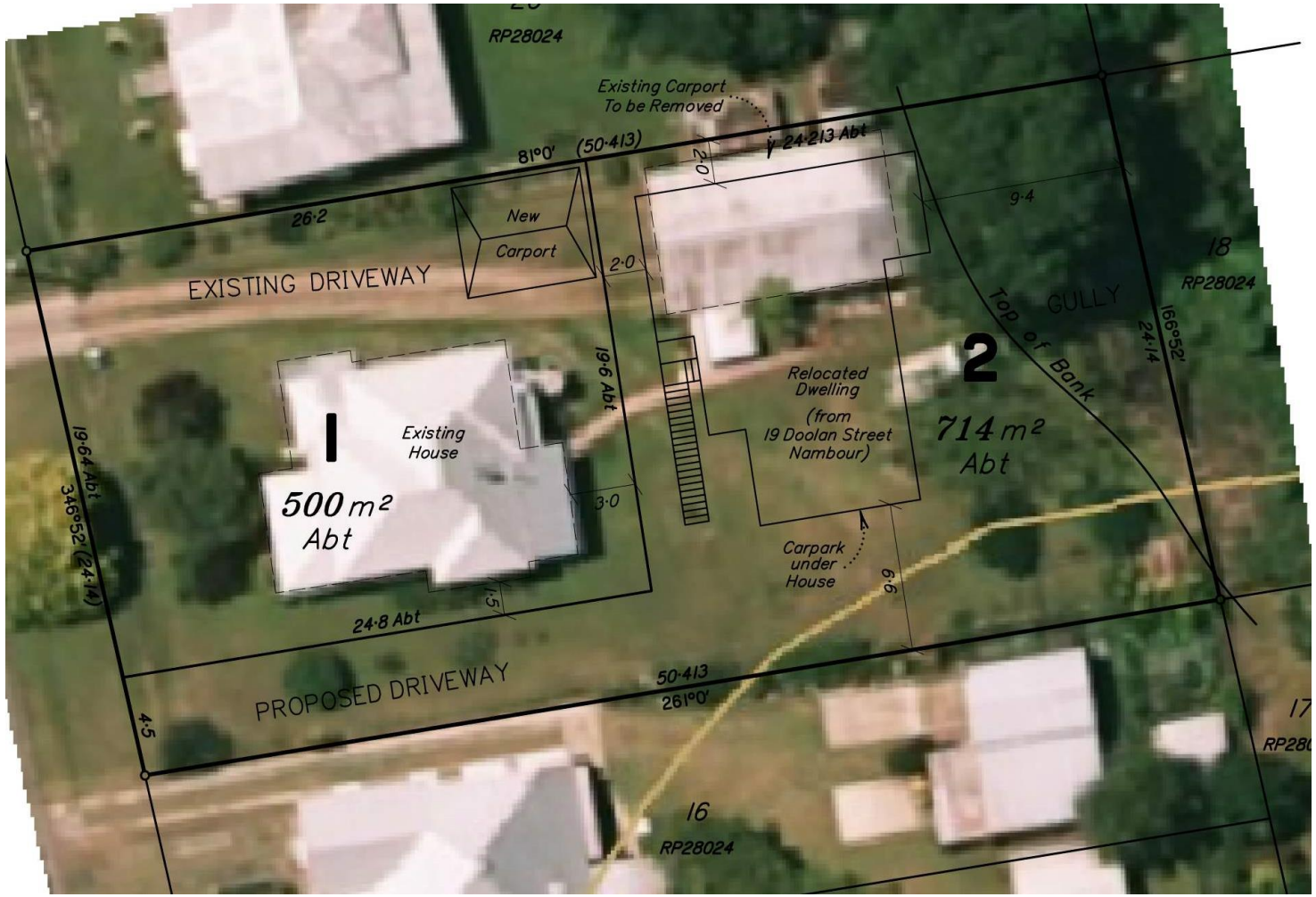
Lot 2 Building Area – (13.8 m x 17.9 m) – What Fits?

- House 1? – Fits (12.4 m x 11.9 m)
- House 2? – Footprint fits with eaves hanging over gully (14.1 m x 14.9 m)
- House 3?– Doesn't fit (18.1 m x 15.5 m)

Draft 1 – Manually drawn subdivision & House 2 floor plan - provided to surveyor



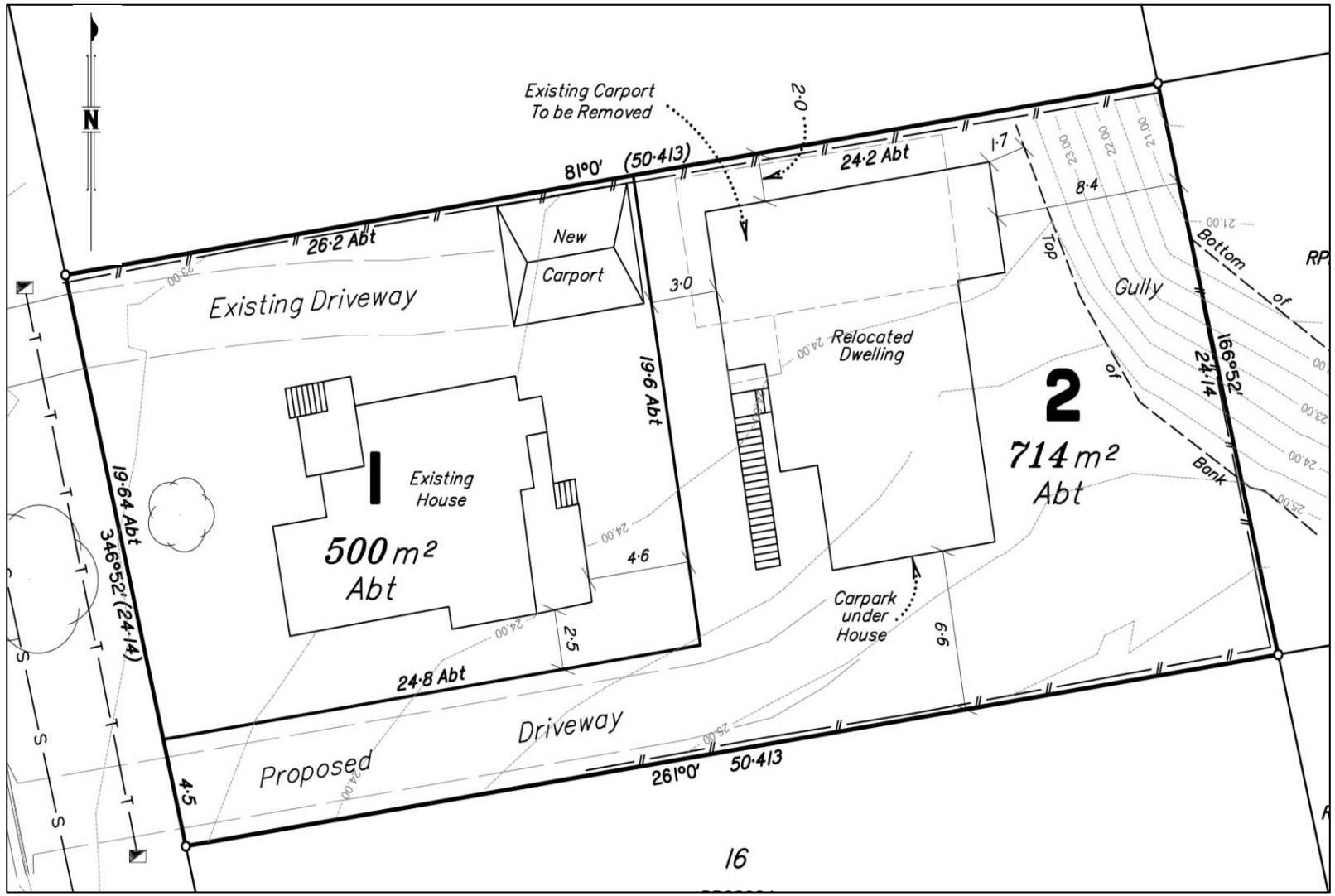
Draft 2 – Surveyor Draft Plan



Scale 1:250 – Lengths are in Metres.

2 0 2 4 6 8 10 12 14 16 18 20 22 24 26 28 30 32 34 36 38

Final – Subdivision Plan & House 2 Relocation Position



Completed Subdivision & House 2 Relocation

QUESTIONS?