



PLATINUM ACCELERATOR

NATIONAL CONFERENCE VIETNAM

PULLMAN PHU QUOC BEACH RESORT, JULY 2023



I LOVE
REAL ESTATE



PLATINUM ACCELERATOR

VIETNAM CONFERENCE SCHEDULE

DAY ONE: TUESDAY 11 JULY 2023

9.00 – 10.30	1. ADMIN & SET UP – THE MARKET
10.30 – 11.00	MORNING TEA & NETWORKING
11.00 – 1.00	2. BEING A GOOD SELLER
1.00 – 2.00	LUNCH
2.00 – 4.00	OUT OF ROOM ACTIVITY – WHEELCHAIRS

DAY TWO: WEDNESDAY 12 JULY 2023

9.00 – 9.45	3. SETTING UP AIR BNB HOT TIPS
9.45 – 11.00	4. CONSTRUCTION HOT TIPS
11.00 – 11.30	MORNING TEA
11.30 – 1.00	5. GREG – TENANT ISSUES
1.00 – 2.00	LUNCH
2.00 – 5.00	6. AFTERNOON OUT OF ROOM ACTIVITIES

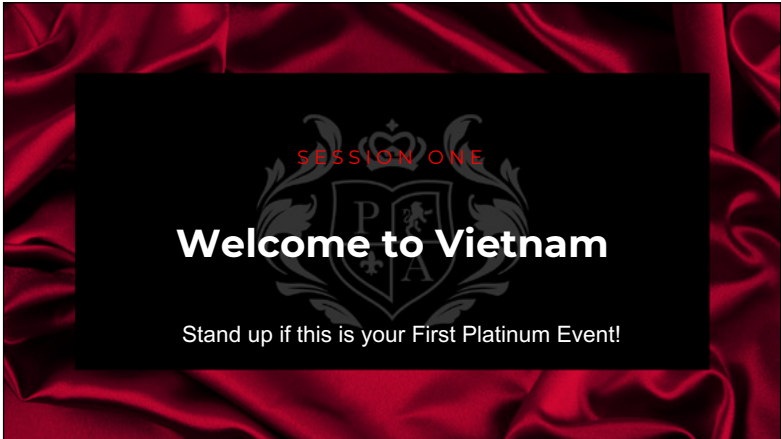
DAY THREE: THURSDAY 13 JULY 2023

9.00 – 11.00	10. FINANCIAL ACCOUNTS & HOBBIES
11.00 – 11.30	MORNING TEA
11.30 – 1.00	11. WEALTH PARADIGMS
1.00 – 2.00	LUNCH
2.00 – 3.30	12. OPEN SESSION - PANEL



PLATINUM ACCELERATOR

1. ADMIN & SET UP – THE MARKET



What's on the Agenda!

- **Today** - Half Day in Room
 - Half Day Humanitarian Activity
 I will start to have sit down with Coaches Selection
 - 5 Year Reunion
- **Wednesday** - Half Day in Room
 - Half Day Activity
 (Elites with me – Everyone else with Coaches)
 I will start to have sit down with Coaches Selection

What's on the Agenda!

- **Thursday** - Full Day in Room
 with Activities
 I will start to have sit down with Coaches Selection
 - Gala Masquerade Ball
- **Friday** - 3/4 Day in Room
- See you in the Pool!

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No Workbooks – we had enough to carry! – Workbooks can be downloaded from the website after the Event

Take Pics if you wish

Better to concentrate on notes and content – use the slides as revision after the event





Why is the RBA Doing what it's Doing?

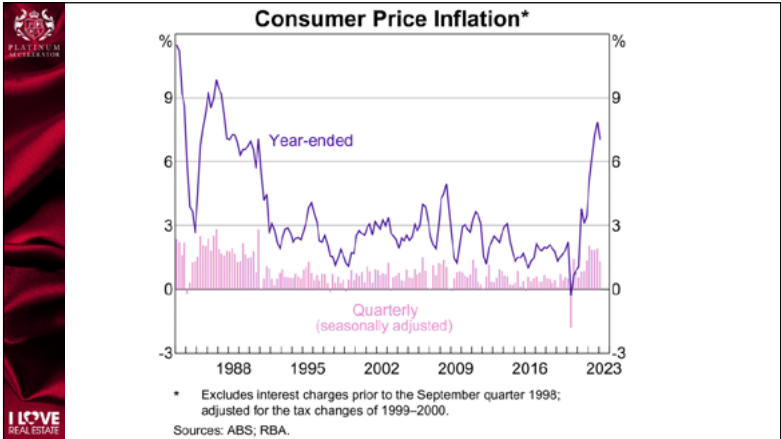
One word – INFLATION!

Why is Inflation BAD?

- Inflation Erodes Purchasing Power
- Disproportionately Impacts Low-Income Households
- Raises Cost Of Living
- Raises Interest Rates
- Hurts The Growth Of Stocks And Bonds



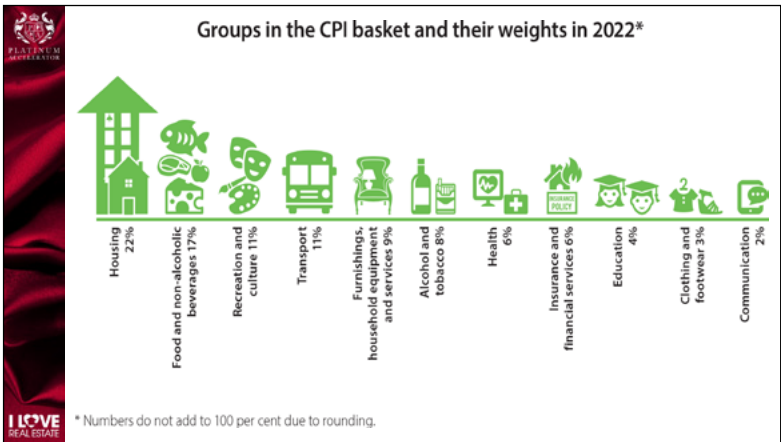
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What are the pros and cons of inflation?

- Inflation is a net positive when it is moderate
- It spurs wage growth and investment.

- High inflation is unsustainable and causes investors to hold onto money as opposed to spending
- Low inflation, or worse, deflation, is disastrous for an economy because products are no longer profitable to produce



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4 Main causes of Inflation

- Demand-pull – Demand Inflation
- Cost-push – Supply Inflation
- Fiscal policy
- Inflation expectations – Consumer Confidence





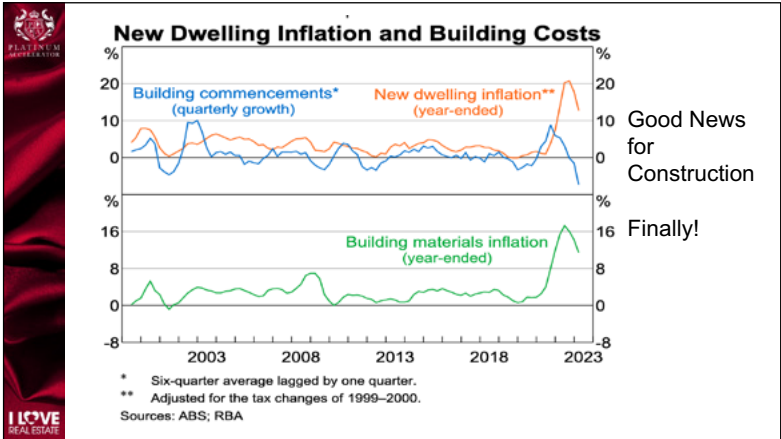
What does Inflation do to Currency

- In general, inflation tends to devalue a currency since inflation can be equated with a decrease in a currency's buying power.
- **But not when the whole world has Inflation!**



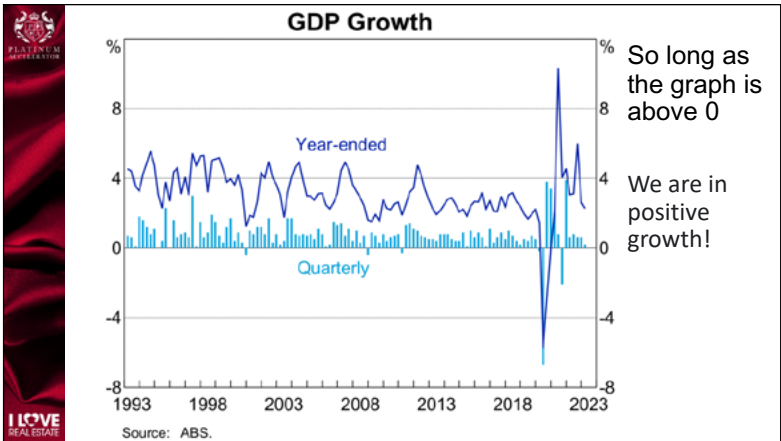


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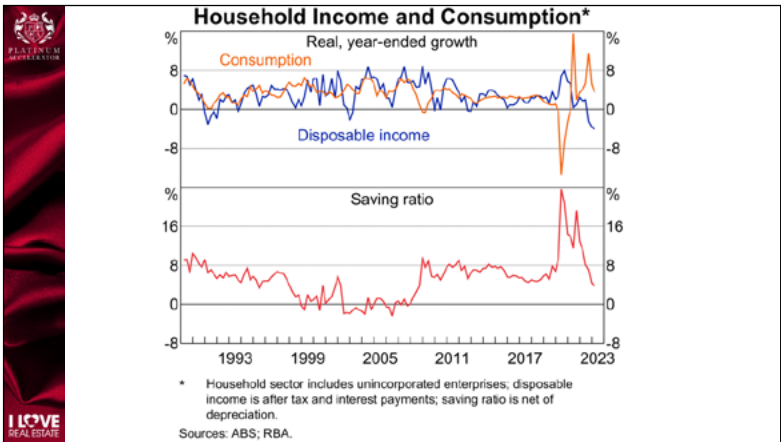
Good News
for
Construction

Finally!



So long as
the graph is
above 0

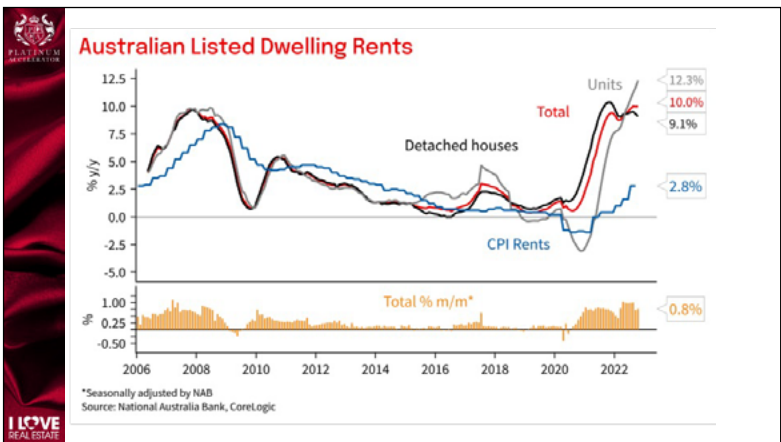
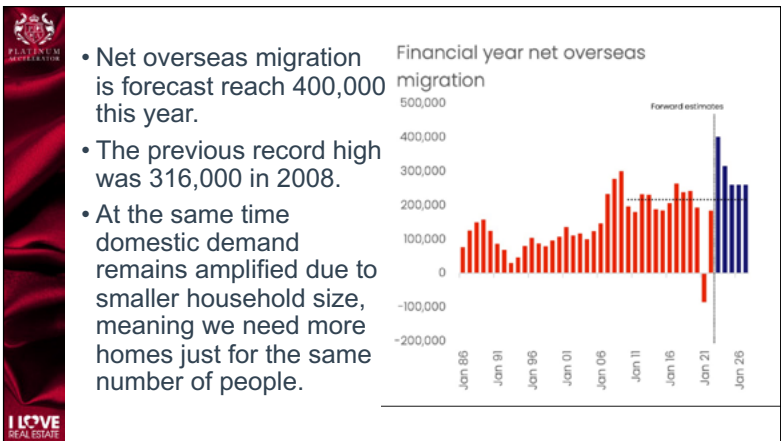
We are in
positive
growth!



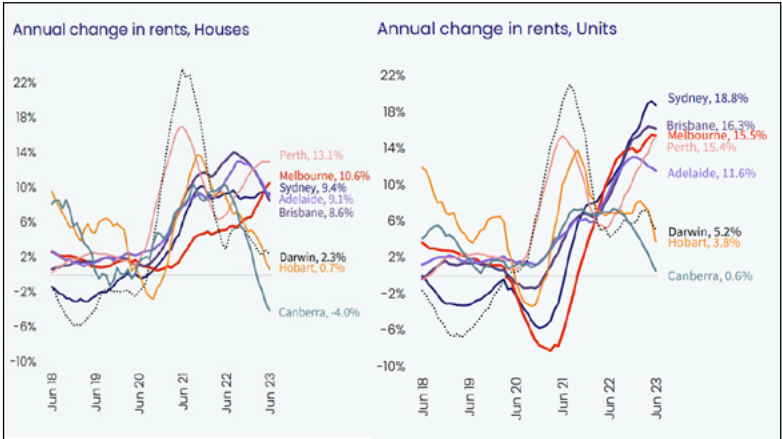
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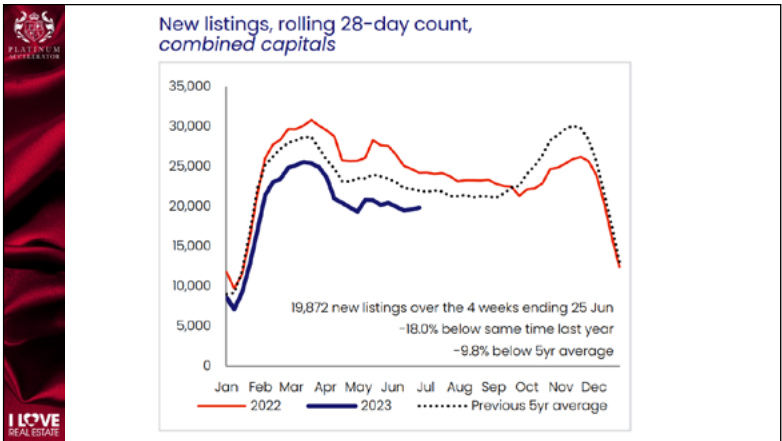
Index results as at 30 June, 2023

	Month	Quarter	Annual	Total return	Median value
Sydney	1.7%	4.9%	-5.1%	-2.2%	\$1,073,924
Melbourne	0.7%	1.8%	-5.7%	-2.6%	\$762,537
Brisbane	1.3%	3.0%	-8.2%	-4.1%	\$725,397
Adelaide	0.9%	2.1%	0.0%	3.6%	\$663,136
Perth	0.9%	2.8%	2.5%	7.3%	\$588,454
Hobart	-0.3%	0.1%	-12.7%	-9.0%	\$651,187
Darwin	0.5%	-0.3%	-1.0%	4.7%	\$492,081
Canberra	0.4%	0.8%	-8.8%	-5.2%	\$830,217
Combined capitals	1.2%	3.3%	-4.8%	-1.4%	\$789,649
Combined regional	0.5%	1.1%	-6.5%	-2.4%	\$586,645
National	1.1%	2.8%	-5.3%	-1.6%	\$723,006



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1. Platinums' are allowing Media Rhetoric as an excuse for INACTION!

- Second Guessing
- Not having confidence in their Feasos
- Self Sabotage
- Not trusting the Process
- Procrastinating



ways i self sabotage



2. Platinums' not doing enough Reverse Feasibilities!



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PLATINUM ACCELERATOR

2. BEING A GOOD SELLER

SESSION TWO


Being a Good Seller

It is easy to be a Good Buyer – but what makes a Good Seller


What can you do if your Property isn't Selling




If your Property isn't Selling it will be because of one of 5 Things




1. The Property




2. The Price



3. The Agent



4. The Market



5. The ??????

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Let's start with the Property

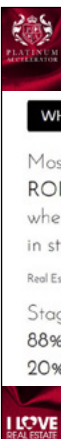
- Size?
- Design?
- Colours?
- Staging?
- Landscaping?
- # of Bedroom??
- # of Living Areas?
- # of Bathrooms?
- Is your Property meeting the market demands for the area?



Presentation

- **Declutter**
- **De personalize**
- **Look like a display home**





Staging

WHY STAGE?

Most sellers saw an ROI of over 400% when they invested in staging.

Real Estate Staging Association*

Staged homes sell 88% faster and for 20% more!

91%

91% of buyer's agents said STAGING affects the buyer's view of the home.

National Association of Realtors*



85%

85% of staged homes sold for 5-23% over list price.

Real Estate Staging Association*

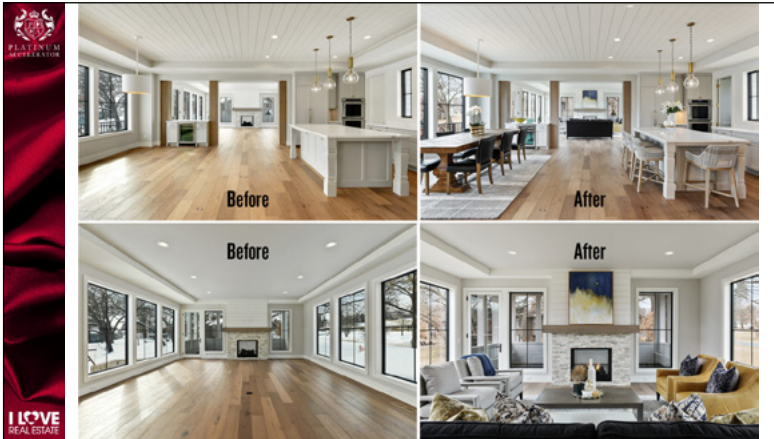


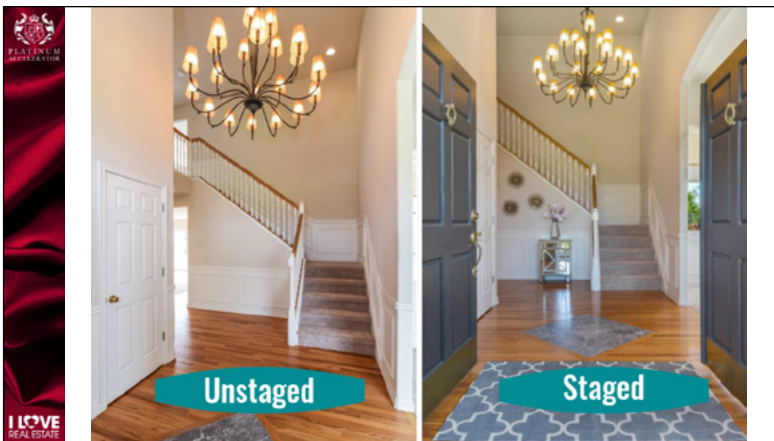
52%

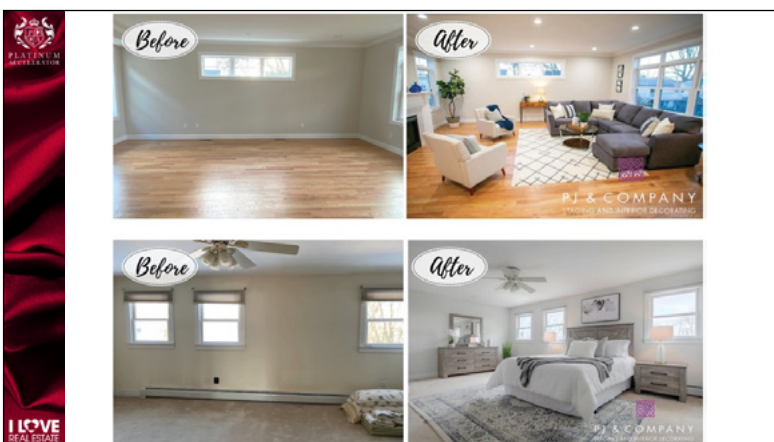
52% of seller's agents say that staging a home increases the dollar value offered.



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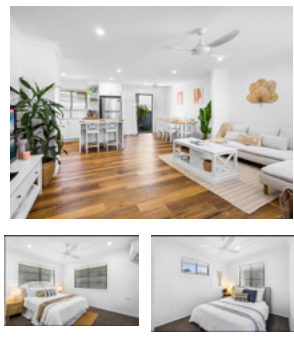


Could be better to buy than rent staging furniture in a slow market

- Real Example:
3 Bed – Fully Staged Duplex – Sunshine Coast
- **Investor 1 – Bought**
Cost \$5,200
- **Investor 2 – Hired**
Cost \$4,800 for partly staged
Property didn't sell in the 6 weeks – ended up buying the Furniture for \$12,000



Investor 1



Investor 2





Photography

Agent Happy Snap



Professional Shot



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Photography

Agent Happy Snap



Professional Shot





Photography

Agent Happy Snap
Daytime Shot



Professional Shot
Dusk Shot





7 Steps To [Predictably] Out-Performing The Market

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Don't just fill the Space!

Think... 'Mesmerising Display Home'

- There is no point in just 'filling up a space'.
- If it doesn't show the home's full potential, the impact of the presentation will be lost... and so too the optimal price.
- Buyers purchase homes based on how they 'feel'.
- Presentation is everything!





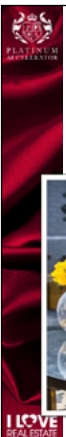
What demographic responds best to staging and styling?

Anyone with 'emotion'

The biggest 'uplift in prices' occurs with **individual** properties and **small** lot developments

The small details matter





Picking the right style

- Matching the theme to the home



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Picking the right Stylist

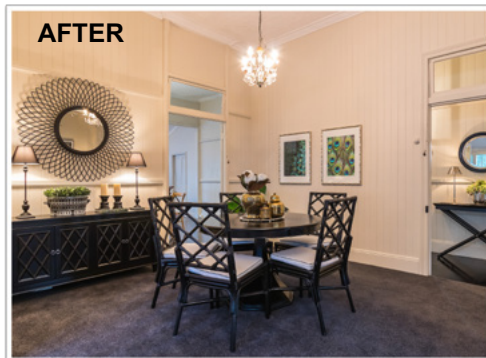
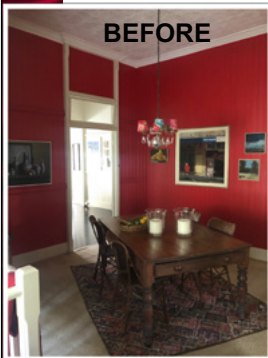
- Inventory (amount and quality)
- Don't go cheap
- Credentials/third party validation - portfolio of work
- A deep understanding of what buyers like





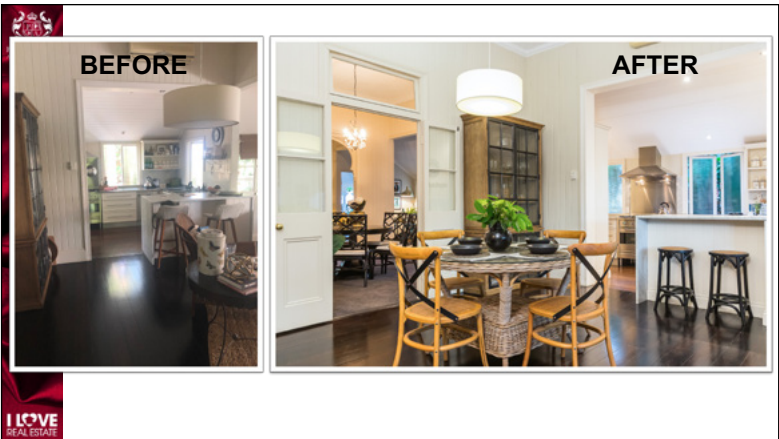


Target the 80, not the 20



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Wow Factors



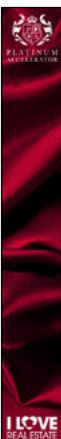
Selling to an older demographic



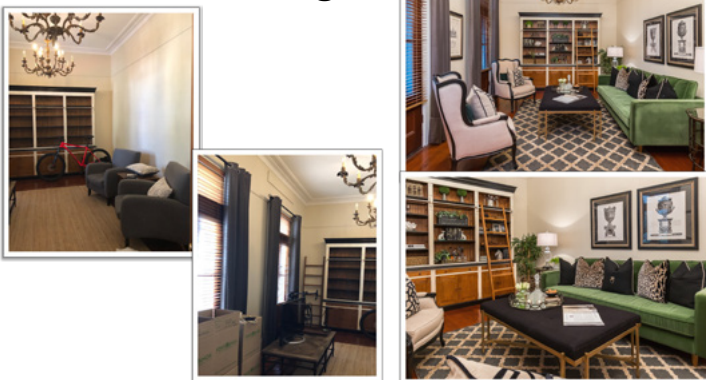
Wow Factors



Selling to an older demographic



Detail & Shot Angle



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Get Educated on your end buyer

- *What they want*
- *How they want to buy*
- *Eg. Negotiation, Auction, Price advertised or not*
- *Age and Financial Demographics*
- *Who is your avatar Buyer?*





2. The Price





Be Realistic

- *Price Your Property Accurately*
 - *Comparable recent sales*
 - *Online valuations*
- *Price and time*



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Respond promptly to offers

- **Within hours or overnight**
- **Be prepared for when an offer comes in**

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Listens to market feedback

- *Price feed back*
- *Presentation feedback*
- *General feedback*
- *Control what you can control*
- *Double check what the agent is telling you*





3. The Agent





Choose the Best Agent

- *Discount agent v's Full service*
- *Which would you choose?*



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Researching your agent...

- Time on market
- Clearance rate
- Cost/Benefit analysis of their entire process

Common research mistakes:

- Volume equals value (volume of sales & volume of listings)
- All agents offer the same benefits so it's purely a 'cost' comparison



FALSE

'The agent who promises the highest price will achieve the highest price'

NO ... they just want your listing



FALSE

"I have a buyer for your home"

If this marketing pitch were real, give them 14 days to prove it

Agents with the largest database of 'ready buyers who just missed out on another local property', should have the shortest times on market. But the stats show they don't.



Auction – Good or bad?

- Require '**multiple maniacs**'
- Divide and **eliminate** competition
- **Lose** emotion over time
- Are too **transparent**
- Were invented to determine 'market value' NOT 'above market value' or 'market outliers'
- A good Agent will control the buyer/buyers



'Un-priced homes keep buyers away'

True or False?



Marketing



- Create a page for your property
- Use the Property address the facebook name
- If a property is searched – your facebook page will come up

- Have flyers for your property ready at open homes
- Have cards highlighting special features

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Use a Secret Shopper to check Agent Performance

4. The Market

It is easy to blame the Market or the Interest Rates or Inflation or Whatever!!!

- Most of the time – it is not the market
- If the property is presented well, is priced well and has a good agent – it will sell

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Ask yourself;

- Are there other properties similar to mine selling in the area?
- If yes – it's not the market
- If no – go to Plan B
 - Rental
 - Rooming
 - Air BnB
 - Executive Rental





Who has a Property that is slow to sell?





5. The Esoteric



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Have you ever walked into a place that just feels Wrong or even Creepy?





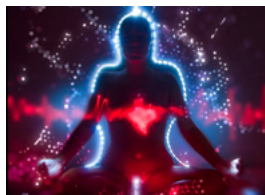
What is happening when you feel an oppressive energy?

- Some places just FEEL good, expansive, happy
- While other can FEEL oppressive, anger, creepy
- Energy is sorted in matter
- In you, in property, in places
- When an event causes emotion – that emotion lingers in the field of energy around that space



Energy Field Memory

- What happens when your energy field holds the memory of past experiences that are unfavourable to your future?
- What happens when a house or land holds the energetic frequency of past experiences that are unfavourable?



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Real Estate Energy Imprints

- **Emotional Imprints**
Events that have occurred on a property, or in a building or house, leave energy traces. Deaths, violence, disputes, and any harboring of negative emotion by previous occupants. These energies can last for centuries unless cleared.
- Emotional imprints in a building are most commonly felt as an atmosphere, and through changes in feelings upon entering a building and moving around inside.
- There are 3 types of Energy Imprints
 - Disputes and/or Outright Conflict
 - Stressed Earth Meridian Lines
 - Shielding and Protecting



1. Disputes and/or Outright Conflict

- Sometimes between the builders, or previous occupants with each other, or with neighbors, or the world, or where injustice was done to indigenous people over land, imprints can be from ages before there was a structure.
- Houses built on **native burial sites**, or battlegrounds, for example, are affected by the energetic disharmony.
- Intensely felt emotions, such as sorrow, frustration, hate, or grief.



1. Disputes and/or Outright Conflict

- **Residual emotions** from long illness, especially when death happened in the house – emotions of the caregivers, friends, relatives, or the sick person
- These imprints affect us, even when we are not consciously aware of them.

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2. Stressed Earth Meridian Lines

- Stressed Meridian Lines are weakened effects from lines of force that move along the earth. These can be viewed as toxic streams, bringing a flow of negativity into and through a property, usually in more than one direction.
-
- This might be experienced as almost any sort of energy drain and can increase the probability of negative emotion being felt and expressed.



2. Stressed Earth Meridian Lines

- Similarly, streams of underground water under or near buildings can affect the energy of a home.
- When there is a problem, it is not the lines themselves, but the quality of energy moving along these lines. When the energies are cleared, they radiate positive flows into the space. It will then be supported by the more-harmonious connection to the earth energy system.



3. Shielding and Protecting

- When a Property is cleared, It is usual to place a protective energy barrier around its perimeter that helps keep negative energies out and helps transmute emotional debris as it occurs.



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Applications of Clearing

- **Property Sellers**
Sometimes everything is right. The Property is presented well, priced right, good marketing, good agent – but it still isn't selling
- What if potential buyers sense something that makes them uncomfortable?
- Clearing changes the way a house or building feels and how people respond to it.
- Why not remove those obstacles, just as you remove extra furniture and clean house before going on the market. House clearings improve people's reactions dramatically.



Applications of Clearing

- **Home Buyers**
- Start off in your new clear house.
- Even new houses often have discordant energies. Have you ever been on a construction site, hearing what's said? What happened on the land before that?
- Old houses have lots of stuff going on from previous occupants who have left a part of themselves behind.



Applications of Clearing

- **Hotels, Offices and Meeting Places**
- Hotels, Offices and Public areas are imprinted by the energy of many personal and business dramas played out in them.
- If you have ever felt uneasy and unable to sleep in a hotel room or a bit off in a meeting room, it may not have been the people you were with, or the event you are participating in.
- It's probably the imprinted energy of previous occupants

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Applications of Clearing

Business Owners and Operators

- Businesses are pathways for energy. These interactions generate mental and emotional energy. Some of the energy doesn't get resolved and begins to live in the physical space. Negative emotions have left imprints.
- A business clearing gives you a reading of the energy of your business, plus information about energy blocks from customers, competitors, or you.
- Clearing clears relationships – employees, partners, vendors – and suggest possibilities for improvement.
- Clear works on both the physical business space and the intangible real business relationships, employees performance etc.
- The basic results are reported of - Improved harmony and productivity, increased levels of profit: financial, emotional, social, and spiritual.
- Home Business and Website Clearing is also possible.



How do you clear Unwanted Energy

- | | |
|---|---|
| <ul style="list-style-type: none"> • Personal - Meditation - Sound Resonance - Intentional frequency changes - Third Party intention (Reiki, Prayer, Remote healing, Energy Healing) - Ocean swims – salt water baths - Nature Walks | <ul style="list-style-type: none"> • Real Estate - Meditation - Visualisation of crystal grids - Actual crystal grids - Reiki healing - Remote Map cleaning - Intentional frequency changes - Smudging |
|---|---|



Dr Mahdi Mason



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PLATINUM ACCELERATOR


3. SETTING UP AIRBNB HOT TIPS



Who here already has some Airbnb in their portfolio?

Who is considering some Airbnb to increase their cashflow?

Who would like to do Airbnb but isn't yet holding property they feel is suitable for Airbnb?



4 Main Ways

- Uplift on Existing Property in Portfolio
- Purchase a Specific to Purpose Property
- Lease & Sub-lease
- Co-hosting

Hot Tip Co-hosting is a no money down strategy

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What to Look for in a Property to Uplift

- Location, location, location
- List complete property on Airbnb for Cashflow Uplift
- Do you have an area that can be locked up separately with separate entrance
e.g. habitable garage, granny flat, building in underneath the existing house, etc
- Is there space to build a granny flat
- Room in PPR





- Purchased vacant land
- House relocated to the land
- Renovation done - negatively geared when long term rented
- Downstairs built in as separate space
- Habitable shed added & all Airbnb
- **Cashflow Potential - \$61,500**





Purchase Property Specific for Purpose

- Cashflow Strategy (need to make sure you have enough equity)
- Research what will attract guests to your area
- Renovate if required
- Style to suit the avatar you are trying to attract e.g. romantic getaway, workers, beach, sporty

Hot Tip Correct styling for avatar will attract extra bookings

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What to Look for in a Property to Buy

- Beach
- Farm Stay
- Country Get-a-way
- Destination (weddings, wineries, tourist areas, etc)
- Way Point between Major Centres
- Major hub for Contractors & Workers
- Multiple Keys or Areas which can be made separately lockable
- Room to build a Granny Flat



- Duplex negative geared
- Badly needed reno or knock down
- Reno & Styled for Airbnb
- **Positive Cashflow \$26,500/yr**



Lease & Sub-Lease

- You rent the property and pay landlord normal rent and bond etc
- You guarantee the condition of the property
- Must have a special condition in the lease allowing sub-lease (talk to Solicitor)
- Can be more difficult in a low vacancy rental market
- Being a Superhost brings credibility



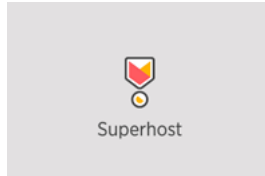
Hot Tip Discuss regular professional cleaning with Property Manager

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Superhost

- Assessed quarterly for the previous 12 months
- Minimum 10 stays or 100 nights over 3 stays
- Maintained a 90% response rate or higher
- Minimum 4.8 star rating for reviews
- Maximum 1% Cancellation rate





Now for one of
my Favourite
No Money Down Deals!!!



Co-hosting



- This is just like doing Joint Venture (JV)
- Little or very low outlay – Just do the work
- Owner bears most of the risk and expense
- Can be done in any furnished house/unit/apartment

Hot Tip Check with Authorities that Airbnb is allowed in area

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- Purchase Price \$1.2m – Not required
- Long Term Rental - \$29,000/yr
- Airbnb - \$50,500/yr
- No outlay for furniture, styling, consumables etc





Co-hosting – What a Co-Host Offers

Your experienced Co-Host supports your home and guests.

Tasks they may offer to help with include:

- | | | |
|--|---|--|
| <input checked="" type="checkbox"/> Getting your space guest-ready | <input checked="" type="checkbox"/> Communicating with guests | <input checked="" type="checkbox"/> Welcoming guests |
| <input checked="" type="checkbox"/> Cleaning your space | <input checked="" type="checkbox"/> Helping you list your space | <input checked="" type="checkbox"/> Helping with pricing tools |
| <input checked="" type="checkbox"/> Taking photos of your space | <input checked="" type="checkbox"/> Adding personal touches | <input checked="" type="checkbox"/> Maintaining your space |

Hot Tip Professional photos make a huge difference to occupancy (up to 40%)



DISCUSS ON YOUR TABLE WHICH AIRBNB STRATEGY IS MORE SUITED TO YOUR PERSONAL SITUATION AND PERSONALITY

2 Mins



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Research, Research, Research

- Become an **Area Expert** in your Suburb
 - ✓ What will attract guests to your area?
 - ✓ What is going on in your area?
- What is your **Target Market**?
 - ✓ Are they workers, couples, families
 - ✓ Romantic getaways, work space, beach, sporting etc



Hot Tip Tourist Information Centre is a great source of info



WRITE DOWN 3 THINGS THAT WOULD ATTRACT GUESTS TO YOUR AREA

2 Mins





Research, Research, Research cont

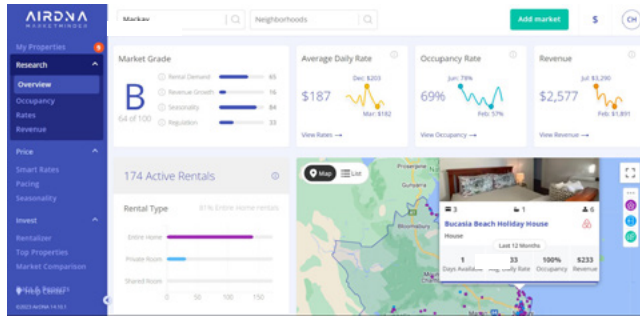
- What **occupancy** can you expect in your area?
- What **price** will you charge per night?
- How many others are doing this in your area and **what are they offering**?
- Who are the **Hosts** with **Highest Occupancy**? (copy what they are doing)



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AirDNA – Research Other Listings (Paid Subscription)

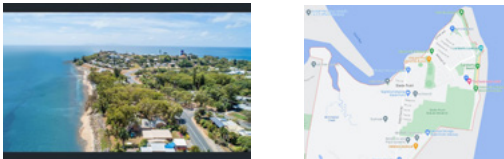


Hot Tip Click on each ad and research each one



Comparable Properties

- Done the same as for Sales or Rental Properties (AirDNA)
- Get a clear picture of what the area offers



Hot Tip Google Maps is a great way to see what's in the area



Comparable Properties cont.

- Make sure you are comparing similar properties



Hot Tip These 2 properties are one street apart but are definitely not apples for apples



Cashflow Analysis – The Numbers

WRITE DOWN THE THINGS THAT WOULD NEED TO BE TAKEN INTO ACCOUNT WHEN WE ARE WORKING OUT OUR EXPENSES FOR CASHFLOW?

5 Mins





Cashflow Analysis – The Numbers

Item		\$
Income - Bnb	\$300/night 60% Occ	\$64,080.00
Operating Expenses		
Chanel Management Fees	6%	\$3,845.00
Co-Hosting Fee	20%	\$12,047.00
Consumables		\$1,200.00
Internet		\$1,200.00
Netflix		\$250.00
Maintenance & Repairs - Estimate		\$5,000.00
Total Expenses		\$24,742.00
Owners Annual Cash Flow (after expenses)		\$39,338.00



Co-Hosting Breakdown

Dates	Name	Total Price	Cleaning Fee	Co-hosting Fee	Host Payout
2-5 Dec	Sue	1260.85	120.00	252.17	888.68
9-11 Dec	Taurean	755.67	120.00	151.13	484.54
15-18 Dec	Cathy	1160.65	120.00	232.13	808.52
18-22 Dec	Jennifer	1423.67	120.00	284.73	1,018.94
24-27 Dec	Dalia	1156.47	120.00	231.29	805.18
28-31 Dec	Linda	1106.37	120.00	221.27	765.10
December Totals		6,863.68	\$720.00	\$1,372.74	\$4,770.94

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- Can you now see how you can create a positive cashflow with minimal effort?
- Would you like to make 15-25% of the profit on a BNB with absolutely no money down?
- Are you a people person? Can you answer questions even before your morning coffee?
- Do you have a desire to provide great customer service to both your guest and your co-host?
- If so, then this just might be the strategy for you



So who is now going to consider Airbnb as a potential cashflow strategy??



Which one of the 4 different types is right for you??



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PLATINUM ACCELERATOR

4. CONSTRUCTION HOT TIPS

Construction set

issue date.....29-02-23

construction drawing package

for:

perfect homes

proposed single storey dwelling at: lot 22 bitola grove, lalor vic 3075

working drawings prepared by town building design
p:0418 109471 email: info@townbuildingdesign.com.au

drawing register:

construction drawings.

wd-01.....	general notes	wd-09.....	window schedule
wd-02.....	site/roof plan	wd-10.....	floor schedule
wd-03.....	slab layout plan	wd-11.....	electrical layout plan
wd-04.....	ground floor plan	wd-12.....	tile layout plan
wd-05.....	elevations	wd-13.....	heating layout plan
wd-06.....	section A:A	jd-01.....	kitchen joinery
wd-07.....	section B:B	jd-02.....	dry/wc/bath/robe joinery
wd-08.....			



lot 22 bitola grove, laylor 3075

general notes scale : 1 : 100

General Notes

All contractors & suppliers are to read all notes contained within this documentation. The following notes below are a brief extract from the BCA for convenience & contractual purposes. Every effort is made to provide accurate, complete and up-to-date information however all contractors & suppliers are to ensure they work within and comply in strict accordance with full current BCA, all relevant national, State & local laws, regulations, legislations & standards. These plans are to be read in accordance with structural engineer's drawings & computations. Building permit conditions as well as any manufacturers specifications.

All contractors & suppliers are to verify all dimensions prior to commencement of work & are to use figured dimensions only. These drawings are not to be sealed off or guessed. If in doubt, ask.

Earthworks

To be in accordance with BCA part 3.1.1

Contractors associated with earthworks shall check and confirm structural engineers drawings/computations and/or geotechnical survey for all soil classification, site conditions & minimum footing depths prior to commencement of all works.

Where required, appropriate embankment protection to be provided & maintained by associated contractors for duration of works.

Drainage

To be in accordance with BCA part 3.1.2, AS/NZS3500.3-2003-Stormwater drainage, & AS/NZS3500.5-2000-Domestic Installations, Section 5-Stormwater drainage.

New drainage systems must not encroach areas defined as least absorption footings. (BCA figure 3.1.2.1)

Surface water drainage to be diverted from class 1 & 10 buildings at all times. (BCA figure 3.1.2.2 & 3.1.2.3)

Stormwater drainage systems, positions & point of discharge must be to the satisfaction the appropriate authority.

Stormwater piping to be minimum 90mmØ class 6 UPVC with minimum soil cover of 100mm or minimum 100mm reinforced concrete where subject to light vehicle loads.

Footings & Slabs

To be in accordance with BCA part 3.2, AS2670-2011-Residential slabs & footings & AS2759-1993-Filling-Design & Installation.

Exception for footings including thickening for slab & pads must be clean cut with vertical sides & flat base where possible.

Filling under concrete slabs must be either controlled fill or rolled fill.

Minimum 20mm clean quarry sand to be placed on top of fill.

Vapour/moisture barrier must be installed under slab-on-ground construction. Minimum 0.2mm thickness polyethylene film, medium impact resistance, joints to lap minimum 200mm with all services and penetrations to be sealed/taped adequately. (BCA figure 3.2.2.3)

Concrete must be manufactured to comply with AS3600-2009-Concrete structures, & have a strength at 28 days not less than 20MPa (N20 Grade), have 20mm nominal aggregate size & have nominal 60mm slump.

Materials used for reinforcement steel must not have less than 40mm cover to external faces & 20mm to an internal protected surface & have Bar Chairs spaced at not more than 600mm centres.

Masonry

To be in accordance with BCA part 3.3 & AS3709-2011-Masonry structures.

Mortar joints must not exceed nominal 10mm & raked joints no deeper than 10mm.

Articulation joints must have a width not less than 10mm & not exceeding 20mm & be clean of mortar & are to be straight. Walls without openings at maximum 6000mm centres & not closer than the height of the wall away from corners. Where openings more than 900x600mm occur, at a maximum 5000mm centres & positioned at one edge of opening. All joints are to be sealed with a compressible, flexible material. (refer to BCA figure 3.3.1.7)

Wall ties in masonry veneer construction with 450cst stud walls to be spaced 600x450mm, 600x60cst stud walls to be spaced 600x600mm, cavity masonry 600x600mm. Number of ties to be doublet within 300mm of openings & control joints. Ties to be hot dipped galvanized with a grade of Z600. Face fixing ties to be used in masonry veneer to avoid holes in full. (BCA figure 3.3.3.1)

Hoop iron straps to be 320x30m galvanneal at maximum 1200mm centres & be fixed minimum 90mm to brick work. (refer to BCA figure 3.3.3.16)

Linets supporting masonry walls above openings less than 1000mm to have minimum bearing length of 100mm at each end. Opening greater than 1000mm to have minimum bearing of 150mm at each end with minimum 3 course masonry above all openings. (BCA figure 3.3.3.4 to 3.3.3.5)

Weepholes are to be at max 1200mm centres, & immediately above any DPC/flashing. Contractor to ensure that weepholes above openings are centred & all weepholes are to be clean & straight.

DPC/flashing for sub floor & above openings to be embossed black Polyethylene film of high impact resistance, low slip with nominal thickness of 0.5mm & minimum 300mm in width. DPC/flashing must be turned up minimum 150mm fixed to frame & joints must lap not less than 150mm. (refer to BCA figure 3.3.4.1 to 3.3.4.5 inclusive & BCA figures 3.3.4.6 & 3.3.4.7 for roof/wall junctions).

Sub-floor ventilation

To be in accordance with BCA part 3.4.1

Sub-floor ventilation to be provided at a rate of 6000mm²/m of wall. Sub-floor clearance between ground level & underside of beams to be a minimum of 150mm within 2000mm from perimeter & an average of 400mm for remainder. Sub-floor vents to be provided at 1200mm centres & max 600mm from corners. (refer to BCA figures 3.4.1 & 3.4.2)

Steel framing & structural members

To be in accordance with BCA part 3.4.2 & 3.4.4, AS4100-1998-Steel structures. AS/NZS4600-2005-Cold formed steel structures & NASH-Residential & low rise steel framing.

Timber framing

To be in accordance with BCA part 3.4.3 & AS 1684.2-2010-Residential timber framed construction.

All timber stored on site to be stacked clear from ground. In a dry location & in a manner to prevent twisting & warping.

Roof & Wall cladding

To be in accordance with BCA part 3.5, AS2904-2002-Roof tiles, AS2950-2002-Installation of roof tiles, AS 1562.1-1992-Decking & installation of sheet roof & wall cladding, AS/NZS1562.2-1992-Decking & installation of sheet roof & wall cladding, AS/NZS1562.5-1996-Plastic sheet roofing, AS/NZS4256-Pls 1, 2, 3, 5-1994-Plastic roof & wall cladding material, AS/NZS4205-1994-Installation of plastic membrane & underlay, & ASTM D3018-90-1994-Asphalt shingles.

Leaf flashing must not be used on any roof that is part of potable water catchment area.

All metal sheet roofing, flashing, capping, fasteners & gutters to be protected from corrosion & where different materials are used in any part of the roofing system as noted above, they must be compatible with each other to prevent corrosion due to an adverse chemical reaction.

Gutters & Downpipes

To be in accordance with BCA part 3.5.2, AS/NZS3500.3-2003-Stormwater drainage, AS/NZS3500.5-2000-Domestic installations, AS2723-1991-UPVC downpipes & fittings for rainwater & AS/NZS2731-1994-Metal pipe & sheet rainwater goods and metal accessories

Gutters to be installed with a fall not less than 1:50 for eave gutters unless fixed to metal fascia and must be supported by brackets at maximum 1200mm centres.

Box gutters to have a minimum fall of 1:100

Valley gutters to have a minimum width of 400mm.

Downpipes must be securely fixed to walls, be located at max 1200mm centres & where possible be provided as down to valley gutters as possible.

All roof drainage to be designed so that overflow during heavy rain periods is prevented from flowing back into the building.

Downpipe types & sizes to comply with BCA tables 3.5.2.1 & 3.5.2.2

Glassing

To be in accordance with BCA part 3.6, AS2947-1999-Windows In building-Selection & installation & AS1286-2006-Glass in buildings-Selection & installation.

Fully framed glazing greater than 0.6m² (other than lead-lighting) used in doors (other than shower/bath screens) & side lights less than 1200mm from finished floor level to be Grade A Safety Glass, with Glass towers to have maximum blade width of 230mm and to be Grade A Toughened Safety Glass. Unframed doors to be Grade A toughened safety glass with a standard minimum nominal thickness of 10mm.

Full height framed glazed panels less than 500mm from the highest abutting finished floor level greater than 0.9m² to be Grade A Safety Glass in accordance to BCA table 3.6.5

Framed glazing for Shower doors, shower screen and bath enclosure as well as windows within 2000mm vertical and or 500mm horizontal to the base of showers or baths to be either Grade A safety glass in accordance with BCA table 3.6.6 or Grade B safety glass in accordance with BCA table 3.6.5 Glazing with exposed edges must be toughened safety glass in accordance with BCA table 3.6.4 with a minimum nominal thickness of 5mm.

All external perimeter windows to be fixed light wood.

All window sashes within these plans are nominal and may vary according to manufacture.

Fire Safety

To be in accordance with BCA part 3.7, AS3786-1993-Smoke alarms, AS 1691-1985-Domestic off-fired appliances-installation, AS/NZS2918-2001-Domestic solid fuel burning appliances-installation & AS3959-1995-Construction of building in bushfire-prone areas.

All floors between other occupancies, party walls, walls within 900mm distance and eaves within 500mm distance from the boundary or other adjoining buildings must be constructed with a non-combustible material having a FRL of not less than R0/0/0/0.

Roof lights must not be 900mm distance from the boundary or adjoining buildings or within 1800mm from adjoining building roof lights. (refer to BCA figure 3.7.1.7.2)

Smoke alarms to be hard wired to consumer mains & installed on or near the ceiling (with the alarm unit to avoid dead air spaces) or any safety controlling device such as in BCA figures 3.7.2.1 & 3.7.2.2 and in any other story not containing bedrooms as in BCA figures 3.7.2.1 & 3.7.3

All heating appliances to be installed in strict accordance to manufacturers specs and BCA part 3.7.3

Wet Areas

To be in accordance with BCA part 3.8.1 & AS3740-2010-Waterproofing of wet areas in residential buildings.

All wet areas must be waterproofed or water resistant in accordance with BCA table 3.8.1.1 & BCA figures 3.8.1.1 to 3.8.1.16 all inclusive.

All pleseboard used in wet areas must be WR Grade water resistant with all corners and edges including bottom edges over shower/bathroom, bath tubs & benches with basins, adequately waterproofed to prevent moisture penetration.

Strictly mould resistant grout and sealers to be used in all wet areas.

Wet Areas - continued
Wet areas are to be impervious to water. Wet surfaces and substrates of shower enclosures, if enclosed, within 1.5m horizontally from the flure and to a height of 1.8m above the floor, and bathing any bath, basin, sink etc. it within 75mm of a wall to a height of 150mm above the flure.

Floors of bathrooms, WCs and laundry need to be waterproofed in accordance with AS3740-2010

Balustrades
To be in accordance with BCA part 3.9.2, AS1170-2002-Dead and live loads and load combinations, & AS/NZS1170.1-Permanent, Imposed and other actions.

Balustrades are required where any level is more than 1000mm above the surface beneath (refer to BCA figure 3.9.2.3) & the minimum 855mm above the finished surface of the nosing on treads & minimum 1600mm above the finished surface of landings with no part of the balustrade to allow a 125mm sphere to pass through. (refer to BCA figure 3.9.2.1) Balustrades 4000mm and greater above adjoining surfaces must not have any part that is climbable.

Swimming pool access

To be in accordance with BCA part 3.9.3 & AS1926.1-1993-Entrying for swimming pools.
Safety landing locations must be in accordance with BCA figure 3.9.3.1.5. In a manner that the landing is 2000mm from the pool and must be indicated by lights. (refer to BCA figure 3.9.3.4) Where a pool is enclosed with a glass balustrade, the balustrade used but less than 100mm, height of fence must be in accordance with BCA figure 3.9.3.3

No part of pool landing to be climbable in any way with maximum vertical spacing of 100mm. Gates are to swing outwards from pool area, be fitted with self closing device & latch, with latch located and shielded in accordance with BCA figure 3.9.3.7

Energy Efficiency

To be in accordance with BCA part 3.12, BCA Appendix A & AS4699.1-2002-General criteria and technical provisions.

Refer to Energy Efficiency Report for all insulation levels, window frame & glazing types, and other specifications required to achieve Star Rating.

Reliefive Job

Reliefive Job must be installed adequately to framing members with joints overlapping minimum 150mm or adequately taped.

Where required, bulk insulation should maintain its position & thickness (other than areas such as soffits, basins, services etc) & placed back in position after all work, openings & the like to maintain its movement & maintain its effective performance integrity.

All gaps around & within external doors, windows, roof lights & services penetrating external walls to be sealed or capable of being sealed when in a closed position so as to restrict air infiltration.

Stair Construction

To be in accordance with BCA part 3.9.1, and AS1687-1992-Fixed platforms, walkways, stairways & ladders-Design, construction and installation.
Stair Treads to be finished in a non slip finish.
Each flight of stairs to have maximum 18 steps, 3 winders in line of each other landing or 6 winders in line of each half landing. Landings must not be less than 750mm long measured 500mm from inside edge of landing. (refer to BCA figure 3.9.1.5) and have a gradient not steeper than 1:50

Risers (other than spiral) to be minimum 115mm & maximum 190mm. Going (other than spiral) to be minimum 240mm & maximum 355mm. A 125mm sphere must not pass through treads. (refer to BCA figures 3.9.1.2 to 3.9.1.4 inclusive)

Ventilation

To be in accordance with BCA part 3.8.5 & AS1668.2-1991-Mechanical ventilation for acceptable indoor-air quality.
Mechanical ventilation to sanitary rooms & range-hoods are to be discharge directly to the outside air at a minimum rate of 25L/s minimum.



E:\info\buildingdesign\com.au / T:\0418108471		ISSUE DATE:	FEB-2023
DRWNR:	TM	PROJECING:	08/23
SCALE:	1:100	SHEET:	A3
CLIENT:	LOT 22 BITOLA GROVE LAYLOR VIC-3075	DRAWING:	C01
PERFECT HOMES		OF:	13
GENERAL NOTES			

Landscaping Note:
All landscaping, fencing and paving shown within this documentation package is purely advisory for the purpose of identifying the proposed site layout. It is not intended to be used in conjunction with stamped town planning drawings and all engineering documentation.

Notes:
Do not scale drawings, use written dimensions only. These drawings are to be used in conjunction with stamped town planning drawings and all engineering documentation.
Check and verify all dimensions and details on site prior to the commencement of any works, and report any discrepancies or anomalies to the on-site or design or clarification.
These drawings are neither exhaustive or a substitute for regulations, statutory requirements, building practice or construction obligations, and unless expressly stated otherwise. These notes are provided only as guidelines. No responsibility is accepted for their use.

Earthworks

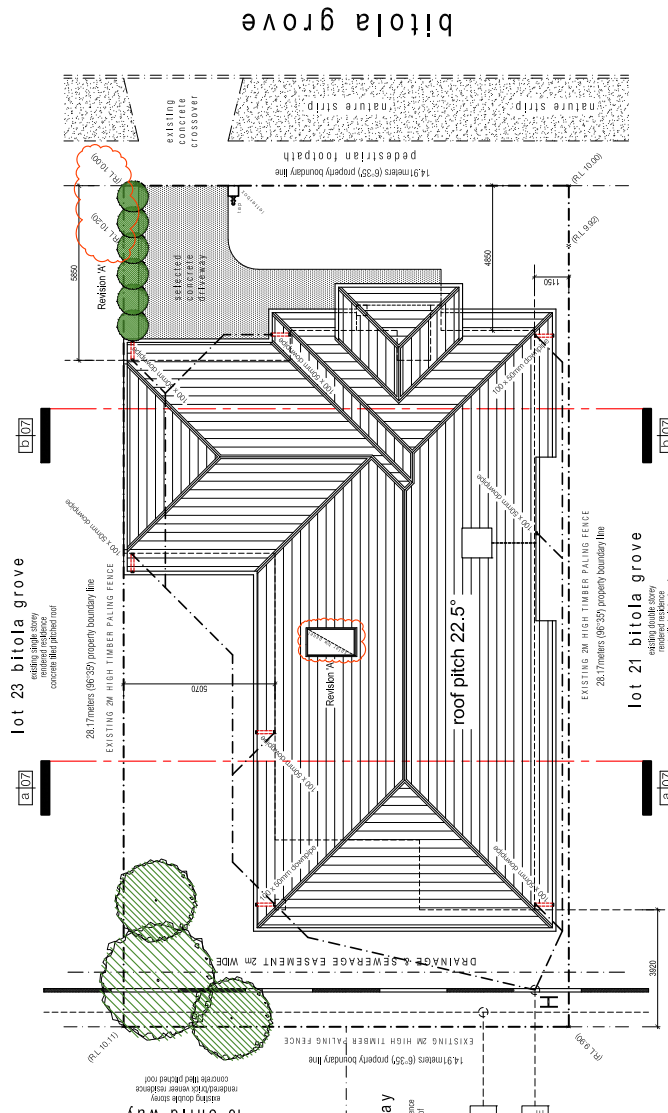
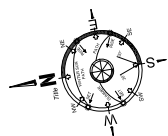
Builder to excavate site as required to suit new construction works shown. Builder to ensure that nominated excavator cuts and fills in accordance with AS 3790. Excavator to taper all earthworks where retaining walls are required and back fill when works and agg drains (if required) are installed and complete.

Steel Notes:

- Minimum corrosion protection for moderate environment for all other structures.
- (i) option 1 - 2 coats alkyl primer
- (ii) option 2 - 2 coats alkyl glass
- (iii) option 3 - hot dipped galvanneal 300 gm/m² min
- (iv) option 4 - hot dipped galvanneal 100 gm/m² plus 8.1 coat solvent based epoxy primer, or 8.1 coat vinyl glass

Minimum corrosion protection for built-in steel members in low environment

- (i) Blast to grade 2.5/75um zinc silicate type 3/4 or 6
- (ii) Hot dipped galvanneal 600 gm/m²
- (iii) Hot dipped galvanneal 300 gm/m² / 75 um epoxy
- (iv) Hot dipped galvanneal 100 gm/m² / 75 um epoxy phosphate primer / 125 um epoxy mfo



area analysis:

site area:	4200m ²
site coverage:	203.1m ² (48.3%)

ground floor area:	151.8m ² (16.38%)
garage area:	36.8m ² (3.98%)
porch:	3.2m ² (3.8%)
alfresco:	11.3m ² (1.28%)
total building area:	203.1m ² (21.88%)

CJ = DENOTES 10mm WATERPROOF EXPANSION / 500mm c/s • TO BANK WALLS WITH OPENNESS 500mm c/s • TO WALLS WITH OPENNESS 500mm c/s • TO CONCRETE CONTROL JOINTS AT 2000mm SPACINGS • TO WALLS AND CEILING CONTROL JOINTS AT 2000mm SPACINGS • TO WALLS AND CEILING CONTROL JOINTS AT 2000mm SPACINGS • TO WALLS AND CEILING CONTROL JOINTS AT 2000mm SPACINGS

method of boundary wall construction from within subject site boundaries:

brick veneer construction:
- Excavation for concrete footings to be carried out from within the subject site and poured within 48 hours.
- Section of internal masonry forms cast wall on footing structure.
- Formwork to be erected on the subject site, laid over hard as required, constructed from within the subject site, laid over hard as required.

Gutters & Downpipes

To be in accordance with BCA part 3.5.2, AS/NZS5500.3-2005-Stormwater drainage, AS/NZS3200.2-2010-Drainage installations, AS1275-1914-PVC coverlets & fittings for drains, AS/NZS2713-1-19-Isolated stage or shower drainwater goods and metal accessories and bases.
Gutters to be installed with a fall of not less than 1:50 to rear eaves unless fixed to metal barks & must be supported by braces at a minimum 1200mm centres.
Box gutters to have a minimum fall of 1:100.
Downpipes must be secured back to walls, be located at a max 1200mm centres & where possible be protected as close to walls, gutters as possible.
All roof drainage to be designed so that overflow directly away from gutters is prevented from flowing back into the building.
Downpipe types & sizes to comply with BCA tables 3.5.2.1 & 3.5.2.2

Terrace treatment Note:
Terrace protection required in accordance with AS 3861.1 • 1995 code of practice for physical barriers used in the protection of buildings against falls from heights.
OPTION 1: - 100mm c/s of pre-cast concrete parapet wall - plus chemical treatment at completion of slab to prevent alkali.
OPTION 2: - 100mm c/s of edge, of slab, render - terracotta or other as approved by responsible authority

Civil Note:
Notified builder to provide details at 12m row centre. All sewerage treated to be provided with overflow to drain water from flowing back into building.
Drainage system to be installed in strict accordance with AS 3200 and to the satisfaction of all governing and local authorities. Drainage system to be connected to existing legal point of discharge and dispersed in accordance.
Notified builder to provide all drains with property between retaining wall and property boundary. Drain to be designed to be adequate to local authorities and governing bodies details and specifications.



* - subject site

TOWN building design

building design

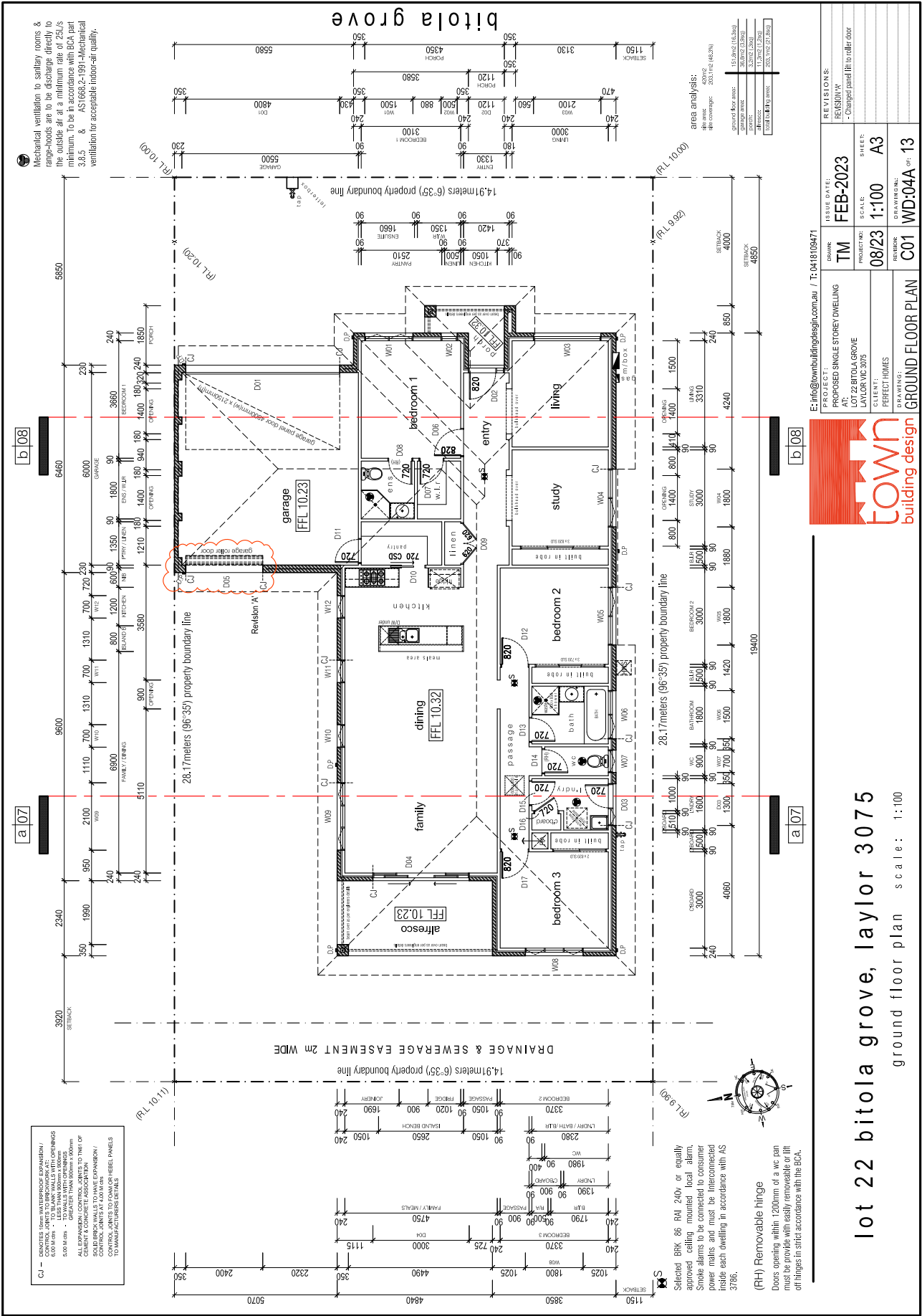
lot 22 bitola grove, laylor 3075
site/roof plan scale: 1:150

DATE:	08/23
ISSUE DATE:	FEB-2023
PROJECT:	PROPOSED SINGLE STOREY DWELLING
CLIENT:	LOT 22 BITOLA GROVE LAYLOR VIC 3075
SCALE:	1:100
SHEET:	A3
DRAWING:	SITE / ROOF PLAN
PROJECT NO.:	C01
DATE:	WD:02A
NO.:	13

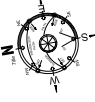
REVISIONS:
REVISION BY:
- Changed levels to R.L.
- Removed 1.50m Panel

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CJ - BRICKS OVER WATERWORKS (WATERWAY CONTROL JOINTS TO BEWORKS AT 600mm) - LESS THAN 200mm (MINIMUM) - GREATER THAN 200mm (MAXIMUM) ALL EXPANSION/CONTROL JOINTS TO THE OF SOLID BRICK WALLS TO HAVE EXPANSION / CONTROL JOINTS AT 400mm - LABEL PANELS TO MANUFACTURERS DETAILS

Selected BRK 86 R41, 240x or equally approved ceiling mounted local alarm. Smoke alarms are to be installed to consumer standards and must be interconnected inside each dwelling in accordance with AS 3786.

(RH) Removable hinge Doors opening within 1200mm of a we pan must be provide with easily removable or lift off hinges in strict accordance with the BCA.

proposed east elevation (front elevation) 1:100

Selected concrete roof tiles on precast timber trusses to suit 22.5° as per manufacturers details and specifications. Builder to provide selected bulk insulation to all ceiling areas as per energy assessor's requirements. Nom 10mm thick plasterboard lining to all ceiling areas.

Selected timber framed single glazed windows to front facade as per window schedule. All glazing to comply with AS 1289-2006.

Selected motorised sectional lift garage door to be installed in strict accordance with manufacturers details and specifications. Builder to consult with proprietor as to selection prior to order and installation.

proposed south elevation (facing lot 21 bitola grove) 1:100

Selected Eaves or equally approved low profile evaporative cooling system, to be installed in strict accordance with manufacturers details and specifications. Builder to ensure that cooling unit is installed below ridge line and is a colour to match concrete roof tiles.

Selected 350 x 350 rendered brick pier with concealed structural timber post. Refer to structural engineers details and documentation for post and footing size.

Selected Eaves or equally approved low profile evaporative cooling system, to be installed in strict accordance with manufacturers details and specifications. Builder to ensure that cooling unit is installed below ridge line and is a colour to match concrete roof tiles.

Selected aluminium framed single glazed doors and windows as per window schedule. All glazing to comply with AS 1289-2006.

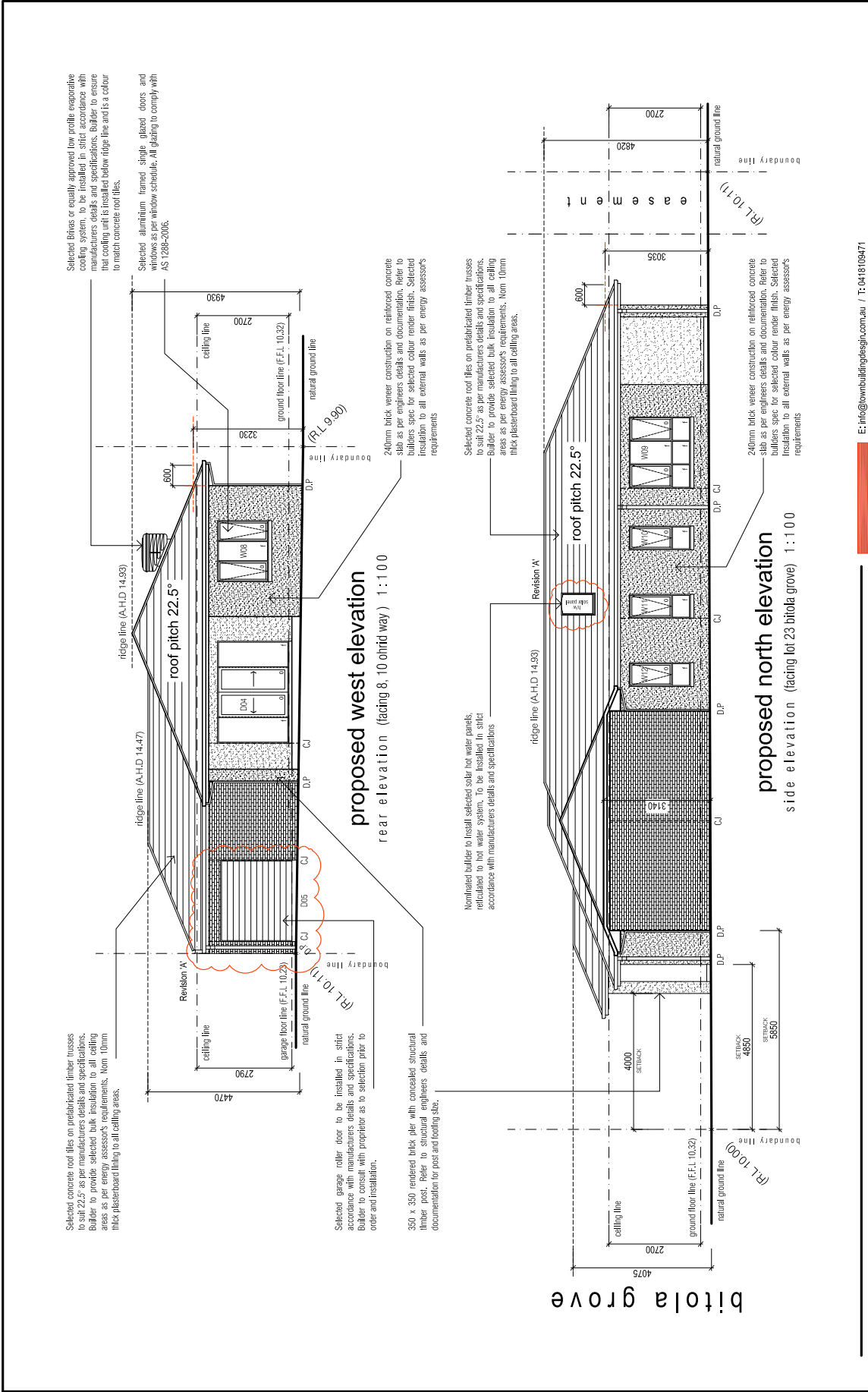
lot 22 bitola grove, laylor 3075

elevations scale: 1:100

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DATE:	FEB-2023
DRAWN:	TM
PROJECT:	PROPOSED SINGLE STOREY DWELLING
SCALE:	1:100
CLIENT:	LOT 22 BITOLA GROVE LAYLOR VIC 3075
PERFECT HOMES	
DRAWING:	C01
WD:05	OF: 13



Selected concrete roof tiles on prefabricated timber trusses to suit 22.5° as per manufacturers details and specifications. Builder to provide selected bulk insulation to all ceiling areas as per energy assessor's requirements. Nom 10mm thick plasterboard lining to all ceiling areas.

Selected aluminium framed single glazed doors and windows as per window schedule. All glazing to comply with AS 1288-2006.

Selected roller door to be installed in strict accordance with manufacturers details and specifications. Builder to consult with proprietor as to selection prior to order and installation.

350 x 350 rendered brick pier with concealed structural timber post. Refer to structural engineers details and documentation for post and footing size.

Nominated builder to install selected solar hot water panels, reticulated to hot water system. To be installed in strict accordance with manufacturers details and specifications.

Selected concrete roof tiles on prefabricated timber trusses to suit 22.5° as per manufacturers details and specifications. Builder to provide selected bulk insulation to all ceiling areas as per energy assessor's requirements. Nom 10mm thick plasterboard lining to all ceiling areas.

240mm brick veneer construction on reinforced concrete slab as per engineers details and documentation. Refer to builders spec for selected colour render finish. Selected insulation to all external walls as per energy assessor's requirements.


Selected concrete roof tiles on prefabricated timber trusses to suit 22.5° as per manufacturers details and specifications. Builder to provide selected bulk insulation to all ceiling areas as per energy assessor's requirements. Nom 10mm thick plasterboard lining to all ceiling areas.

240mm brick veneer construction on reinforced concrete slab as per engineers details and documentation. Refer to builders spec for selected colour render finish. Selected insulation to all external walls as per energy assessor's requirements.

240mm brick veneer construction on reinforced concrete slab as per engineers details and documentation. Refer to builders spec for selected colour render finish. Selected insulation to all external walls as per energy assessor's requirements.

240mm brick veneer construction on reinforced concrete slab as per engineers details and documentation. Refer to builders spec for selected colour render finish. Selected insulation to all external walls as per energy assessor's requirements.

240mm brick veneer construction on reinforced concrete slab as per engineers details and documentation. Refer to builders spec for selected colour render finish. Selected insulation to all external walls as per energy assessor's requirements.

		E: info@townbuildingdesign.com.au / T: 0418109471 PROJECT: PROPOSED SINGLE STOREY DWELLING AT: LOT 22 BITOLA GROVE LAYLOR VIC 3075	
ISSUE DATE: FEB-2023	DRAWN: TM	PREPARED: 08/23	SCALE: 1:100
REGION: N Change final title to other floor Plan view / Section Change final title to RL	SHEET: A3	DIVISION: WD:06A	OF: 13
CLIENT: PERFECT HOMES		DRAWING: ELEVATIONS	

lot 22 bitola grove, laylor 3075
elevations scale: 1:100

Structural Engineering Disclaimer:

All structural methods set out in this architectural documentation package either diagrammatical or noted are neither exclusively or exhaustive, and are in all cases superseded by the relevant structural engineering documentation. Refer to structural engineers documentation and computations for all engineering methods.



FirstRate house energy rating
 ✓ Single dwelling rating 6.0 stars

requirements:

- Provide R2.5 batt or bulk insulation to walls
- Provide R4.0 batt or bulk insulation to ceilings
- Standard aluminium single glaze windows.
- Mechanical ventilation to be suit sealing type filter with a charcoal or similarly sealed.
- All external doors to be air with weather strips (foam strips to jambs).
- All general labelling gaps & cracks to be sealed

general framing:

- Ground Floor – Wall Framing:**
- 45 x 90mm MGP 10 bottom plates (untrenched)
 - 30 x 45mm MGP 10 common studs at 450mm max c/c
 - 2700mm max stud height, to ground floor.
 - 70 x 35mm F5 noggings, 1 row approx mid span.
 - 2/90 x 45mm MGP 10 Jamb studs to sides of openings up to 1500mm wide.
 - 2/90 x 45mm F17 KQHW jamb studs to sides of openings up to 3200mm wide.
 - 45 x 90mm MGP 10 Top Plates (untrenched).
 - Refer structural engineers details for point loading support for all necessary beams etc.
 - Diagonal 'Sneebrace' or equal approved wall bracing throughout.
 - Brick wall ties at centres as recommended by manufacturer.
 - Insulation to all external perimeter walls as per energy report and requirements.
 - 10mm plasterboard lining internally, WR grade to wet areas.

Roof and Ceiling Framing:

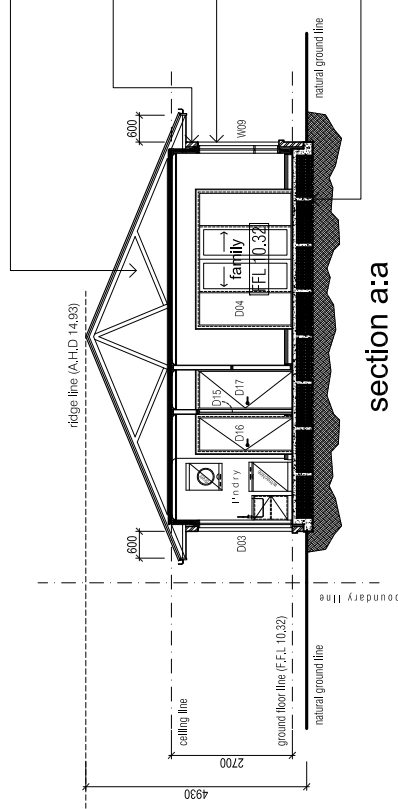
- Selected concrete roof tiles throughout to suit roof fall as shown on roof plan
- Prefabricated timber roof russes to all new roof areas at 900mm max c/c to be installed in strict accordance with manufacturers details and specifications.
- Insulation to all new ceiling areas as per energy report and requirements.

Selected concrete roof tiles on prefabricated timber trusses spaced 2250 as per manufacturer's specifications. Prefabricated timber roof russes to be selected by the builder in areas as per energy assessors requirements. Nom 10mm thick plasterboard lining to all ceiling areas.

240mm brick veneer construction on reinforced concrete slab as per engineers details and documentation. Refer to builders spec for selected brick work. Selected insulation to all external walls as per energy assessors requirements

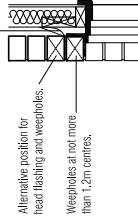
Selected timber framed single glazed windows to front facade as per window schedule. All glazing to comply with AS 1288-2006.

Reinforced concrete walls with internal and external ribs as per engineers details and specifications. Site to be cut and filling material compacted as required to suit wall slab construction.



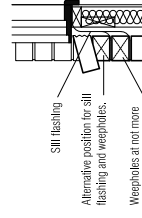
section a:a

Head flashing turned up not less than 150mm, fixed to frame and turned into angle line.



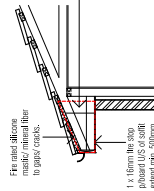
typical head detail

(installation of head flashing - masonry veneer) 1:20



typical sill detail

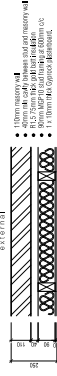
(installation of sill flashing - masonry veneer) 1:20



Eave/soffit separation detail

- Note:**
- External party wall (F.F.L. 6000300)
 - To satisfy B.C.A. part 3.7.1. The separation of separating walls and floors shall be in accordance with the provisions of separating walls and floors, 3.7.1.10 and fig.3.7.1.11
 - To satisfy B.C.A. part 3.7.1.7. Allowable encroachments and fig. 3.7.1.7.1
 - Timber trussing as ref
 - 1 x 15mm fire stop board to be installed to each side of party wall as ref
 - 1 x 15mm fire stop board to each side of party wall as ref
 - The rated sillone must be lateral free to gaps cracks.
 - To front and rear of wallings as required, TP.

eave on boundary detail for fire rating



BW-01

Typical use - external wall with 1.8m of boundary
 maximum - Per Per. Cl. 9B30
 maximum - 250mm

CJ - DENOTES 10mm WAERPROOF EXPANSION / CONTROL JOINTS TO BROWKRAAT: 5.00 M c/s - TO WALLS WITH OPENINGS 5.00 M c/s - TO WALLS WITH OPENINGS ALL EXPANSION / CONTROL JOINTS TO TMR OF CEMENT & CONCRETE ASSOCIATION / SOLID BRICK WALLS TO HAVE EXPANSION / CONTROL JOINTS AT 400 M c/s TO MANUFACTURERS DETAILS

TIMBER LINTELS - SINGLE STOREY FLUPEE FLOOR WALLS ONLY. REFER TO ENGINEERS DRAWINGS FOR LOWER STOREY OF 2 STOREY CONSTRUCTION

ALL TIMBER TO BE F17 SEASONED HARDWOOD UNLESS NOTED OTHERWISE. MAX STUD LENGTH 3000 / MAX EL 12000.

LINTELS NOT DESIGNED TO RECEIVE ROOF POINT LOADS

SPAN	SIZE	GRADE
0 TO 900	90mm x 45mm	F17 KQHW
900 TO 1100	140mm x 45mm	F17 KQHW
1100 TO 1600	140mm x 45mm	F17 KQHW
1600 TO 2100	190mm x 45mm	F17 KQHW
2100 TO 2400	140mm x 55mm	F17 KQHW
2400 TO 2800	240mm x 45mm	F17 KQHW
2800 TO 3100	290mm x 45mm	F17 KQHW



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DATE: FEB-2023

PROJECT: PROPOSED SINGLE STOREY DWELLING

CLIENT: LOT 22 BITOLA GROVE LAYLOR VIC 3075

SCALE: 1:100

SHEET: A3

DRAWING: C01

WD:07 of: 13

lot 22 bitola grove, laylor 3075

section a:a scale: 1:100

SECTION A:A

W01

-Selected timber framed awning window.
-Clear glass to comply with AS 1288-2006, AS 1684-06 and AS 3740-04
-Selected window furniture to suit.

W02

-Selected timber framed awning window.
-Clear glass to comply with AS 1288-2006, AS 1684-06 and AS 3740-04
-Selected window furniture to suit.

W03

-Selected timber framed awning window.
-Clear glass to comply with AS 1288-2006, AS 1684-06 and AS 3740-04
-Selected window furniture to suit.

W04_05

-Selected aluminium framed awning window.
-Clear glass to comply with AS 1288-2006, AS 1684-06 and AS 3740-04
-Selected window furniture to suit.
-W05 mirrored to window shown

W06

-Selected aluminium framed awning window.
-Clear glass to comply with AS 1288-2006, AS 1684-06 and AS 3740-04
-Selected window furniture to suit.
-W05 mirrored to window shown

W07

-Selected aluminium framed awning window.
-Clear glass to comply with AS 1288-2006, AS 1684-06 and AS 3740-04
-Selected window furniture to suit.

W08

-Selected aluminium framed awning window.
-Clear glass to comply with AS 1288-2006, AS 1684-06 and AS 3740-04
-Selected window furniture to suit.

W09

-Selected aluminium framed awning window.
-Clear glass to comply with AS 1288-2006, AS 1684-06 and AS 3740-04
-Selected window furniture to suit.

W10, 11, 12

-Selected aluminium framed awning window.
-Clear glass to comply with AS 1288-2006, AS 1684-06 and AS 3740-04
-Selected window furniture to suit.

General Notes: Glazing

To be in accordance with BCA and 3.6. AS2047-1:1998-2006 in Building-Selection & Installation & AS 1288-2006-Glass in Building-Selection & Installation.

Fully framed glazing greater than 0.5m² (other than leaf-holding) used in doors (other than shower/bath screens) & side lights less than 1200mm from finished floor level to be Grade A Safety Glass, with glass panes to have maximum blade width of 250mm and to be Grade A (minimum nominal thickness of 10mm). Other panes to be Grade A (minimum nominal thickness of 10mm).

Full height framed glazed panels less than 500mm from the highest abutting finished floor level greater than 0.5m² to be Grade A Safety Glass in accordance to BCA table 3.6.5.

Framed glazing for Shower doors, shower screens and bath enclosures as well as windows with 2000mm vertical and/or 500mm horizontal to the base of showers or baths to be either Grade A safety glass in accordance with BCA table 3.6.6 or Grade B safety glass in accordance with BCA table 3.6.4. Glazing with exposed edges must be toughened safety glass in accordance with BCA table 3.6.4 with a minimum nominal thickness of 5mm.

All external perimeter windows to be finished right hand.

All window sizes within these plans are nominal and may vary according to manufacturer.

lot 22 bitola grove, laylor 3075
Window schedule scale: 1:50

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PROPOSED DOUBLE STOREY DWELLING
LOT 22 BITOLA GROVE
LAYLOR VIC 3075

CLIENT: PERFECT HOMES

DRAWING: DOOR SCHEDULE

ISSUE DATE: FEB-2023
SCALE: 1:100
SHEET: A3

NO: C01 OF: 13



LIGHT FITTINGS:

2 x 36w surface mounted fluorescent light fitting with prismatic cover.

8W LED downlights (to be selected).

15W CFL External wall mounted light fitting (to be selected) Nominally mounted at 1700mm above finished floor level.

15W CFL Internal wall mounted light fitting (to be selected) Nominally mounted at 1700mm above finished floor level.

15W CFL (Compact fluorescent Lamp) Selected pendant fitting

15W CFL (Compact fluorescent Lamp) Selected flood light

Nominal 200mmØ ceiling mounted exhaust fan.

5W LED Recessed wall light to stairs.

50mm above stair nosing)

15W CFL Selected batten fitting

LIGHTING CONTROL (SWITCHES):

One way switch (to be selected).

One way switch with dimmer (to be selected).

Two way light switch (to be selected).

COMMUNICATIONS:

Telephone outlet/Data Point

Television outlet.

Intercom

SECURITY

Alarm system

POWER:

Main Switch Board to be located and confirmed on site between builder and nominated electrical contractor.

Single GPO

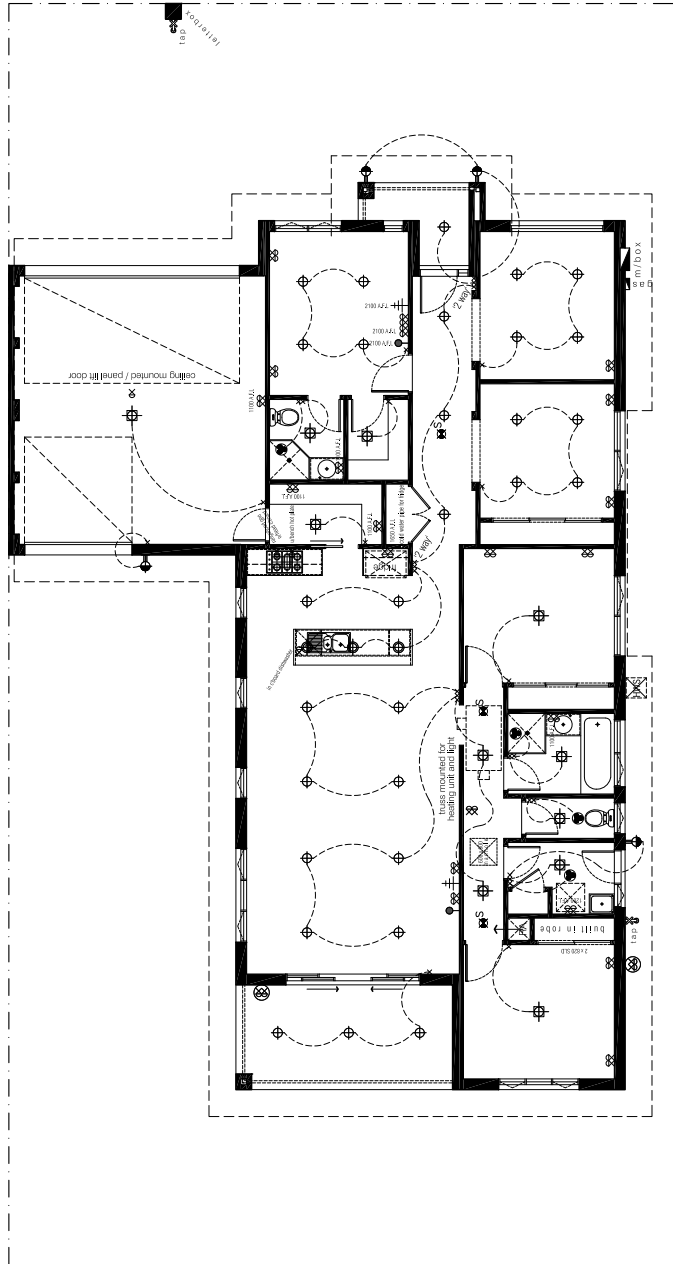
Double GPO

Single waterproof GPO

Double waterproof GPO

Ducted vacuum point

Builder to provide smoke detection and alarm systems throughout development. Selected BRK 86 RAI 240v or equally approved ceiling mounted local alarm/smoke detector to be installed as required to comply with AS 3786.



proposed electrical layout plan

1:100

General notes:

- The whole electrical installation shall be carried out by a licensed electrician and strictly in accordance with as/is 3000:2000 and current electricity safety regulations.
- Nominated electrician to supply and install all wiring, fittings and outlets etc as shown on drawings. All wiring shall be run concealed.
- Wiring shall be run in accordance with other approved methods. The color and number shall correspond with color of a phase and circuit number at the switchboard.
- Exact position of all fittings and outlets shall be confirmed on site and electrical contractor to co-ordinate the works with other services.
- All lighting and power circuit wiring shall be copper stranded conductors with min. size 2.0mm.
- Wiring shall be installed strictly in accordance with a.c.o. requirements and by a.c.o. licensed contractor.
- Nominated electrician to supply and install new cabling to various ab's as shown on drawings. The cabling shall be installed concealed.

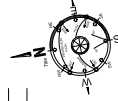
- All gpo's under sinks and in other restricted zones shall be located outside the restricted zone to comply with as 3000.
- Provide separation of various electrical services cables as required by wiring rules, a.c.o. and other requirements.
- Provide separation of various electrical services cables as required by wiring rules, a.c.o. and other requirements.
- The electrical enclosures shall be enclosed in a non-combustible enclosure with the door to the enclosure suitably sealed against smoke spreading from the enclosure.
- The electrical contractor shall allow for all wiring to be installed concealed, where necessary.
- All electrical and accessories shall be in accordance with the specifications of the current s.a.o.c codes and by-laws and ordinances of the authority having jurisdiction.
- The extent of the work is shown in general terms only. The electrical contractor shall include in their bill of materials all materials and labor required to complete the electrical installation in accordance with as/is 3000:2000 and current electricity safety regulations. Production weather indicated in detail or not on the drawings and in the specification.

lighting analysis:

houses area: 203.1m²
total lighting (W) 502w (2.47w per m²)

lighting:

lighting:	no:
downlights	29 (232w)
batten lights	11 (165w)
pendant lights	3 (45w)
wall mounted lights	4 (60w)



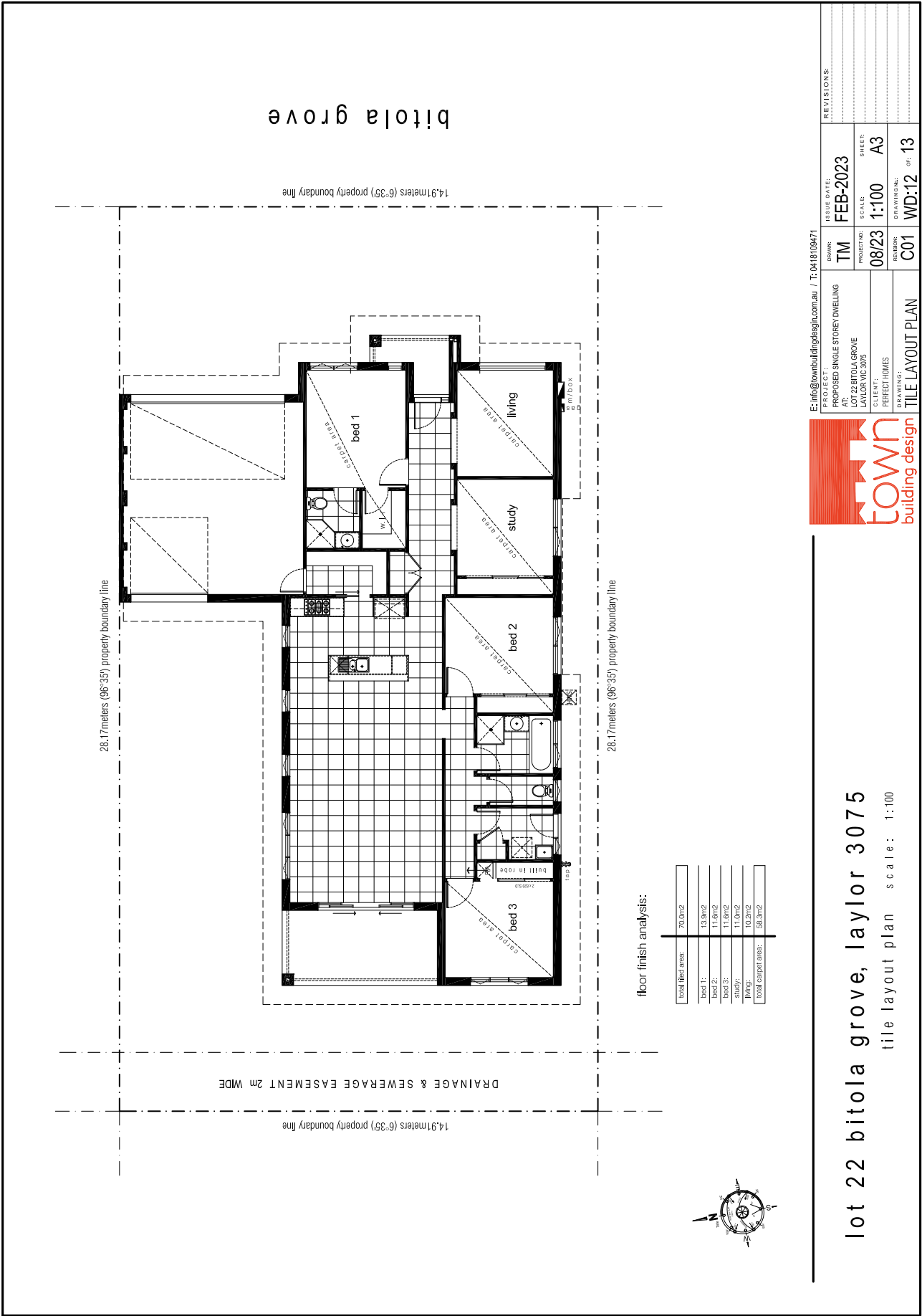
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DATE: FEB-2023
PROJECT: PROPOSED SINGLE STOREY DWELLING
CLIENT: LOT 22 BITOLA GROVE LAYLOR VIC 3075
DRAWING: ELECTRICAL PLAN



lot 22 bitola grove, laylor 3075
electrical layout plan scale: 1:100

NO.	DATE	DESCRIPTION
01	08/23	ISSUED FOR PERMIT
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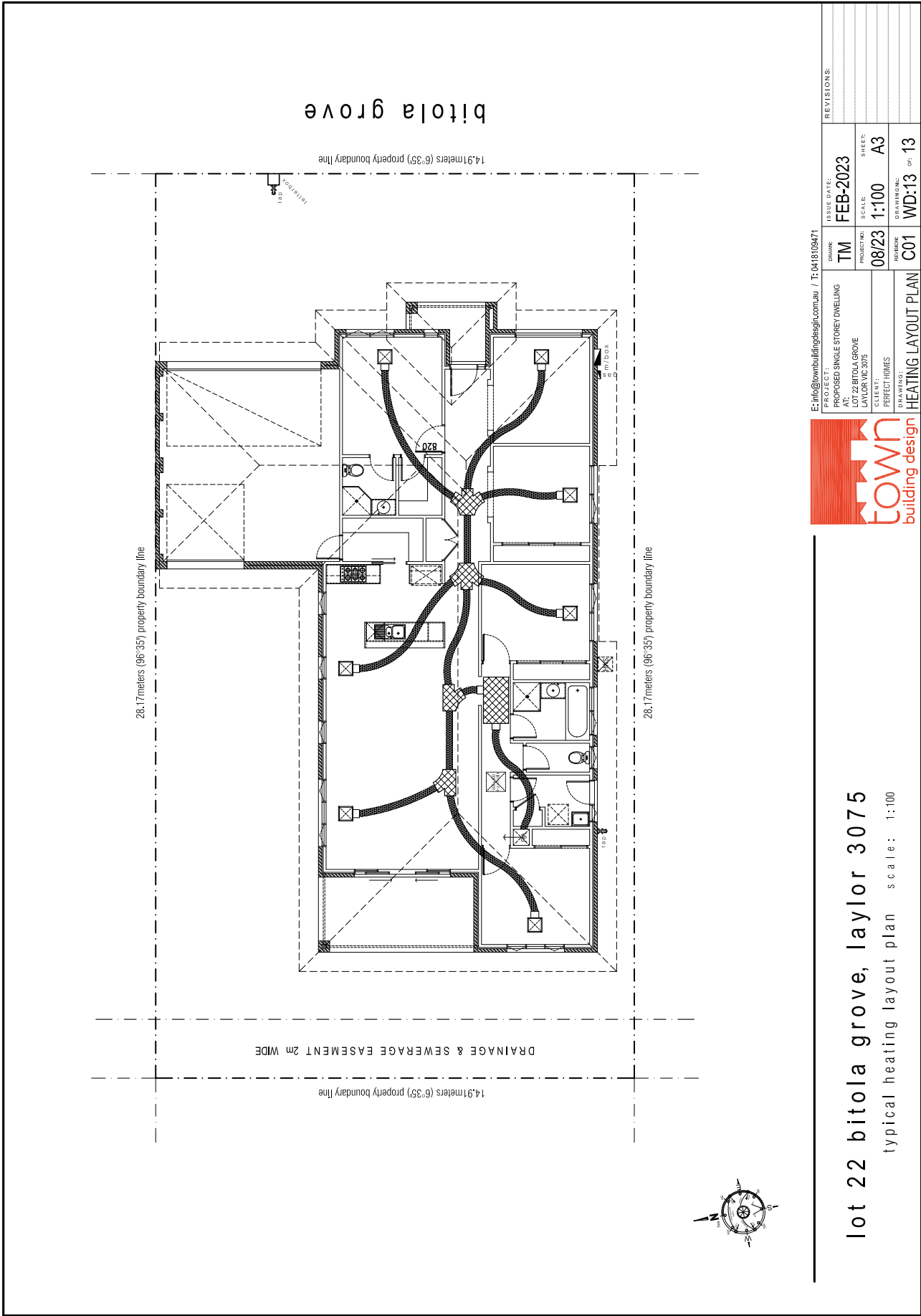


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town
 building design

DRAWN: **TM**
 PROJECT: **PROPOSED SINGLE STOREY DWELLING**
 SITE: **LOT 22 BITOLA GROVE**
 CLIENT: **LAYLOR VIC 3075**
 DRAWING: **PERFECT HOMES**
 ISSUE DATE: **FEB-2023**
 SCALE: **1:100**
 SHEET: **A3**
 DRAWING: **C01**
 OF: **13**
 WD: **12**

lot 22 bitola grove, laylor 3075
 tile layout plan scale: 1:100



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DATE: FEB-2023

PROJECT: PROPOSED SINGLE STOREY DWELLING

CLIENT: LOT 22 BITOLA GROVE LAYLOR VIC 3075

DRAWING: PERFECT HOMES

DRAWING: HEATING LAYOUT PLAN

SCALE: 1:100

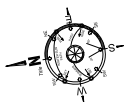
SHEET: A3

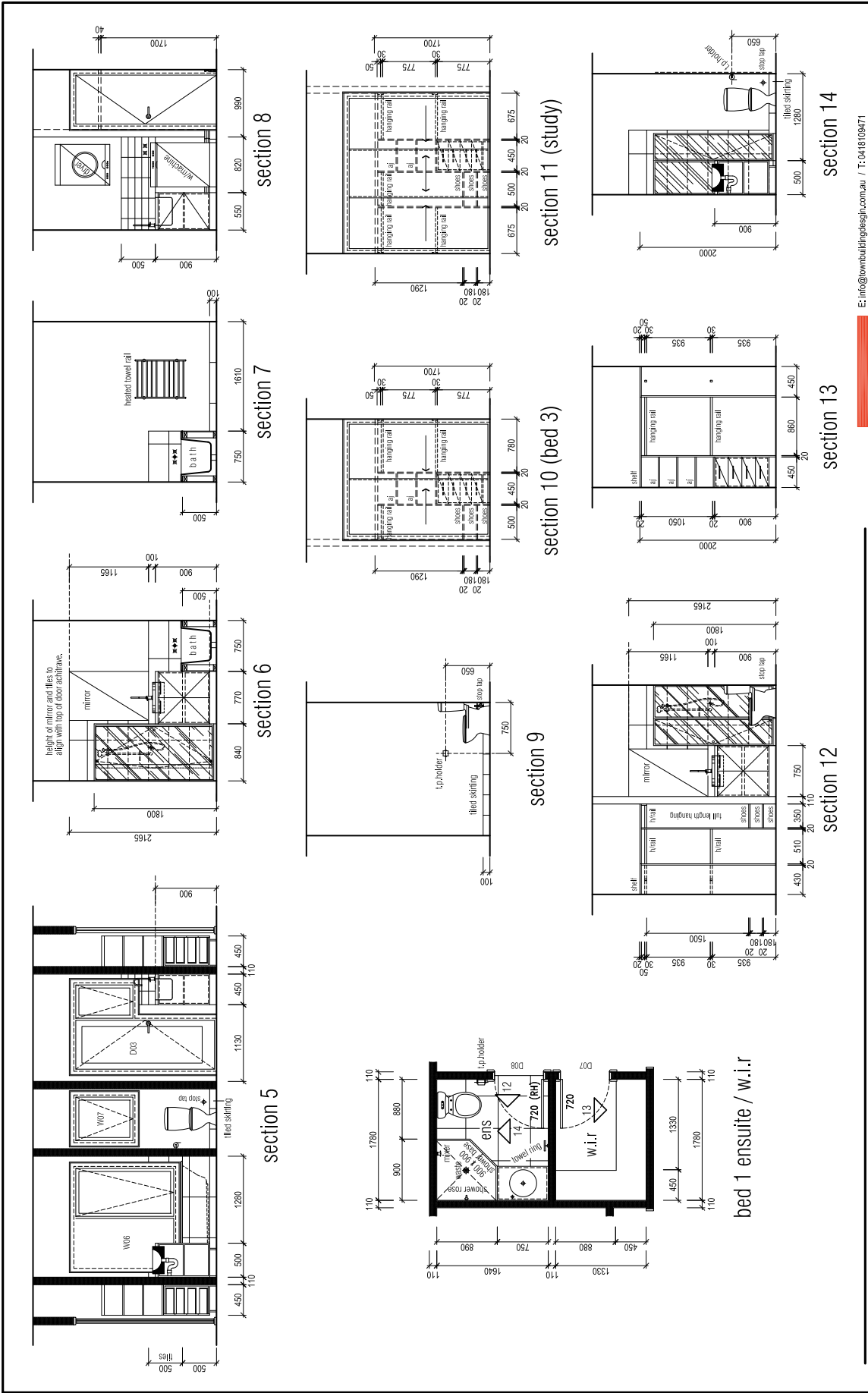
WD: 13 of 13



lot 22 bitola grove, laylor 3075

typical heating layout plan scale: 1:100





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PROJECT:		DRAWN:	TM
PROPOSED DOUBLE STOREY DWELLING		PROJECT NO:	08/23
AT LOT 22 BITOLA GROVE		SCALE:	1:100
LAYLOR VIC 3075		CLIENT:	PERFECT HOMES
DRAWING:		ROOM NO:	C01
LDRY / WC / BATH / ROBE JOINERY		DESCRIPTION:	JD:01
DRAWING:		OF:	02



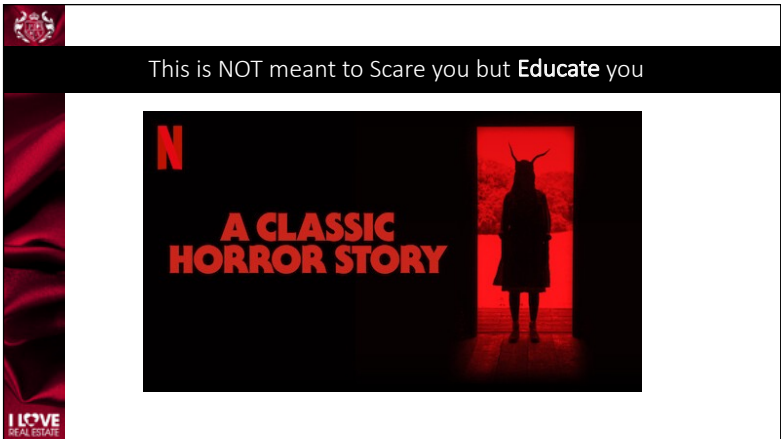
lot 22 bitola grove, laylor 3075
laundry/wc/bath/robe joinery scale: 1:50



PLATINUM ACCELERATOR

5. TENANT ISSUES





Mould

- Inhaling or touching mould spores may cause an allergic reaction, such as sneezing, a runny nose, red eyes and skin rash. Moulds can also cause asthma attacks and long term health issues
- **Is a Landlord Liable – YES – if;**
 - A tenant fell ill or has been injured as a result of mould in their home
 - A landlord knew about a mould problem, and refused to do anything about it
 - A landlord was intentionally negligent in properly maintaining their property, leading to the growth of dangerous mould

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NSW landlords forced to pay tenants thousands of dollars over mould issue

Two NSW landlords have been forced to pay their tenants thousands of dollars after failing to address a rampant issue with their rental property.



The couple initially sought an amount of \$32,893 in economic loss damage to goods.

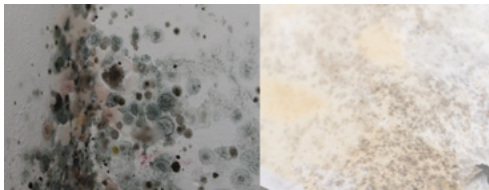
They also sought a rent reduction of \$2750, which is 50 per cent of the weekly rent from February 1, 2022 to April 11, 2022 when they moved out.

However, they later accepted the limit of the Tribunal's jurisdiction of \$15,000.



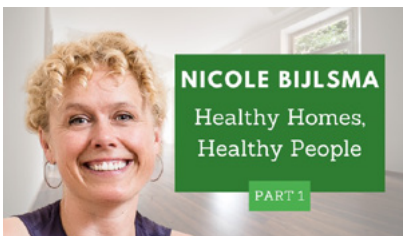
White Mould vs. Black Mould

- Black mould is the more dangerous type of mould and can cause health problems if inhaled. It produces mycotoxins, which may be dangerous and can cause respiratory problems, skin irritation, and other health issues.
- White mould, on the other hand, is not as dangerous as the black mould. It can easily be removed with a bleach solution – but if left untreated, white mould can turn into black mould.





Ozzie Mould Guru



NICOLE BIJLSMA
Healthy Homes,
Healthy People
PART 1



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Pets

- No longer can you stop a tenant from having a Pet unless;
 - Keeping the pet would exceed a reasonable number of animals being kept at the premises.
 - The premises are unsuitable for keeping the pet because of a lack of appropriate fencing, open space, or another thing necessary to humanely accommodate the pet.
 - Keeping the pet is likely to cause damage to the premises or inclusions that could not practicably be repaired for a cost that is less than the amount of the rental bond for the premises.
 - If there is unacceptable risk to the health and safety of a person, like keeping a venomous pet.
 - Keeping the pet would contravene a law or a body corporate by-law.



Pets

- So,
- No more carpet in investment properties
 - Construction should take into account animals – eg. Pet doors
 - Possible out is to not have the property fenced – but this only really precludes dogs.
 - Check with Council on numbers of permitted animals
 - Laws vary slightly from State to State
 - Tenants will have to pay for fumigation on leaving
 - **The smell of cat pee is horrendous to remove**





Evictions

PROCEDURE

- Issue a “notice to vacate letter”
- Needs to be handed to them or delivered via a registered post
- Landlord needs to have a proper reason to evict a tenant – eg. Failure to pay rent, substantial lease violations, committing or permitting a nuisance, illegal use or purpose
- If they don’t leave – apply to court/relevant authority
- Court usually give them until a certain date to leave
- If not gone by due date – police may escort them from the premises

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Evictions

New NO Cause Rules

- States vary – however no Cause Evictions are being reviewed across Australia
- New rules were introduced to protect renters being evicted because they complain about issues in the property

Minimum notice periods

Grounds	Fixed-term agreement	Periodic agreement
No grounds	30 days at end (see below)	90 days
Sale of premises	not valid	30 days
Breach of agreement	14 days	14 days



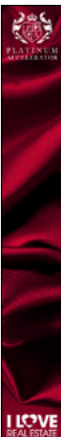
Squatters

- Police can arrest and forcibly remove a trespasser but must first give the trespasser the chance to leave voluntarily

However;

- Squatter's rights laws vary from State to State but there is also the common criteria in Australia called **Adverse Possession**
 - The claimant must have been in actual, unrestricted, and continuous physical control of the land for a period of 12 years (15 for Victoria)
 - If this is the case the Claimant can apply in the courts to have the legal title transferred to them.





'Squatter' wins right to keep \$1.7 million home

News Corp Australia
First published 5 Jun 2016, 2:00pm

news.com.au



The original owner's daughter Joyce is now 95.

A squatter has won the right to keep a \$1.7 million home after an appeal to a Supreme Court decision was withdrawn.

Bill Gertos attracted national attention last year when he took ownership of the home in Sydney's inner west and was awarded the title deed after a court ruled he had "squatter's rights".

The unusual squatter's rights or "adverse possession" laws were used to rule in the favour of Mr Gertos, a property developer who had claimed he'd come across the Ashbury property in 1998, when it was neglected, abandoned and derelict.



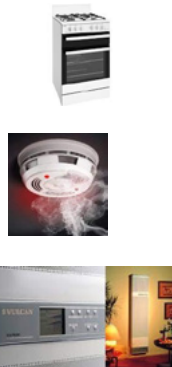
Safety

- Common to all states and territories is the fact that landlords need to guarantee the safety of any rented property and its fixed appliances and contents, which extends to areas like maintenance and even health. Skimp on safety and you could find yourself in court
- **Duty of care means** 'an obligation to take reasonable care to avoid foreseeable harm to another person on their property'
- Landlords owe a duty of care to their tenants and to anyone else who is on their property, such as guests of the tenant, tradies or even the grocery delivery person.



Gas Stoves & Heating

- These are an essential item in many States now and must be provided. Sounds pretty basic doesn't it....
- However Gas stoves and/or heating must be checked by a qualified plumber every 12months and certified
- As well as smoke alarms





State Authorities

- NSW landlords see the [Fairtrading website](#) for more information.
- Victorian landlords see [Victorian Consumer Affairs website](#) for more information.
- Queensland landlords see [Residential Tenancies Authority website](#) for more information.
- South Australian landlords see [SA Housing Authority](#) for more information.
- Tasmanian landlords see [Consumer, Building and Occupational Services website](#) for more information.
- ACT landlords see [Justice and Community website](#) for more information.
- Western Australian landlords see [Commerce WA website](#) for more information.
- Northern Territory landlords see [NT Consumer Affairs website](#) for more information.

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NSW New case law: managing agent and landlord found liable for their tenant's fall in her apartment

Published April 11, 2019 By Yuhao Gu, Omega Legal -- 3 Comments Last Updated July 20, 2020

The recent case of *Than v Galletta & Ors* [2019] NSWDC 9, is a stern reminder (that comes with a **more than \$330,000 price tag**) to stay on top of periodic inspections and maintenance and repair works on your premises to avoid being sued for negligence by your tenant.

Over the three months leading up her to the accident, the plaintiff made two complaints to her managing agent, stating that "the light in the stairwell is out again. It's dangerous walking through the stairwell at night as we can't see anything." The managing agent engaged an independent contractor to fix the lighting after the first complaint. However, the lighting stopped working again so the tenant made a second complaint, about a month before her accident. The managing agent failed to inform the landlord of the second complaint and did not take any adequate steps to rectify the issue



Court ruling spells trouble for investors and rental agents

Hunt v Roads and Traffic Authority of NSW

- In April 2005, a tenant of a rental property in Ashfield was seriously injured after his hand struck and shattered the large glass panel that formed part of the front door.

The tenant sued the owner of the property, the Roads and Traffic Authority, and the managing rental agent, Century 21 Brough & Son, alleging negligence because the door had not been fitted with safety glass contrary to building codes.

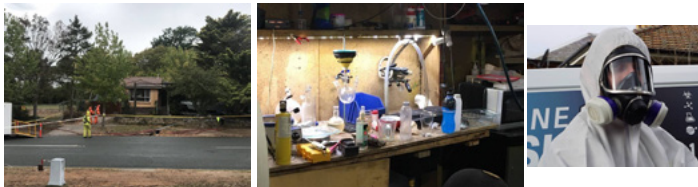
The court found in favour of the tenant, awarding him \$843,146 in damages plus costs.





Meth Lab Decontamination

- Generally, the final cost of a Meth lab decontamination can only be quoted after looking at the level of contamination.
- Complete Meth decontamination can cost from \$30,000 to \$50,000
- Cannabis Grow Houses are usually less costly – typically just removing the equipment and sometimes Mould



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Prostitution in Air Bnb's

How Airbnb bandits rent out properties to prostitutes, drug ...
Dec 30, 2018 — Prostitutes are increasingly using Airbnb properties as 'pop-up brothels' because they are more discreet and secure than working out of hotels ...

- Sunshine Coast AirBnB Apartment used illegally.
- Nicknamed Charlette the Harlett rented the apartment and described her occupation as a special needs worker!
- Routine Inspections suggested otherwise!





Rent increases only once a year - QLD

- Changes to limit rent increase frequency to once every 12 months came into effect for all new and existing tenancies on 1 July 2023.
- Rent cannot be increased unless it has been at least 12 months since the current amount of rent became payable by the tenant.
- Qld now inline with NSW, ACT, SA, VIC and Tasmania
- NT and WA are every 6 months





How much can you increase the rents?

- Generally, a price increase is presumed to be excessive if it is more than 10 per cent above the CPI, and the onus is on the landlord to satisfy the tribunal that it's not
- If a rent increase is less than 10 per cent above the CPI, the onus is on the tenant to satisfy the tribunal



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Illegal Structures

- If it's not Legal it's not Insured – ie Garage Conversions
- Don't accept building inspection Reports done by the vendor
- Don't use the Building Inspector suggested by the Agent
- Council can demand demolition or retrospective approval – Both will be costly





Melbourne man facing expensive dilemma after buying home with illegal structures

By Danny Tran
Posted Tue 4 Sep 2018 at 6:26am, updated Tue 4 Sep 2018 at 10:35am



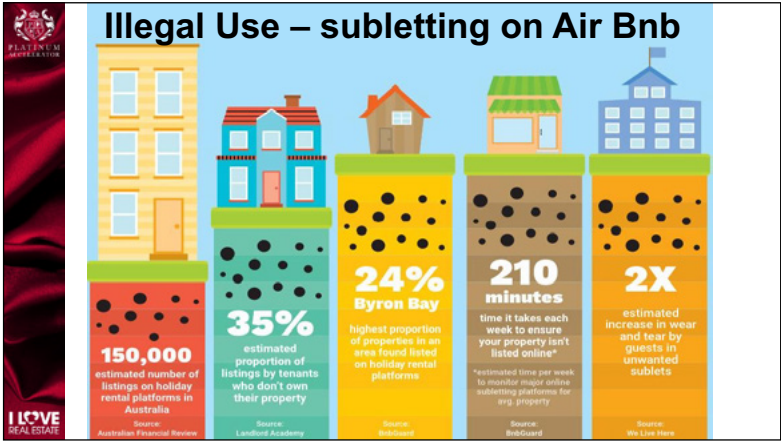
One of the previous owners of the property on Mill Park Drive had illegally erected a bungalow, a garage and two sheds in the backyard. Some were close to 20 years old.

Council says.
'Our office holds no responsibility – demolish or get certified'



Illegal Use

- Affects both Residential and Commercial
 - Insurance may be voided in both Resi and Commercial
 - Council can insist on Closure
- | | |
|--|--|
| <ul style="list-style-type: none"> • Resi Examples; • Sub-letting – Room by room or Air BnB • Prostitution • Illegal Activities ie some home based business | <ul style="list-style-type: none"> • Commercial Examples; • Use not in accordance with Zoning eg. Heavy or Light Industrial or retail or Food Preparation • Tenant could also change use after initial lease |
|--|--|



Make good clauses in Commercial Leases

- The make good clause in your lease should specify the exact work and items that need to be restored
- There are four general make good provisions a lessee will be required to undertake, which include:
 1. Removing detachable property – requires the lessee to remove property that is removable from the premises (for example desks and cabinets)
 2. Removing all property and complete basic repairs – the lessee must remove their property from the premises (including signage) and fix any damage that has been caused during the lease period (for example repainting the walls or replacing any broken windows)

Make good clauses in Commercial Leases

3. Returning the leased premises to the state provided for in a condition report – a condition report would provide details on the premises' condition at the date the lessee took possession of the property. It may also establish the condition the lessee must return the premises to when they vacate the property; or
4. Returning the leased premises to its bare shell condition – all the fixtures and fittings are removed from the premises so that the leased premises are entirely empty. This is most used in retail shops inside a shopping centre.

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Alternatives to Making Good the Premises

- Instead of undertaking the make good works on the premises, a lessee may be able to offer a cash settlement to the lessor

What if the Lease has no Make Good Clause?

- If the lease period is longer than 3 years, the lessee still has a requirement to keep the premises in a clean condition regardless of whether a make good clause is included in their lease
- Section 105 of the *Property Law Act 1974* (Qld) imposes an implied obligation on the lessee to “yield up” the premises in a good and tenantable repair



Defective Construction Litigation





Defective Construction Litigation

If you buy a \$10 item of clothing that turns out to be faulty, you're guaranteed a refund or replacement. Buy a faulty house worth millions of dollars, however, and the seller ramifications become clear as mud.



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Defective Construction Litigation

- Currently it is only in the ACT that property buyers can invoke provisions of the Civil Law (Sale of Residential Property) Act 2003 against a vendor or selling agent for failing to provide a building and compliance inspection report, or for giving false documents.
- The basic rule that applies is ‘buyer beware’ **Caveat Emptor**
- **Taking action in the courts is a very difficult, costly and stressful path to take**
- Complaints against builders can be lodged with State authorities



Victoria – Duty of Disclosure

- Structural defects
- Infestations
- Contamination or dangerous materials present on the property (such as asbestos or combustible cladding).
- Causes of obvious defects, or risks of future defects, that are not immediately apparent (such as underground tree roots or defective stumping).
- A significant event has occurred at the property, including a flood or bushfire
- Illegal or non-compliant building work.
- History of pesticide use or whether the property has been used for other horticulture or agriculture uses.
- Any restrictions on vehicle access



Victoria – Duty of Disclosure

- Facts about the surrounding neighbourhood may affect the use and enjoyment of the property to a greater extent than ordinary properties in the area (such as significant development proposals nearby).
- If the property has been the scene of a serious crime such as extreme violence, murder, or homicide.
- Whether the property has been used for the manufacture of substances such as methamphetamine.
- If the property was a training site for defence or the fire brigade using hazardous materials.
- Property enhancements, renovations, or improvements (although these are likely to be included in the property sale marketing).

The guidelines published by [Consumer Affairs Victoria](#) include a list of examples of what a “material fact” would likely be.



New South Wales – Duty of Disclosure

- A contract of sale including a copy of the title documents, drainage diagram and a current Zoning Certificate issued by the local council.
- If the property for sale has a swimming or spa pool, the seller needs to give a copy of a valid certificate of compliance, a valid occupation certificate, and evidence that a pool has been registered or a valid certificate of non-compliance.
- If the property has been subject to flooding from a natural event or bush fire in the last 5 years.
- If the property is subject to significant health and safety risks.
- If the property is listed as containing loose-fill asbestos insulation that is required to be maintained.



New South Wales – Duty of Disclosure

- If the property was the scene of a murder or manslaughter within the last 5 years.
- If the property was used for manufacture, cultivation, or supply of prohibited drugs in the last 2 years.
- If the property has any external combustible cladding, even if there is the intention to rectify it.
- If the property has been lodged under the [Environmental Planning and Assessment Act 1979](#) for rectification of the building regarding external combustible cladding.
- If the property is undergoing a building work rectification order, prohibition order or a stop work order.

According to [Fair Trading NSW](#) major reforms that commenced on 23 March 2020 now mean an agent could still be in breach of the law for failing to disclose a fact even though they didn't know about it.



Queensland – Duty of Disclosure

- Give a disclosure notice to a prospective buyer if the property has a pool and there is no pool safety certificate. There is also an obligation to provide a pool safety certificate or notice of no pool safety certificate to a buyer before settlement.
- Disclose all encumbrances affecting the property.
- Notify the buyer if the property is recorded on the contaminated land or environmental management register, or if there is an application or an order about a tree on the property.
- Neighbourhood disputes
- If you are selling a unit or townhouse, you must also provide the buyer with information about the body corporate.



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Queensland – Duty of Disclosure

- Additionally, before settlement you must:
- advise the buyer whether the property has compliant smoke alarms and an approved electricity safety switch
- obtain and give the buyer a clearance certificate from the Australian Taxation Office.

Currently, there is [no formal seller disclosure regime in Queensland](#) applying to the sale and purchase of freehold land.

That means Queensland sellers do not need to provide as much property disclosure information or documents to the buyer as they do in other states.

Sellers are instead required to comply with a complex mix of common law, statutory and contractual obligations.

But there is a proposal in place for mandatory disclosure of certain information in a single document along with any prescribed certificates, including a body corporate certificate, where relevant.

The seller disclosure scheme seeks to simplify freehold land contracts and empower buyers to make informed decisions about property dealings.

At present, sellers in QLD are only [required by law to do the following](#):



ACT – Duty of Disclosure

ACT vendors are given the most exhaustive list of obligations in the nation, but that's great news for buyers.

They've set a national benchmark in how properties should be exchanged and what buyers should be permitted to know upfront.

A disclosure statement must include the following;

Energy Efficiency Rating Statement – this must be completed on a standard document by a professional assessor, has to be included in the advertising campaign of a property and the report must be provided to the buyer.

A Building and Compliance Inspection report (and invoice) – this report discloses the structural soundness of the property and if structures are approved under the legislation. The report must be undertaken less than 3 months prior to the property being advertised or offered for sale.



ACT – Duty of Disclosure

Asbestos Advice and Assessment Report

A Pest Inspection Report (and invoice) – this is where any termite or other pest damage is revealed. Like the building report, the Pest Inspection Report must be undertaken within 3 months of the date of the property being advertised or offered for sale.

The Crown Lease of the land – this will outline the conditions of how the land is held and how it can be used eg. for commercial, residential, or rural use. (remembering that properties in the ACT are owned leasehold, not freehold).



ACT – Duty of Disclosure

The current edition of the certificate of title for the crown lease – this is a record of who holds the land and how it's held, eg. joint venture. Also outlined will be anyone else claiming an interest in the land, eg. Banks holding a mortgage over the property.

The deposited plan – this demonstrates the approved plan on the land and if any easements exist.

Encumbrances are shown on the certificate of title (excluding any mortgage or other encumbrance to be discharged) – this outlines details of caveats or restrictive covenants over the land.

If any other encumbrances exist but don't appear on the Certificate of Title then they must also be disclosed in a statement, eg. Unregistered mortgage or other unregistered encumbrances.



ACT – Duty Disclosure

Lease Conveyancing Inquiry Documents for the property – ACTPLA must provide documents including if a heritage listing exists, outstanding rent under the Crown Lease, development applications affecting the property, breaches of the crown lease, any orders issued against the property, and the compliance certificate.

A building Conveyancing Inquiry Document – ACTPLA provides documents including certificate of occupancy, survey certificate, approved building plans, drainage plan, and building file summary sheet. These documents aren't required if the property is a class A unit, the residence on the property hasn't previously been occupied or sold as a dwelling, or If the contract is an off-the-plan purchase.

For units – information relating to the owners' corporation (body corporate) and levies payable.

Disclosure requirements in SA



South Australia – Duty of Disclosure

- Cooling off rights
- Any restrictions that exist on the title, such as encumbrances
- Development plans and building approvals
- Rates of zoning
- Types of services connected to the property
- Emergency service funding
- Public and environmental health
- Sewerage
- Waterworks

When selling a house in South Australia, a vendor needs to provide a document called a [Form 1](#) to the buyer to disclose certain things about the property.

When the vendor has hired a real estate agent, it is the agent's responsibility to prepare Form 1 and to make all the inquiries necessary to do so accurately.

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Western Australia – Duty of Disclosure

- Asbestos
- Illegal drug contamination
- Any serious crime committed on the property (Depending on the seriousness and time frame of the crime committed, the agent might not see it as a material fact).
- Current tenancy agreements or leases
- Pool certificate or registration with the local council
- Building approvals and renovations
- Encroachments
- Location of sewerage pipes

There is [no mandatory seller disclosure statement](#) when selling property in Western Australia.

However, the agent must find out or verify pertinent facts about the property transaction and promptly communicate them to the potential buyer.



Tasmania – Duty of Disclosure

- Vendors are not required to disclose to the purchaser a minimum set of specified information about the property.
- Vendors however should advise purchasers of adverse title restrictions on the use of the property.
- The purchaser is responsible to do their due diligence

Vendors statements are not required in Tasmania



Northern Territory – Duty of Disclosure

- Certificate of title
- Volume/folio
- Copy of plan
- Encumbrances

Similar to in Tasmania and Western Australia, sellers in Northern Territory are also not required to disclose any issues that may affect the saleability or value of the property, or to give any warranties.

While sellers in other states have minimum disclosure obligations and agreements, in NT any notable disclosures will be outlined in the [property contract](#). These disclosures may include:



Lawyers...

Even though it may seem expensive it's most likely cheap in the long run.....





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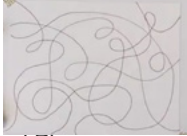
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6. AFTERNOON OUT OF ROOM ACTIVITIES




Neurographic Art

- What is it?
- Neurographic drawing was designed by a Russian Psychologist, Artist, and Architect, Dr. Pavel Piscev
- Neurographic art is a therapeutic art form
- By drawing lines and swirls freely on paper, called neurolines, it encourages us to relax, it acts as a form of meditation as the pen creates line and shape.
- It encourages disconnection from stress as you focus on the page.
- Sometimes the lines cross each other to make recognizable shapes and sometimes they are just bubbles.
- The idea is to find a reset through the process, and leave all your fear and stress on the paper.



Benefits Of Neurographics

- Create a bridge between the conscious and unconscious
- It's an art form that engages both our aesthetic and emotional intelligence, eliciting positive changes
- It is commonly used as therapy for people experiencing chronic pain, anxiety, depression and stress as well as helping people gain clarity and a sense of peace
- Neurographic art enhances creative freedom, free of inhibition and judgement
- It requires no previous art experience or age limit.



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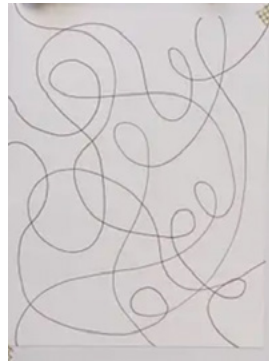


Example of the finished Art



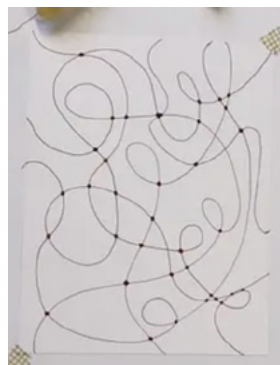
Neurographic Art The Process

- Breathe
- Set an Intention
- Draw what you feel



Neurographic Art The Process

- Now draw Connections at every intersection
- Add some circles if you want



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Neurographic Art The Process

- Colour your sections
- Try and make the outside of each section a slightly darker colour than the centre

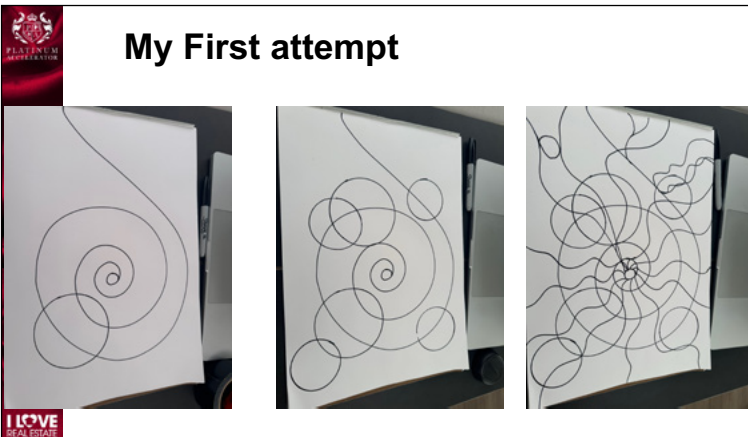


Neurographic Art The Process

- Now fill in the sections with whatever pattern you wish



My First attempt



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My First attempt

My First attempt

My First attempt

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My First attempt



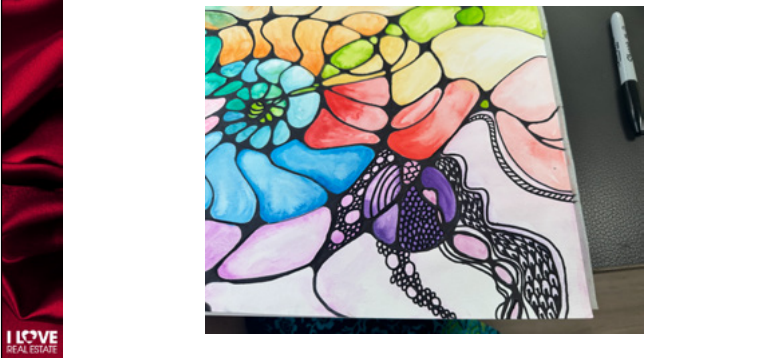


My First attempt





My First attempt



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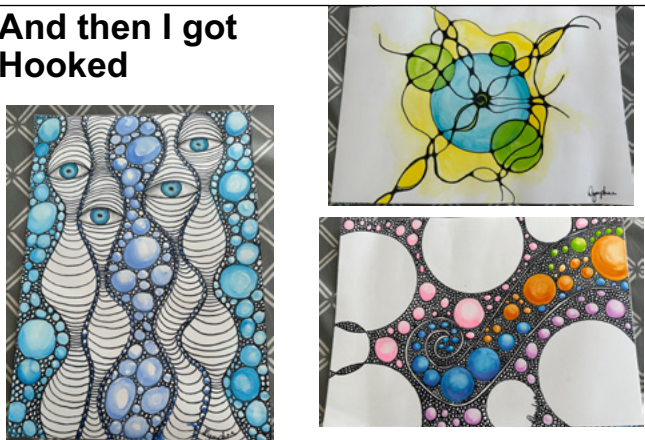
My First attempt







And then I got Hooked



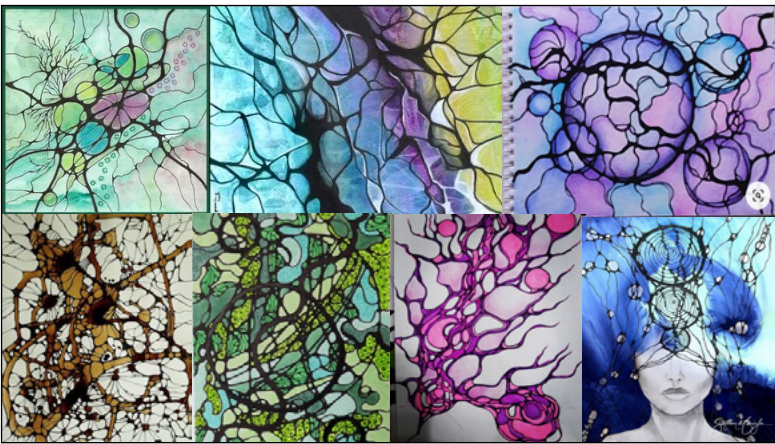
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Example of the finished Art







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7. ANDREWS OBSERVATIONS

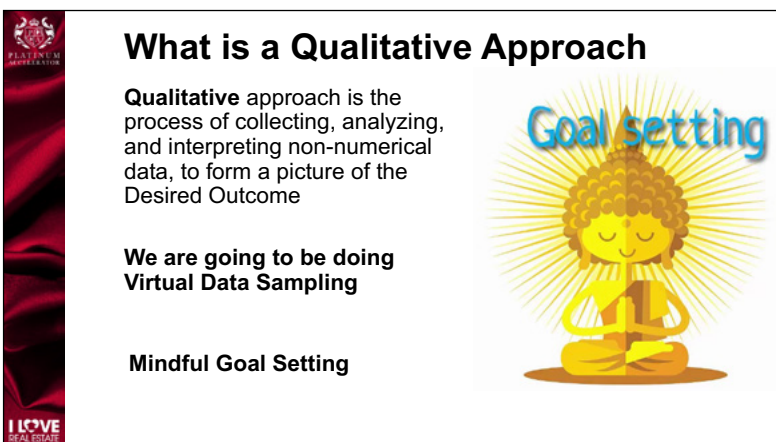


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8. QUALITATIVE LIFE DESIGN







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Goals & Wellbeing

WE DON'T WANT GOALS AND GOAL SETTING TO BE A FRUSTRATING AND SELF RECRIMINATING EXERCISE

GOAL SETTING SHOULD BE FUN – EXCITING – SELF LOVING – INSPIRATIONAL – HEART FELT

WE WANT WELLBEING, NURTURING GOALS!



Goals & Wellbeing

- Past research has shown that **focusing on future goals** is an important predictor of **wellbeing and positive functioning** (Kahana & Kahana, 1983; Kakazina, 1999; Wills et al., 2001; Zaleski et al., 2001).
- Goals have been shown to **improve task performance by enhancing planning, motivation, and self-efficacy** (McGregor & Little, 1998; Sheldon & Krieger, 2007).
- However, it is possible to spend **too much time** on one's goals.
- Research has shown that an **excessive future orientation** can **negatively influence** one's well-being, leading to workaholism, neglecting friends and family, not taking time for occasional self-indulgence, and not having time for hobbies, among others (Bonniwell & Zimbardo, 2004).



Goals & Wellbeing

- An **excessive goal focus interferes with one's ability to enjoy the present moment**
- Constantly focusing on the future can lead an individual to **perceive the present moment as a means to an end**, hindering his or her capacity to derive enjoyment from his or her current experiences.
- However, **spending too little time and energy on one's goals can reduce wellbeing.**

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Goals & Wellbeing

- However there is a **Balance**
- According to Locke and Latham (2002), successful goal achievement is greatly dependent on the individuals' **abilities to monitor their progress toward goal attainment.**
- The individuals must ask themselves regularly: **"Am I still acting in line with my goal?"**



Goals & Wellbeing

- **Monitoring progress** toward goal attainment results in concentration on goal-relevant activities.
- Research has shown that providing feedback on progress **increases persistence and improves performance** (Bandura & Schunk, 1981).
- Celebrating Progress in Goal attainment is also important
- **Create Mine Stones and Celebrate them**





Mindful Goals


- Optimal goal pursuit is a matter of **mindful attention**
- Mindfulness allows you to **redirect their attention toward activities that are needed to accomplish your goals**



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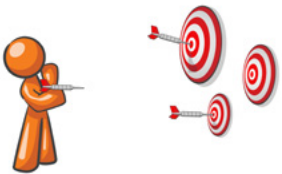
Mindful Goals

- Mindfulness allows you to choose where your attention goes, rather than allowing the mind to run on automatic pilot and possibly attend to irrelevant, goals and inconsistent activities
- Mindfulness also allows you to stay connected to the present moment



3 Types of Goal Focus

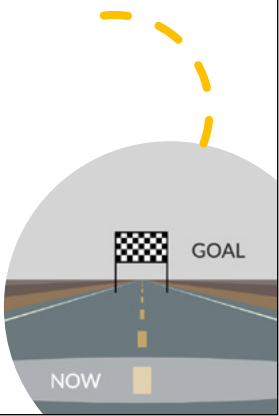
- Insufficient goal focus
- Excessive goal focus
- A mindful goal focus



Insufficient goal focus

Tendencies include:

- Act impulsively without much consideration of the consequences of your actions
- Find it difficult or annoying to plan ahead
- Prefer a quick, immediate reward over a bigger reward in the future
- Have an overly busy mind that can be difficult to focus
- Procrastinate on tasks that you do not like doing
- Avoid things that involve much effort, work, planning, or unpleasantness
- Prioritize living 'the good life'

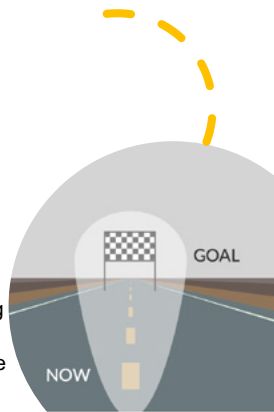


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Excessive goal focus

Tendencies include:

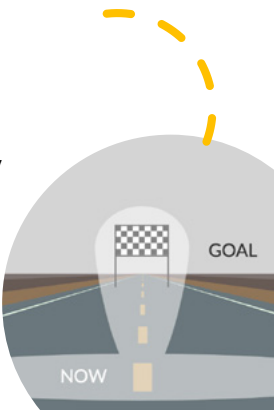
- Spend a lot of time thinking about what needs to be done
- Find it difficult to be fully present and engaged at this moment
- Constantly work to accomplish your goals
- Find it difficult to enjoy things that are not necessarily bringing you closer to your personal goal
- Find it difficult to relax and not be productive
- Tend not to savour your accomplishments for long because you are already onto the next goal
- Tend to view the present moment as nothing more than a way to get to some future goal



A mindful goal focus

Tendencies include:

- Able to consider the future when it is helpful to do so and let go of future-oriented thinking when it is no longer helpful
- Able to enjoy the present moment fully even if what you are doing will not bring you closer to any of your goals
- Able to take time to stand still and savour your accomplishments
- Able to focus on one thing at a time and complete tasks effectively because your attention is not lost in the past or future
- Able to move closer to your goals and at the same time enjoy the beauty of the present moment



3 Types of Goal Focus

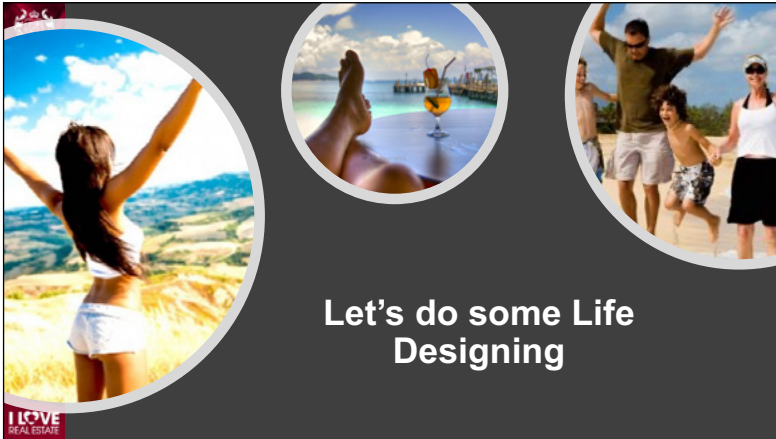
- Insufficient goal focus
- Excessive goal focus
- A mindful goal focus

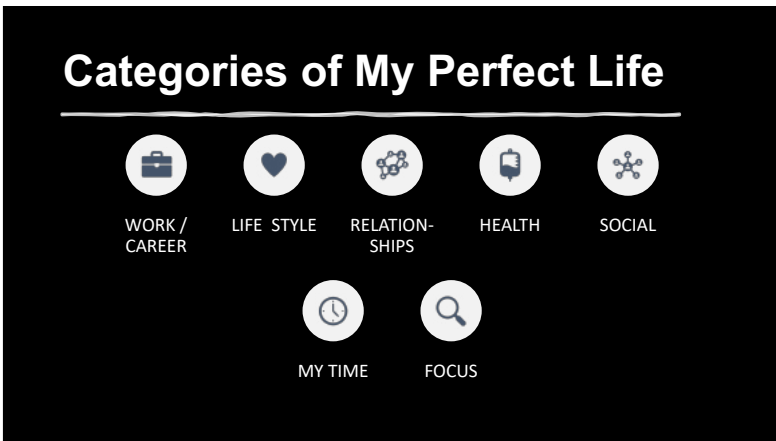
• Which one is your Tendency?



• Everyone wants to be a Mindful Goal Setter – but be honest – Are there tendencies you need to improve on?

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Life Style - My Perfect Financial Life in 5 Years:

How much would I be earning?

What sort of lifestyle would I have?

What kind of home would I live in?

What kind of car would I drive?

What material luxuries would I be providing for myself and my family?

How much would I have in the bank?

How much would I be saving & investing each month and each year?

Relationships My Perfect Family Life & Relationships in 5 Years:

What would your family life look like?

Whom would you be with? Whom would you no longer be with?

Where and how would you be living?

What kind of home would you have?

What kind of relationships would I have with the most important people in your life 5 years from now if everything were perfect in every way?

Health My Perfect Health & Fitness Status in 5 Years:



HOW WOULD I LOOK AND FEEL?



WHAT WOULD BE MY IDEAL WEIGHT?



HOW MUCH WOULD YOU EXERCISE EACH WEEK?



WHAT WOULD BE MY OVERALL LEVEL OF HEALTH?



WHAT CHANGES WOULD I HAVE TO START MAKING TODAY IN MY DIET, EXERCISE AND HEALTH HABITS TO ENJOY SUPERB PHYSICAL HEALTH?

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Social My Perfect Social & Community Status in 5 Years:



WHAT WOULD I BE DOING?



WHAT ORGANIZATIONS WOULD I BE WORKING WITH OR CONTRIBUTING TO?



WHAT WOULD BE THE CAUSES I STRONGLY BELIEVE IN & SUPPORT AND HOW WOULD I BECOME MORE INVOLVED?

Skill - Personal Inventory in 5 Years:



WHAT ADDITIONAL KNOWLEDGE AND SKILLS WOULD I HAVE ACQUIRED?



IN WHAT AREAS WOULD I BE RECOGNIZED AS ABSOLUTELY EXCELLENT IN WHAT I DID?



WHAT WOULD I BE DOING EACH DAY IN ORDER TO DEVELOP THE KNOWLEDGE & SKILLS I NEED TO BE A TOP PERFORMER?

My Time - My Perfect Calendar in 5 Years:

My Day – in hour increments?

My Perfect Week – in daily increments?

What would I like to do on weekends?

How much time would I like to take off each week, month & year?

Where would I like to go?

How would I organize my year?

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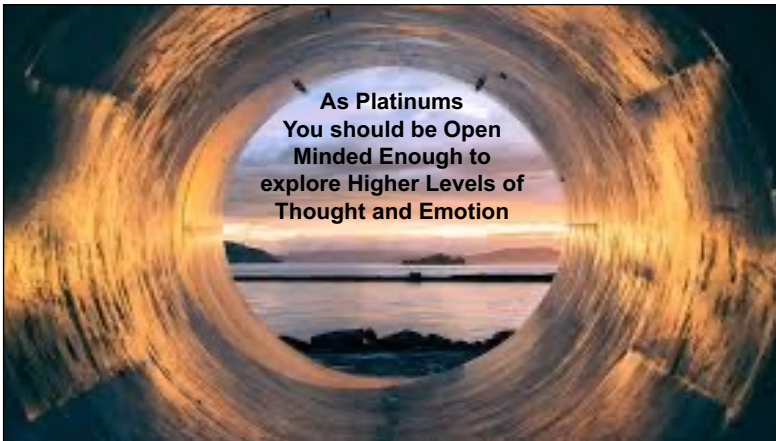
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ACCELERATOR

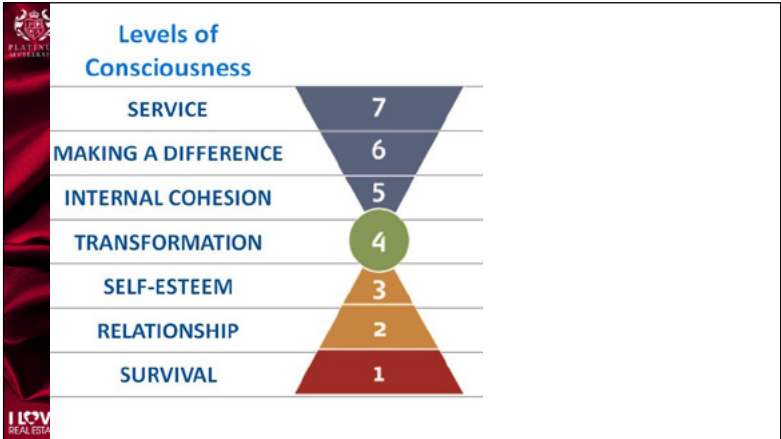
**9. HEART BRAIN COHERENCE
CRYSTAL EXPERIMENT**

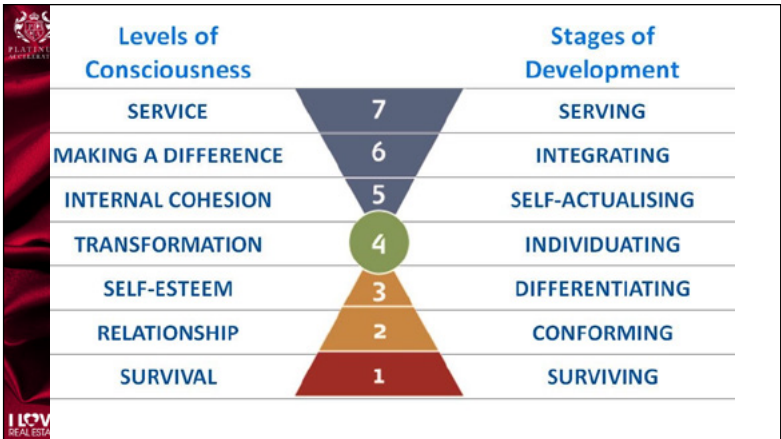


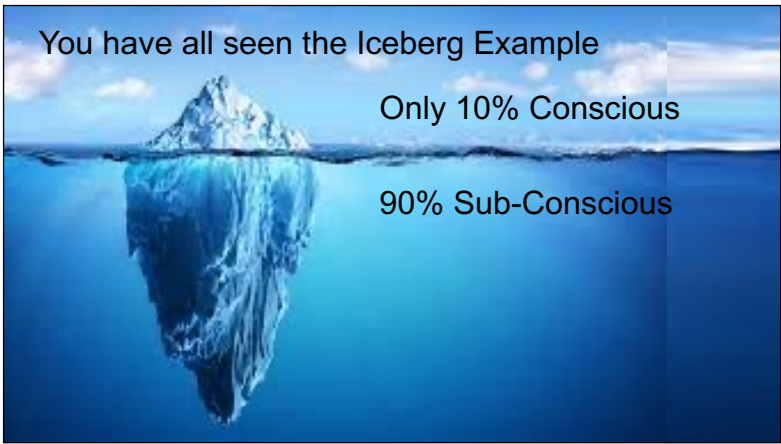




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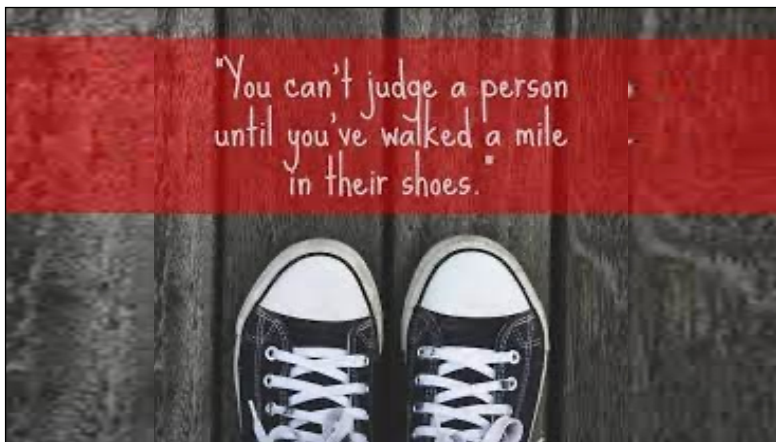




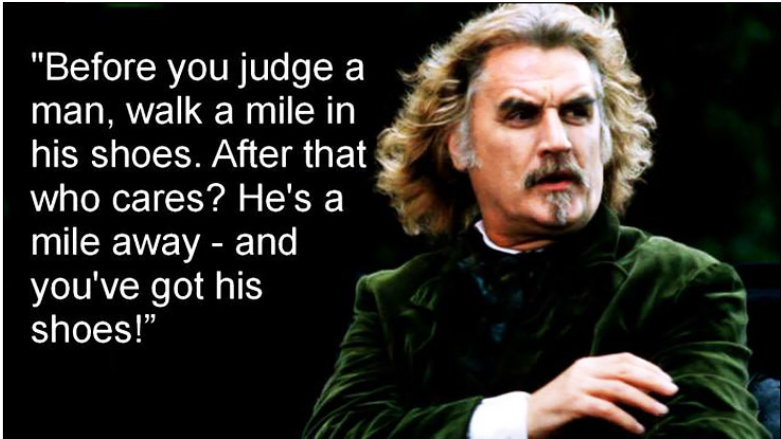
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coherence
/kə(ɔ)'hiə(r)əns,kə(ɔ)'hiərəns/
noun

- the quality of being logical and consistent.
"this raises further questions on the coherence of state policy"

Similar: consistency, logicity, good sense, soundness, organization

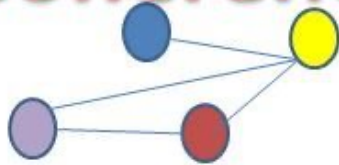
- the quality of forming a unified whole.
"the group began to lose coherence and the artists took separate directions"

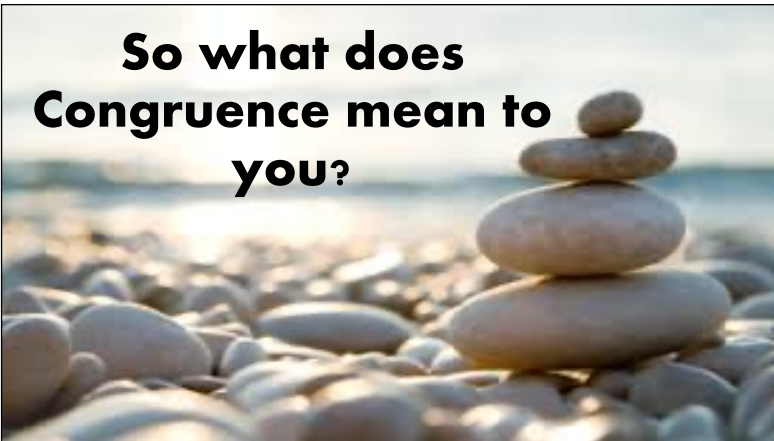
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Do you believe you achieve better results when you are working Coherently?

Coherence





So what does Congruence mean to you?



congruent

/kɒŋgrʊənt/

adjective

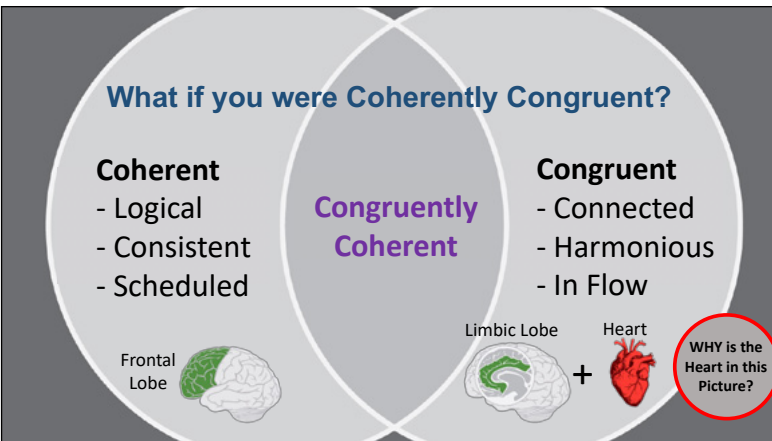
1. in agreement or harmony. "the rules may not be congruent with the requirements of the law"
2. in general, agreement, harmony, or conformity. 2. a match between psychological attributes and behavior.

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Do you believe you achieve better results when you are working Congruently?







Understanding the Heart!

- We have been taught it's a pump that pumps blood around our body to feed nutrients to our cells
- We have been taught that the heart is constantly responding to "orders" sent by the brain in the form of neural signals.
- This is true
- On average, an adult heart beats 101,000 times daily and circulates around 7,192 litres of blood through 96,560 km of capillaries, blood vessels, and arteries.



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BUT, There is more to the Heart!

- It is the heart, and not the brain, that is the **first organ** that formed in the utero at around 6 weeks after conception. The pulse from the first heartbeat is what sets in motion all the developments that lead to the formation of other body organs.
- The heart have **specialised cells (neurons)** that are usually found in the brain
- A scientific team spearheaded by Dr. J. Andrew Armour of University of Montreal found that around **40,000 specialised neurons** known as sensory neurites make up a communication network in the heart itself.
- This is why the heart is often referred to as the **LITTLE BRAIN**





BUT, There is more to the Heart!

- The heart actually **sends more signals to the brain** than the brain sends to the heart!
- These heart signals have a significant effect on brain function – influencing **emotional processing** as well as **higher cognitive faculties** such as **attention, perception, memory, and problem-solving**.
- **Not only does the heart respond to the brain, but the brain continuously responds to the heart.**
- The Heart communicates with the cranial brain through the **hormonal system, nervous system**

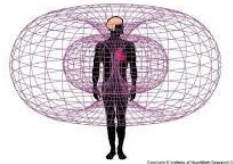




The Heart is Electro-Magnetic

The Heart is more powerful than the Brain
The Heart is about 100,000 times stronger electrically & up to 5,000 times stronger magnetically than the brain.

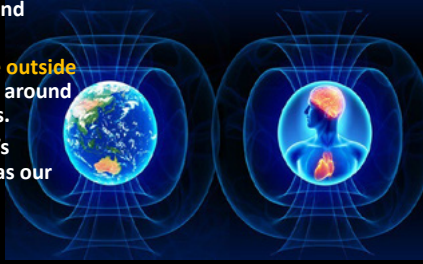
- **Surrounding the body is an electromagnetic field**—which can be measured.
- There are two kinds of fields.
- The first is the brain electromagnetic field, which **affects brain waves** and brain function.
- The second electromagnetic field **relates your heartbeat** and is the largest electromagnetic field in a person's body.
- **It is roughly 60 times greater in amplitude than the brain's electromagnetic field and is 5,000 times stronger magnetically. And 100,000 times stronger electrically.**



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The Heart is Electro-Magnetic

- The heart's electromagnetic field is able to **"mirror" our inner emotions** and project them out into the world.
- This **Magnetic field can influence outside factors**, such as the environment around us, as well as people and animals.
- Studies also show that the Earth's magnetic field can affect us just as our magnetic field can affect it.
- **In other words, everything is interconnected.**



Ancient Cultures

- Historically, in almost every culture of the world, the heart played a greater role than other organs
- It was regarded as a source of wisdom, spiritual insight, thought, and emotion.
- Intriguingly, scientific research over the past several decades has begun to provide evidence that many of these long-surviving associations may well be more than simply metaphorical.



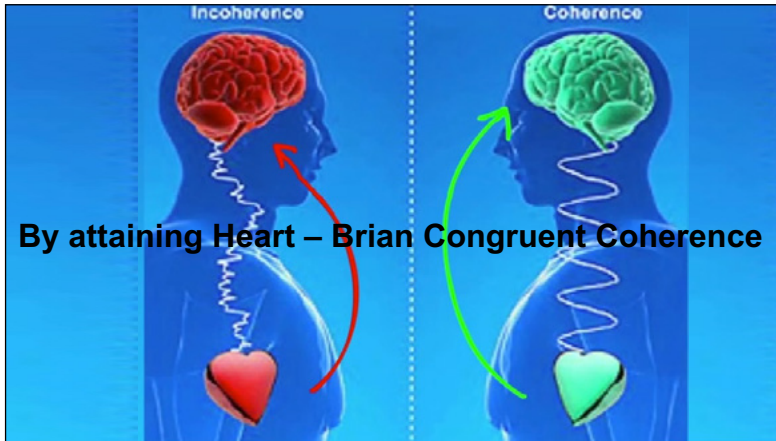
The Heart is Electro-Magnetic

- Knowing this, I believe
 - it is critically important to make use of positive emotions which can then be projected outward.
 - It is our Leadership responsibility to make a difference at every level
 - By developing a healthy personal coherence, we can grow it to a social and then global coherence.

•How do we do that?



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Achieving Coherence by Understanding HRV

- Your Heart Changes Rhythm
- The heart at rest was once thought to operate much like a metronome, aka, steady rhythm.
- Scientists and physicians now know, the rhythm of a healthy heart—even under resting conditions – is actually surprisingly irregular, with the time interval between consecutive heartbeats constantly changing.
- This naturally occurring beat-to-beat variation in heart rate is called **heart rate variability (HRV)** and measured by an ECG

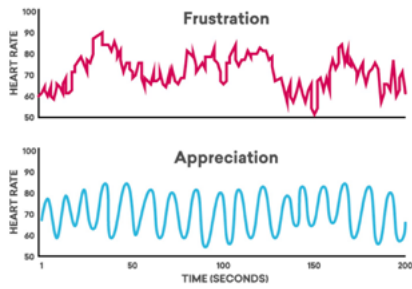
Heart Rhythm Patterns and Emotion

- Many factors affect HRV.
- These include
 - our breathing patterns,
 - physical exercise,
 - and even our thoughts.
- Research at the HeartMath Institute has shown that one of the most powerful factors that affect our heart's changing rhythm is **our feelings and emotions.**

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• **Heart rhythm patterns during different emotional states.** These graphs show examples of real-time heart rate variability patterns (heart rhythms) recorded from individuals experiencing different emotions.

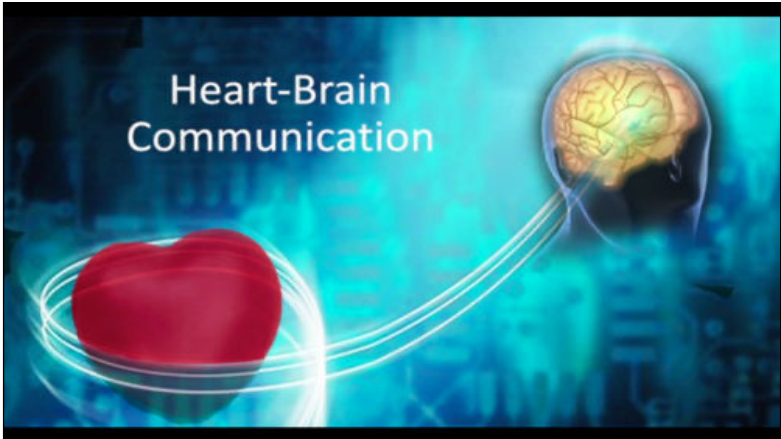


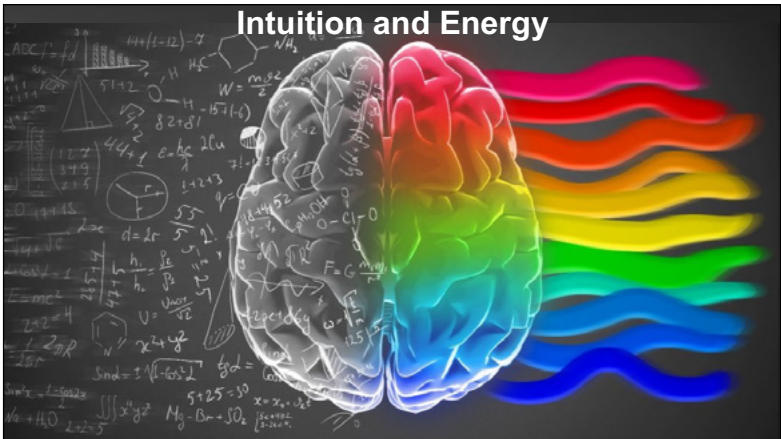



Heart Brain Coherence effects:

- Brain Clarity
- Cognitive Processing
- The Production of oxytocin—well known as the “love” or “bonding hormone.”
- Your influence on humans and animals and the earth itself via electromagnetic interaction
- Intuition
- Your Vision of the future
- Your Results!

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Intuition & Energy

- What is the science behind intuition or gut-feeling
- So what exactly is intuition?
It is the ability to know something without analytic reasoning, bridging the gap between the conscious and non-conscious parts of our mind
- [US Office of Naval Research \(ONR\)](#) calls "spidey-sense." ONR is currently developing methods to measure the workings of intuition on the battlefield, hoping to give soldiers the added edge in a life or death situation, as well as creating virtual simulations to help train and develop soldier's intuitions in high pressure combat situations.

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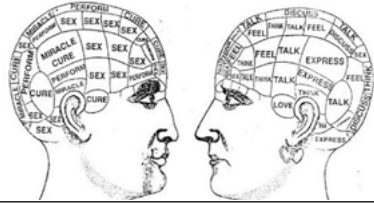
Intuition & Energy

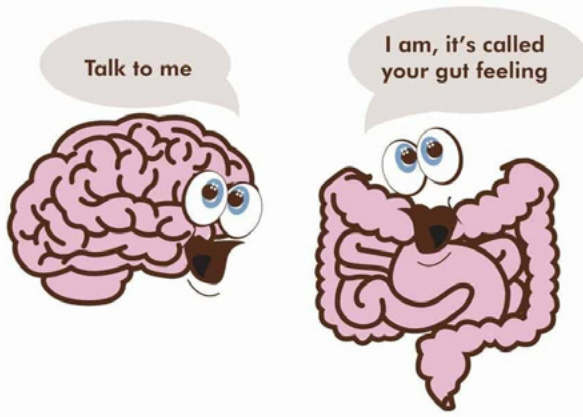
- According to Dr. Orloff, scientists believe intuition operates through the entire right side of our brain, the brain's hippocampus and through our gut (digestive system has neurons as well).
- Interestingly, Women's corpus collosum, the connective white matter that connects our left and right brain hemispheres together, is thicker than men's.
- The more substantial brain super highway gives women better and faster abilities to access each hemisphere, further integrating our emotion and gut feelings with the more logical left hemisphere into our decision making process.
- **Basically women's brains have superpowers and are actually optimized for rapid intuitive decision making**



Intuition & Energy

- Women are also psychologically more in touch with their emotions (perhaps because they've been given more cultural permission to be this way) and are more likely to integrate hunches, emotional 'hits' about people and logic.
- Because men have a thinner **corpus collosum** they are more compartmentalized in their thinking and less about to move back and forth from intuition to logic





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Intuition & Energy

- **Take a mini meditation break and inwardly pose a question**
- Quieting your mind and inwardly posing the decision as a question can help amplify your intuition and guide you towards the answer.
- This doesn't have to be a full eyed closed event – although eyes closed to block out external influences
- **Pay attention to your energy**
- How do you feel around? Drained or energized?
- Using your intuition to read people can make you a more effective leader or negotiator in your business and property dealings



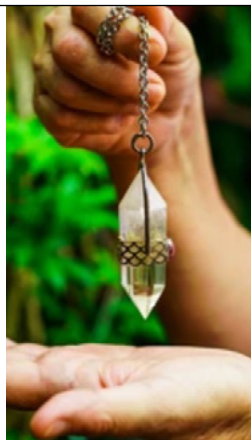


Now for a bit of Fun Dowsing



Pendulum Dowsing

- A dowsing **Pendulum** is typically a rock or crystal that hangs on the end of a string or chain
- A **Pendulum** works similarly to an antenna. It absorbs the energy surrounding you, whether they're coming from people, places or some spiritual objects
- **Pendulum dowsing** is an incredibly effective way to tap into and develop your intuition / Unconscious and helps in gaining or recalling certain events that you might have gone through in the past



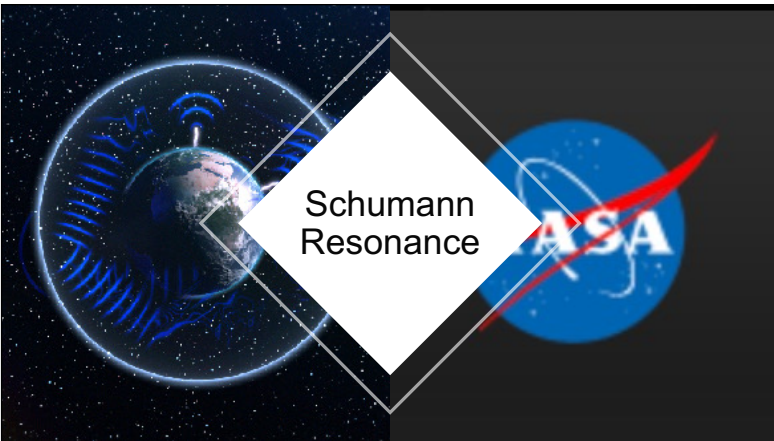
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Pendulum Dowsing

- A **Pendulum** is simply a tool, it doesn't have magical powers that can bring out your inner soul. However, pendulums made of **copper, silver, crystal** carry certain vibrations that play a very important role in the process of **Pendulum Dowsing**.
- When we ask a question, our **unconscious** responds by influencing the nerve endings in our fingers.
- As the **pendulum** moves, you gain answers in response to your questions.







Exert from NASA Website

Schumann Resonance

- At any given moment about 2,000 thunderstorms roll over Earth, producing some 50 flashes of lightning every second.
- Each lightning burst creates electromagnetic waves that begin to circle around Earth captured between Earth's surface and a boundary about 60 miles up.
- Some of the waves - if they have just the right wavelength - combine, increasing in strength, to create a repeating atmospheric heartbeat known as Schumann resonance.
- This resonance provides a useful tool to analyse Earth's weather, its electric environment, and to even help determine what types of atoms and molecules exist in Earth's atmosphere.

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Exert from NASA Website

- These Energy waves have an extremely low frequency wave that can be as low as 8 Hertz (Hz) - some one hundred thousand times lower than the lowest frequency radio waves used to send signals to your AM/FM radio.
- As this wave flows around Earth, it hits itself again at the perfect spot such that the crests and troughs are aligned. Voila, waves acting in resonance with each other to pump up the original signal.

While they'd been predicted in 1952, Schumann resonances were first measured reliably in the early 1960s. Since then, scientists have discovered that variations in the resonances correspond to changes in the seasons, solar activity, activity in Earth's magnetic environment, in water aerosols in the atmosphere, and other Earth-bound phenomena.



How does this Affect us?

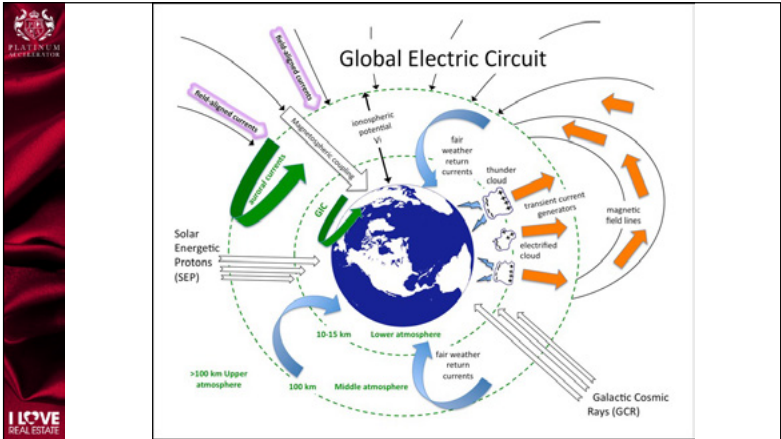
- The Earth's natural heartbeat rhythm is the frequency of 7.83 Hz, known as the "Schumann Resonance".
- A 7.83 Hz frequency is an alpha/theta brainwave frequency in the human brain.
- Alpha/Theta brainwave frequency is relaxed, dreamy, sleepy state, that is also when cell regeneration and healing happens.
- We live in the time of technology, with superficial wavelengths that disrupt the natural earth's frequency. Wifi, cell phones, and an array of electronics are part of our everyday lives.
- It is also why our bio-electromagnetic waves can get out of balance and therefore out of balance from Earth's electromagnetic frequency.



How does this Affect us?


- For example, the frequency of radiofrequency electromagnetic radiation (this is what powers cell phones, tvs, radio etc) ranges from 30,000 Hz to 300 Billion Hz.
- That is a significant amount more than 7.83 Hz that the earth radiates.
- By tuning into 7.83Hz, the planet's own magnetic frequency it has been scientifically proven humans experience benefits like enhanced learning/memory, body rejuvenation, balance, improved stress tolerance, anti-jetlag, anti-mind control, and grounding.
- The reverse was also tested, where Schumann resonance, the exposure of 7.83 Hz frequency was removed from individuals environment. The subjects reported migraine headaches, emotional distress, and other health problems.

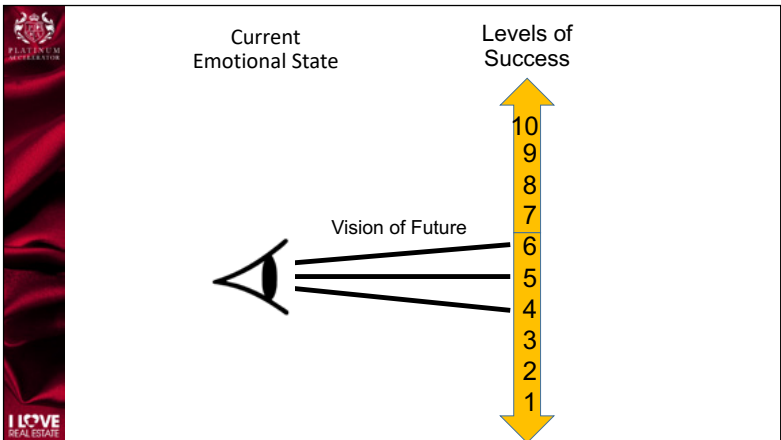
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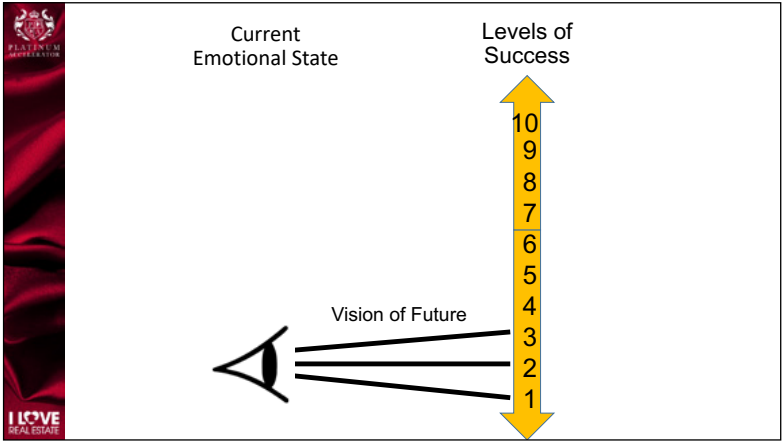
Maybe the Tree Hugging Hippies got it Right!

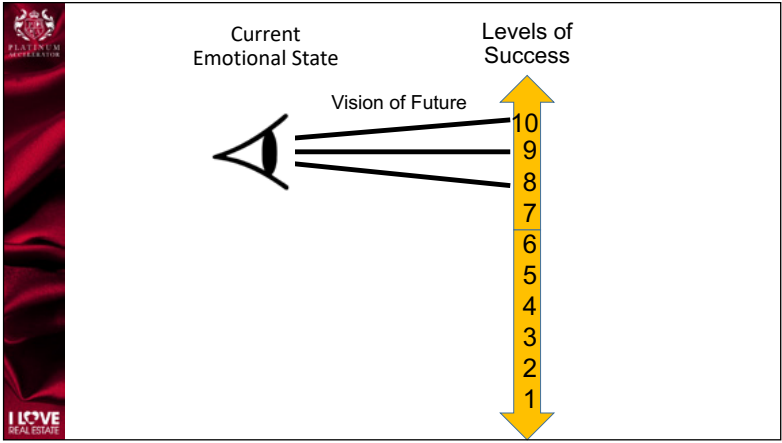
- The fastest way to balance bio-electromagnetic field and re-connect with Earth's electromagnetic waves is to use:
 - [Brainwave Entrainment](#).
 - Meditation
 - Earthing Mats
 - Sound resonance
 - Enkidu Meditation (Sound and Light)





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PLATINUM ACCELERATOR

10. FINANCIAL ACCOUNTS & HOBBIES





So what's a Hobby and what's a Business?

- **Hobby**
 A hobby is a spare-time activity or pastime pursued for pleasure or recreation
- **Business**
 A business is run with the intention of making a profit and has basic reporting requirements, such as declaring income and claiming expenses

Where as

I LOVE REAL ESTATE

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Characteristics of a Business

There is no single rule that determines if you're in business, but below are indicators that you may be

1. Your **intention is to run a business** and have registered a business name or got an ABN.
2. Your **intention is to make a profit** or genuinely believe you'll make a profit from the activity, even if you're unlikely to do so in the short term.
3. **You repeat similar types of activities.**
4. The **size or scale of your activity** is consistent with other businesses in your industry.
5. Your **activity is planned, organised** and carried out in a businesslike manner. This may include
 - keeping business records and account books
 - having a separate business bank account
 - operating from business premises
 - having licenses or qualifications
 - having a registered business name

ATO has a Hobby or Business Survey Tool



Waying up the Pros and Cons



- Expenses are Tax Deductible

- Income is Tax Assessable



What is NOT Tax Assessable'

- Amounts you earned from a hobby
- Gifts or amounts bequeathed to you
- Prizes that are not related to your business
- Betting and gambling wins, unless you operate a betting or gambling business
- Goods and services tax (GST) you have collected
- Any money you have borrowed
- Most payouts from your own personal income protection insurance policy.



ATO Fun Fact

Crowd Funding
If used for a profit making enterprise – funds raised could be income tax assessable

Shared Economy
Rooms or car spaces or shared services for profit (Uber) – Income is assessable and on sale of asset capital gains tax may also be assessable

Write down your three favourite Hobbies

1.....

2.....

3.....

Brian’s Hobbies as an Example

- Golf
 - Become a Pro and teach (unlikely has handicap of 18)
 - Write a book (Would need to be a comedy)
 - Become a critic, write reviews, sell advertising on site, affiliate sales

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Brian's Hobbies as an Example

- Golf
 - Become a Pro and teach (unlikely has handicap of 18)
 - Write a book (Would need to be a comedy)
 - Become a critic, write reviews, sell advertising on site, affiliate sales
- Sailing
 - Buy a boat and put on charter (Been there done that)
 - Create a blog and sell off site
 - Create a business – parties, day trips, whale watching, overnights etc



Brian's Hobbies as an Example

- Golf
 - Become a Pro and teach (unlikely has handicap of 18)
 - Write a book (Would need to be a comedy)
 - Become a critic, write reviews, sell advertising on site, affiliate sales
- Sailing
 - Buy a boat and put on charter (Been there done that)
 - Create a blog and sell off site
 - Create a business – parties, day trips, whale watching, overnights etc
- Flying
 - Buy a plane and put on charter
 - Create a blog and sell off site
 - Create a business – charter flights etc
 - Use in existing business as a tool –eg. fly to visit properties, dentist with remote clientele

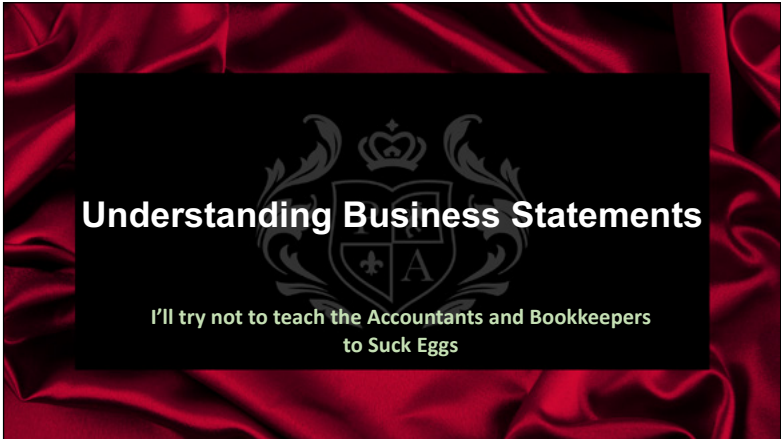


Write down how you can make these Hobbies a Business

- 1.....
- 2.....
- 3.....



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Business Account Types

<p>Assets</p> <p>Liabilities</p> <p>Equity</p> <p>Appear on the</p> <p>Balance Sheet</p>	<p>Revenue (Income)</p> <p>Expenses</p> <p>Appear on the</p> <p>Profit & Loss Statement</p>
---	--

1. Assets

- An asset is something that the business owns
Eg. Land & Buildings, Equipment, Motor Vehicles, Inventory, Accounts Receivable
- Something that the business owns / has purchased that will provide it with a benefit into the future
- Current assets – converted to cash within 12 months
- Non current assets – converted to cash 12 months +

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2. Liabilities

A liability is something that the business owes.
Eg. Business Loans, Overdraft/Credit Card,
Accounts Payable, Taxes – GST, PAYE, PAYG
Entitlements – leave, Superannuation

Something that the business must pay for at a point in the future.

Current Liabilities – due within 12 months
Non Current Liabilities – longer than 12 months





3. Equity

Equity is what the business is currently worth when you take into account everything it owns and everything it owes

The Equity amount should be the total of what the owners have contributed and the total profit or loss earned through business activity

Equity represents the amount that the business would provide to its owner(s) if it was closed/wound up



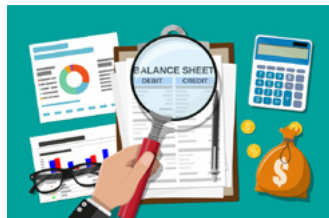


Balance Sheet

Report of the current worth of the business

Used to illustrate the financial health of the business

Comprised of:
 $Assets - Liabilities = Equity$
OR
 $Assets = Liabilities + Equity$





Example Balance Sheet

Assets		Liabilities	
Current Assets		Current Liabilities	
Bank Account	\$ 10,400.00	Accounts Payable	\$ 1,000.00
Accounts Receivable	\$ 800.00	Non Current Liabilities	
Inventory	\$ 33,800.00	Long term loan	\$ 28,000.00
Fixed Assets		Equity	
Plant & Equipment	\$ 24,000.00	Owners Contribution	\$ 15,000.00
Acc Depreciation	\$ (1,000.00)	Current/Retained Earnings	\$ 24,000.00
Total	\$ 68,000.00	Total	\$ 68,000.00



4. Revenue (Income)

Revenue is what the business earns through its trading activity and other sources such as interest.

Total Revenue – also known as turnover

- is the total amount of money earned for all of the invoices that the business sent to its customers for a period (e.g. monthly, annual, etc).





5. Expenses

Expenses are all of the costs incurred in running the business – usually broken down into:

Fixed costs – costs that do not change regardless of how much trading activity occurs

Variable costs – (operating costs) costs for items that contribute directly to our sales and therefore change as our trading activity changes



Profit and Loss Statement

The Profit and Loss Statement is a report indicating what the result of all trading activity was for a particular period of time.

Comprised of:

Revenues – Expenses = Trading Profit or Trading Loss

If Revenues are higher than Expenses, we make a profit

If Expenses are higher than Revenues, we make a loss





Example Profit & Loss

Profit & Loss	
Income	
Sales Revenue	\$ 47,900.00
Less Cost of Goods Sold	\$ (14,200.00)
Gross Profit	\$ 33,700.00
Expenses	
Advertising	\$ 500.00
Accounting	\$ 1,200.00
Wages	\$ 6,200.00
Training	\$ 1,800.00
Total Expenses	\$ 9,700.00
Net Profit	\$ 24,000.00



How the Financial Statements are connected...

The profit or loss of the current reporting period is transferred across to the balance sheet as **Current earnings**

The profit or loss of previous reporting periods is shown as **Retained earnings (earnings from previous years)**

Whether we make a profit or a loss in the business affects how much equity is available in the business.



Understanding Accounts allows you to see through Businesses for Sale



For someone who wants to quit work yesterday

Buying a Business could be the answer
Especially a Real Estate Business



Business Contract of Sale - Things to look for...

- GST consideration
Business must be purchased as Going Concern
- Extraordinary items - "One off" expenses / revenues
- Items that won't continue into the future
- Non-cash items



Things to look for...

Goodwill

Intangible asset – represents the value paid for things like reputation, established customer base, etc.
It is recorded as an asset and remains on the books
It is negotiated between the buyer and the seller
If the business has been sold before and goodwill is on the balance sheet it may inflate asset values



Things to look for...

Depreciation

Depreciation is a tax deduction – recorded as an expense – which writes down the “book value” of an asset

Beware - It is sometimes manipulated to make a business look healthier in terms of profit and asset values



Things to look for...

Value of Inventory

As a buyer, you need to understand how the stock has been valued (Cost or Retail)

Check for obsolete stock

It is sometimes manipulated to make a business look healthier in terms of asset values and/or profit

Make sure you do a stock take and include the specifics in the contract of sale



Things to look for...

Cost of Goods Sold (COGS)

• $Cost\ of\ Goods\ Sold = Opening\ Stock + Purchases - Closing\ Stock$

• $Profit = Sales - COGS - Expenses$

• So
– If you were buying from a crafty vendor – how could Profit be Increased using COGS?


Working Example

Income	\$ 10,000	Income	\$ 10,000
- COGS		- COGS	
Opening Stock	\$ 2,000	Opening Stock	\$ 2,000
+ Purchases	\$ 5,000	+ Purchases	\$ 5,000
- Closing Stock	<u>\$ 2,000</u>	- Closing Stock	<u>\$ 3,000</u>
	\$ 5,000		\$ 4,000
- Expenses	\$ 3,000	- Expenses	\$ 3,000
= Profit or Loss	\$ 2,000	= Profit or Loss	\$ 3,000

So, A Seller will want to Over State Stock to Increase Sale Price!

Contract of Sale...

Seller's Perspective




Tax implications of:

- Goodwill ↑
- Plant and Equipment ↓
- Stock on Hand ↑

Contract of Sale...

Buyer's Perspective



Tax implications of:

- Goodwill – asset with no depreciation ↓
- Plant and Equipment - depreciable ↑
- Stock on Hand – how is it valued? ↓

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Adjusted Accounts...

When buying a business, be aware that the financial reports provided to you will be **adjusted for the sale**

Balance sheet – tidied up and consolidated

Profit and Loss – items “added back”

Non cash items – Depreciation

Personal items – may not apply to buyer

One off items / extraordinary items / not continuing



Adjusted Accounts...

Sample profit & Loss

Identify the items that would be added back on the Profit and Loss



Adjusted Accounts...

Items to be verified:

Sales figures

-BAS statements lodged with ATO

-Analyse Director’s Loans for “fudge factor”

-Check for increases in Trade Debtors



Adjusted Accounts...

Cash –v- Accrual Accounting

Has an impact on the way the results are reported and therefore the value of the business

Cash – only records transactions that have actually been paid or received

Accrual – records transactions that have been invoiced / supplied but not yet paid or received



How is the price determined?

Negotiated between buyer and seller as the value of what is in the business PLUS an amount for the future potential of the business, recorded as goodwill

Usually calculated as a multiple of the annual profit

Eg. \$100k profit x 3 years = \$300k

Multiple differs depending on the type of business / industry



Different types of Businesses have different multipliers

- Businesses which are relatively hands off have higher multipliers
- Businesses with good trail income have higher multipliers
- Businesses which require owner work have lower multipliers
- Businesses with good client retention have higher multipliers

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Financial Ratios...

Liquidity Ratios – ability to pay debts

Profitability Ratios – indicator of returns or yield

Leverage Ratios – proportion of assets needed to pay off debts



Financial Ratios...

Return on Equity Ratio

Also known as yield

$$\frac{\text{Net Profit}}{\text{Equity (Amount invested)}} \quad \text{e.g.} \quad \frac{\$50,000}{\$500,000} = 10\%$$



Financial Ratios...

Working Capital Ratio

Used to determine the liquidity of the business – how well positioned it is to pay its short term debts

$$\frac{\text{Current Assets}}{\text{Current Liabilities}} \quad \text{e.g.} \quad \frac{\$100k}{\$50k} = 2:1$$

This means that for each \$1 of Liabilities, the business has \$2 of assets to cover them



Financial Ratios...

Debt to Equity Ratio

Compares the value of the total liabilities to the amount of total equity

$$\frac{\text{Total Liabilities}}{\text{Equity}} \text{ e.g. } \frac{\$50,000}{\$200,000} = 25\%$$



Financial Ratios...

Gross Profit Percentage

Indicates what percentage of total sales is available to cover all of the operating costs

$$\frac{\text{Gross profit}}{\text{Total Sales}} \text{ e.g. } \frac{\$180,000}{\$300,000} = 60\%$$



Financial Ratios...

Net Profit Percentage

Indicates what percentage of total sales is available as profit

$$\frac{\text{Net profit}}{\text{Total Sales}} \text{ e.g. } \frac{\$60,000}{\$300,000} = 20\%$$



Financial Ratios...

It is important to understand these ratios in the context of industry "norms"

Industry associations are a source of these "norms" for things such as ratios, earnings multiple, etc.



Financial Statements...

Exercise:

Sample Business for Sale

Statement of Financial Position (Balance Sheet)			
	2020	2019	2018
Assets			
Current Assets			
Cash	100,000	120,000	150,000
Accounts Receivable	200,000	180,000	160,000
Inventory	50,000	60,000	70,000
Prepaid Expenses	20,000	15,000	10,000
Total Current Assets	370,000	375,000	390,000
Property, Plant, and Equipment	100,000	100,000	100,000
Total Assets	470,000	475,000	490,000
Liabilities and Equity			
Current Liabilities			
Accounts Payable	150,000	140,000	130,000
Short-Term Debt	50,000	60,000	70,000
Total Current Liabilities	200,000	200,000	200,000
Long-Term Liabilities	100,000	100,000	100,000
Total Liabilities	300,000	300,000	300,000
Equity	170,000	175,000	190,000
Total Equity	170,000	175,000	190,000
Total Liabilities and Equity	470,000	475,000	490,000



Any Questions?



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PLATINUM ACCELERATOR

11. WEALTH PARADIGMS

SESSION NUMBER

The Wealth Paradigm Shift

Nicolle Beer
Platinum Accelerator Coach (QLD / NSW)
Money Mind Mastery

The Wealth Paradigm Shift = Upgrading our Beliefs for Wealth

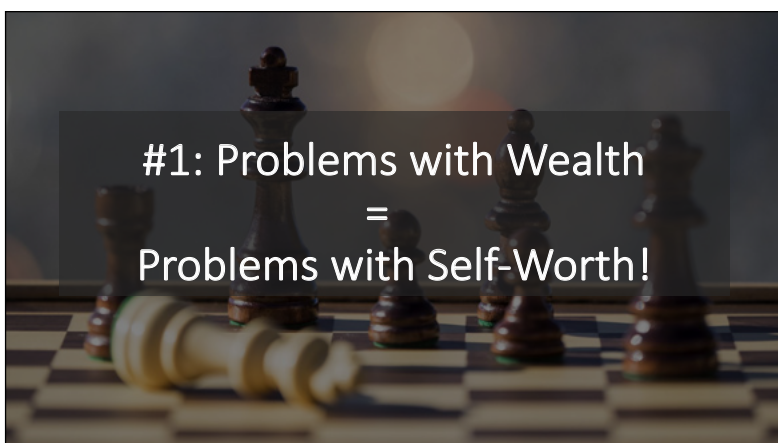
“a fundamental change or transformation in our way of thinking, understanding, or perception of wealth”


The Wealth Paradigm Shift

- The way we think, feel, and behave about money today influences the quality of our financial future.
- Awareness is the key to change our money beliefs
- **Consciously working on improving our relationship with money = making smarter financial moves!**

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#1: Wealth = Worth

- The way we think, feel, and behave about wealth = the way we think feel and behave about ourselves.
- **Our level of wealth is only increased and maintained according to our level of self-worth!**
- Emotional growth is ESSENTIAL before financial growth is sustainable.




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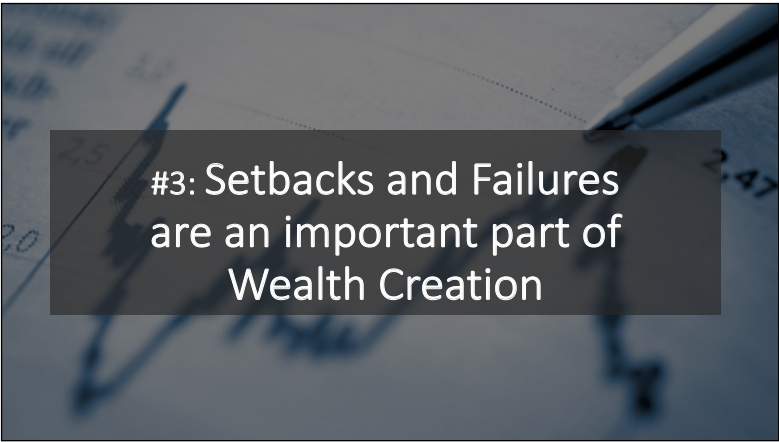




#2: Value for Money

- “Pennywise is sometimes Pound foolish”
- What are we spending our time, money and energy on?
- Appropriate spending and investment necessary, not necessarily saving at all costs!
- Saving vs. Investing





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#3: Setbacks and Failures

- Setbacks and obstacles are invitations to gather more resources!
- Expecting setbacks is a great way to anticipate what tools we need.
- Avoid them where you can, however...
- The purpose of the journey is to become more resourceful humans, that's what creates wealth!




#4: Wealth Creation is not Linear



#4: The Circle of Fortune

- There are times where we sow, invest and spend
- There are times where we wait, maintain, and nurture.
- There are times where we harvest, receive and grow.
- Our mindset while we are waiting is important... (Circle of Influence helps!)



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#5: Wealth Creation is not an Independent Exercise
It is a team sport!

#4: Wealth Creation is a Team Sport

- Leverage collective knowledge, skills, and expertise of a group
- Division of labour = more effective utilization of resources and talents
- Expanded networks and connections
- Essential support and motivation
- Sharing resources, expertise, and responsibilities = wealth network

#6: Expert Mindset vs. Growth Mindset

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#5: Growth Mindset

- Growth Mindset is about remaining teachable
- **“The more you learn, the less you know.”**
- Wealth creation is an ongoing journey of growth and adaptation, requiring a commitment to lifelong learning.
- **The Secret: Remembering we don’t know what we don’t know.**






#7: Quality over Quantity

- More is not necessarily better!
- A quality mindset prioritizes value creation
- Look at the Cash-on-Cash Return
- Look at the Return on Costs
- Consider the Opportunity Costs


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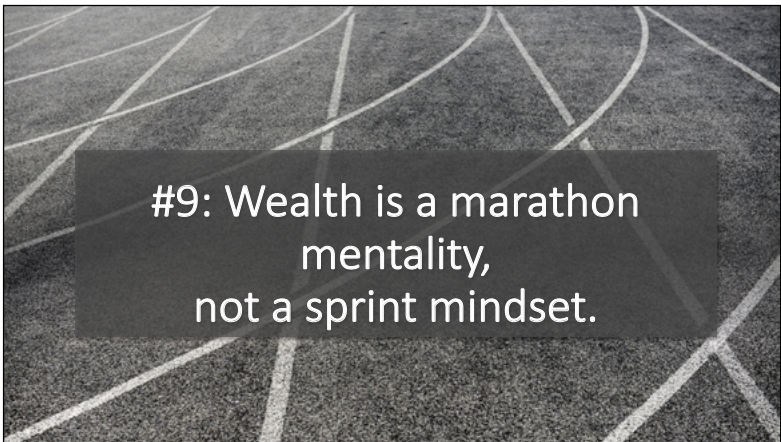




#8: Taking Responsibility

- Taking responsibility for financial position
- **Take responsibility for challenging limiting beliefs, overcoming self-imposed limitations.**
- Accountability fosters personal growth, adaptability, and the ability to navigate challenges effectively.
- The Result: Empowered individuals



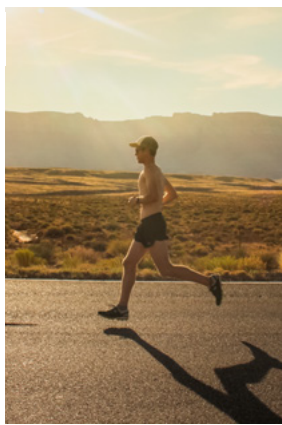


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#9: Wealth is a Marathon

- Long-term goals are important
- **Accumulation of the right assets, investments over time.**
- Building sustainable systems designed to generate consistent income, value, or returns over time.





#10: Hunter-Gatherer vs. Agricultural Mindset

#10: Wealth is an Agricultural Mindset

- Hunter-Gatherer mindset = wage-earner mindset
- Need to do the work in order to make the gain.
- **Agricultural mindset = wealth builder mindset**
- Work is done initially, and then the harvest is made
- Some is consumed, some is stored and some is invested again.



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PLATINUM ACCELERATOR

12. OPEN SESSION - PANEL



PLATINUM
ACCELERATOR

**APPENDIX: PINE COUNTRY
CARAVAN PARK**



Business Profile

Pine Country Caravan Park
Corner Bay & Kilsby Roads
Moorak
Mount Gambier SA 5290

Raine & Horne
Business Sales

Agent: David Hutchinson
0414 440 953
businesssales.rh.com.au

CONFIDENTIALITY AGREEMENT

AGREEMENT dated this.....

Between ("THE AGENT") of one part

**Raine & Horne Business Sales (RLA 267917)
of 35 Dequetteville Terrace, KENT TOWN SA 5067
Phone (08) 8361 3074 Facsimile (08) 8361 3075**

and

("THE RECIPIENT") of the other part
(name).....
(address).....
(phone).....
(email).....

For the purpose of evaluating the business and affairs of:

PINE COUNTRY CARAVAN PARK
(hereinafter referred to as 'The Business')

"THE RECIPIENT" hereby agrees:

- (i) That everything which ("THE AGENT") and/or the "THE OWNER", regardless of the form of disclosure, will be treated in confidence by "THE RECIPIENT", its partners and/or its employees, and other associated or proprietary companies, and will not be used by "THE RECIPIENT", its partners and/or its employees for any purpose other than:-
 - (1) conducting an evaluation and determining "THE RECIPIENTS" interest in entering into an agreement exclusively through ("THE AGENT") to purchase the whole or portion of the said business or businesses; and
 - (2) such purposes as may be contained in any formal agreement that may be entered into between "THE RECIPIENT" and "THE OWNER".
- (ii) That disclosures of all such information and details shall be limited to only those professional advisers, partners or employees of "THE RECIPIENT" which are reasonably required to be in possession of said information and details; and
- (iii) To immediately return to ("THE AGENT") all such information and other details in written form, including any drawings and any copies made of written information and drawings for notes, summaries or extracts thereof if and when requested by ("THE AGENT").
- (iv) "THE RECIPIENT" will respect that all negotiations will be with the Agent direct. **UNDER NO CIRCUMSTANCES shall any contact be made by "THE RECIPIENT" with the vendor, vendor's staff and/or any other person associated with the business without prior consultation and agreement with the agent.**

"THE RECIPIENT" acknowledges that all financial information is provided by the Vendor and or the Vendors' Accountant and not the Agent. "THE RECIPIENT" understands that no representation of warranty is made by the Vendors' Agent or its agents, consultants, representatives or advisers as to the completeness or accuracy of the Confidential Information herein provided.

The obligations contained in the Agreement shall survive until such time as the Confidential Information is in the public domain.

PRIVACY ACT 1988
COLLECTION NOTICE

The personal information the prospective purchaser provides in this Agreement or collects from other sources is necessary for the Agent to verify the prospective purchaser's identity. Personal information collected about the prospective purchaser in this Agreement and during the course of any future negotiations may be disclosed for the purpose for which it was collected to other parties including to the vendor, other agents and third parties.

If the Applicant would like to access the personal information the Agent holds, they can do so by contacting Raine & Horne Business Sales at 35 Dequetteville Terrace, Kent Town SA 5067, Phone (08) 8361 3074, Fax (08) 8361 3075 or Email info@bsa.rh.com.au. The Applicant can also correct this information if it is inaccurate, incomplete or out-of-date.

If the information is not provided, the Agent may not be able to process the prospective purchaser's information.

EXECUTED unconditionally as an Agreement.

Signed for and on behalf of

RAINE & HORNE BUSINESS SALES)


DAVID HUTCHINSON

Signed by RECIPIENT).....

RAINE & HORNE BUSINESS SALES35 Dequetteville Terrace
Kent Town SA 5067

☎ (08) 8361 3074

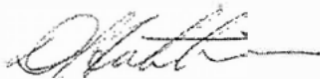
✉ info@bsa.rh.com.au

AGENTS DISCLAIMER

I, David Hutchinson, Business Broker, have prepared this document at the express request of the Vendor/s of PINE COUNTRY CARAVAN PARK.

All of the information contained in this profile has been supplied to me directly from the Vendor's Accountant and the Vendor/s.

No warranty is given as to the accuracy of this information as at the date of preparation and no responsibility will be accepted for any errors or inaccuracies therein however caused.



DAVID HUTCHINSON
SALES EXECUTIVE

☎ 0414 440 953

✉ david@rhbs.com.au

VENDOR'S GUARANTEE

The Vendor hereby guarantees that, to the best of their knowledge, all the information contained in this Business Profile is a reasonable reflection of the performance of the business. We suggest that a Purchaser have an independent due diligence assessment carried out to ascertain the information contained herein is true and accurate.



VENDOR

Pine Country Caravan Park

BUSINESS SUMMARY

1) Price

	\$
Goodwill including Plant & Equipment	580,000
Total Price	580,000

2) Business description

Pine Country Caravan Park is located in Mount Gambier in the Limestone Coast region. Mount Gambier is strategically located midway between Melbourne and Adelaide on the Melbourne to Adelaide touring route. This provides the Pine Country Caravan Park with the opportunity to leverage marketing value from Victorian, South Australian and Tourism Australia's promotion of this route, one of the nation's most popular touring routes which includes the iconic Great Ocean Road. The park, ideally located on 13.7 acres of well-maintained lawned area, is walking distance from the world renowned Blue Lake and consists of:

- 17 ensuite cabins – include colour TV, microwave, electric cook top, fridge, heating/cooling, crockery and cutlery
- 1 standard cabin
- 42 powered sites with 6 ensuites
- 16 residential sites
- Unlimited unpowered sites
- Tennis court
- Camp kitchen
- Undercover BBQ area
- Large ample shedding
- Separate office and reception
- 2 main amenities blocks
- Children's playground
- Coin operated laundry facilities – including washing machines and 2 dryers (cleaning of linen is outsourced)
- The park is a member of the Family Parks Group

The large 3-bedroom residence featuring kitchen, lounge, and dining area is one of the better residences you will find in caravan parks/motels and is an ideal family environment with 2 ensuites and rear private garden.

3) Financial summary

	Sales	Return to Owner
	\$	\$
2015/2016	404,309	169,797
2016/2017	408,326	165,255

The return to owner is a net return to two working owners after all expenses and wages but excluding the vendors' wages.

Pine Country Caravan Park

4) Staff summary

Staff as at the 26/07/2017 are as follows:

Name	Duties	Casual P/Time F/Time	Hourly Pay rate \$	Hours Worked per week
Sally	Cleaner	Casual	23	9
Natalie	Cleaner	Casual	23	6
Cheryl	Cleaner	Casual	23	6
Sharon	Reception	Casual	23	9 p/f
Meredith	Reception	Casual	23	9 p/f

Notes

The vendors have one day off per week

The cleaners are paid \$20 per cabin and paid \$23.00 per hour for other work

5) Lease summary

Current rent	- \$85,000 per annum + GST
Lease term	- 5 years
Original lease commencement	- 28/02/11
Current lease commencement	- 28/02/16
Current lease expiration	- 27/02/21
Remaining right of renewal	- 4 x 5 years
Outgoings	- Paid by tenant
Adjustments	- CPI annually with market review every 5 years
Landlord	- W Barton, R Barton and P Barton

An extract of the lease is attached to this profile and a full copy of the lease is available.

It is anticipated that the purchaser of this business will have the existing lease assigned on the same terms and conditions.

6) Reason for selling

After running the park for 6 years, the vendors now wish to retire.



Pine Country Caravan Park

FINANCIAL DETAIL

Return to owner

	2016/2017	2015/2016
	\$	\$
Sales	408,326	404,309
Net Profit	36,306	47,924
Plus : Add backs		
Borrowing costs	-	293
Depreciation	865	867
Depreciation	9,647	11,526
Depreciation	686	918
Depreciation	173	257
Depreciation	1,336	1,431
Interest	1,446	2,890
Legal costs	-	1,009
Motor vehicle expenses	4,767	5,162
Relief manager	5,709	7,800
Super - director	45,000	31,500
Wages - director	59,320	58,220
	<hr/>	<hr/>
	128,949	121,873
Net Profit	36,306	47,924
	<hr/>	<hr/>
Return to Owner	165,255	169,797

NOTES ON ADDBACKS

Borrowing costs and relief manager

May not apply to purchaser

Depreciation

The Vendors accountant advises that the depreciation is an allowable taxable expense of the business and bears little relevance to the actual market value of the plant & equipment. Depreciation has been treated as an add back because depreciation is a non-cash item and may not be an accurate reflection of the real decline in value of the asset. The age, quality and capability of the plant & equipment to perform its task has been taken into account in the assessment of market risk and this in turn has an impact on the selling price.

Interest, Legal Expenses

These items may not be applicable to a purchaser.

Motor Vehicle Expenses

Personal expenses not relating to the business

Vendor/s Wages plus Vendor/s Superannuation

These are excluded so that the Return to the Owner can be identified.

HOOD FAMILY TRUST
TRUSTEE : APOLLO BAY ADVANCE PTY LTD
ABN 69 586 870 030

PROFIT AND LOSS STATEMENT
FOR THE YEAR ENDED 30 JUNE 2017

	Note	2017 \$	2016 \$
INCOME			
Sales	2	408,326	404,309
LESS EXPENDITURE			
Accountancy Fees		4,620	4,310
Advertising		11,222	13,771
Bank Charges	3	2,842	2,721
Borrowing Costs			293
Chemicals & Cleaning		929	1,328
Depreciation - Property Improvements		865	867
Depreciation - Plant & Equipment		9,647	11,526
Depreciation - Motor Vehicles		686	918
Depreciation - Office Furniture & Equipment		173	257
Depreciation - Furniture & Fittings		1,336	1,431
Electricity		43,985	35,486
Filing Fees		249	246
Freight & Cartage			256
Gas		7,480	11,260
Insurance		5,544	9,082
Insurance - WorkCover		2,696	2,873
Interest Paid	4	1,446	2,890
Laundry & Dry Cleaning		2,661	2,629
Legal Fees			1,009
Motor Vehicle Expenses		4,767	5,162
Office Supplies		3,027	3,039
Pest Control		125	13
Printing & Stationery		285	149
Property Maintenance		3,895	3,430
Rates & Taxes		3,918	3,644
Rent		85,368	82,623
Repairs & Maintenance		7,686	8,124
Replacements & Linen		3,570	2,456
Staff Expenses		300	
Sub Contracts (Relief Managers)		5,709	7,800
Subscriptions		1,504	2,173
Sundry		2,719	1,692
Superannuation Contributions - Directors		45,000	31,500
Superannuation Contributions - Employees		3,023	3,231
Telephone		4,721	4,773
Uniforms		463	346

The accompanying notes form part of these financial statements.

These statements should be read in conjunction with the attached compilation report.

HOOD FAMILY TRUST
TRUSTEE : APOLLO BAY ADVANCE PTY LTD
ABN 69 586 870 030

PROFIT AND LOSS STATEMENT
FOR THE YEAR ENDED 30 JUNE 2017

	Note	2017 \$	2016 \$
Wages - Directors		59,320	58,220
Wages - Employees		31,765	27,204
Waste Disposal		8,477	7,653
		372,023	356,385
		36,303	47,924
NET OPERATING PROFIT		36,303	47,924
Distribution to beneficiaries:			
Peter Robert Hood		18,152	23,962
Elizabeth Hendrika Hood		18,151	23,962
Total distribution		36,303	47,924
RETAINED PROFITS AT THE END OF THE FINANCIAL YEAR		36,303	47,924

The accompanying notes form part of these financial statements.

These statements should be read in conjunction with the attached compilation report.

HOOD FAMILY TRUST
TRUSTEE : APOLLO BAY ADVANCE PTY LTD
ABN 69 586 870 030

PROFIT AND LOSS STATEMENT
FOR THE YEAR ENDED 30 JUNE 2016

	Note	2016 \$	2015 \$
INCOME			
Sales	2	404,309	395,196
LESS EXPENDITURE			
Accountancy Fees		4,310	4,760
Advertising		13,771	8,542
Bank Charges	3	2,721	3,145
Borrowing Costs		293	442
Chemicals & Cleaning		1,328	907
Depreciation - Property Improvements		867	865
Depreciation - Plant & Equipment		11,526	7,645
Depreciation - Motor Vehicles		918	1,220
Depreciation - Office Furniture & Equipment		257	391
Depreciation - Furniture & Fittings		1,431	1,711
Electricity		35,486	35,481
Filing Fees		246	243
Freight & Cartage		256	267
Gas		11,260	6,706
Insurance		9,082	7,309
Insurance - WorkCover		2,873	3,834
Interest Paid	4	2,890	4,297
Laundry & Dry Cleaning		2,629	2,976
Legal Fees		1,009	
Motor Vehicle Expenses		5,162	4,135
Office Supplies		3,039	3,012
Pest Control		13	100
Printing & Stationery		149	210
Property Maintenance		3,430	4,148
Rates & Taxes		3,644	3,630
Rent		82,623	80,528
Repairs & Maintenance		8,124	8,620
Replacements & Linen		2,456	3,481
Sub Contracts (Relief Managers)		7,800	10,782
Subscriptions		2,173	1,200
Sundry		1,692	1,344
Superannuation Contributions - Directors		31,500	36,500
Superannuation Contributions - Employees		3,231	2,307
Telephone		4,773	5,072
Uniforms		346	186

The accompanying notes form part of these financial statements.

These statements should be read in conjunction with the attached compilation report.

**HOOD FAMILY TRUST
TRUSTEE : APOLLO BAY ADVANCE PTY LTD
ABN 69 586 870 030**

**PROFIT AND LOSS STATEMENT
FOR THE YEAR ENDED 30 JUNE 2016**

	Note	2016 \$	2015 \$
Wages - Directors		58,220	58,240
Wages - Employees		27,204	24,245
Waste Disposal		7,653	7,600
		356,385	346,081
		47,924	49,115
NET OPERATING PROFIT		47,924	49,115
Distribution to beneficiaries:			
Peter Robert Hood		23,962	24,557
Elizabeth Hendrika Hood		23,962	24,558
Total distribution		47,924	49,115
RETAINED PROFITS AT THE END OF THE FINANCIAL YEAR			

The accompanying notes form part of these financial statements.

These statements should be read in conjunction with the attached compilation report.

HOOD FAMILY TRUST
TRUSTEE : APOLLO BAY ADVANCE PTY LTD
ABN 69 586 870 030

PROFIT AND LOSS STATEMENT
FOR THE YEAR ENDED 30 JUNE 2016

	Note	2016 \$	2015 \$
Wages - Directors		58,220	58,240
Wages - Employees		27,204	24,245
Waste Disposal		7,653	7,600
		<u>356,385</u>	<u>346,081</u>
		47,924	49,115
NET OPERATING PROFIT		<u>47,924</u>	<u>49,115</u>
Distribution to beneficiaries:			
Peter Robert Hood		23,962	24,557
Elizabeth Hendrika Hood		23,962	24,558
Total distribution		<u>47,924</u>	<u>49,115</u>
RETAINED PROFITS AT THE END OF THE FINANCIAL YEAR		<u><u> </u></u>	<u><u> </u></u>

The accompanying notes form part of these financial statements.

These statements should be read in conjunction with the attached compilation report.

Pine Country Caravan Park

PLANT AND EQUIPMENT

1) Plant list

A full list of plant to transfer with the business is attached.

2) Encumbered plant

The following encumbered plant will transfer with the business free of any encumbrances. The encumbrances will be paid out either at settlement or prior to settlement.

Plant

Nil

3) Excluded plant

The following items of plant are excluded from the sale and will be retained by the vendors.

Items

Vendor's personal effects

Vendor's personal motor vehicles

4) Plant on rental or loan

The following items of plant will transfer with the business but ownership will remain that of a 3rd party.

Items

6 gas bottles – based on usage

Pine Country Caravan Park

Plant & equipment

Main sheds and park grounds

Bench grinder
Misc. hand tools and power tools
Stihl BR500 back pack blower
Stihl KM90R multi-tool
-hedge trimmer attachment
-whipper snipper attachment
-chainsaw attachment
Push mower & self-drive Honda
Misc. Garden tools
Honda garden edger
Wheel Barrow
Ferris 72" IS300 ride on mower
Gas gun
Misc. benches
Misc. water softeners
Security/boom gates
Playground
Misc. hoses and sprinklers

Vehicles

Massey Ferguson tractor
- PSP 666 (not road registered)
- Slasher & grader blade
Subaru station wagon
- VRC 162 (registered)
6x4 Trailer
- TWX 592

Office

Computer, monitor, keyboards and mouse
Gas heater
2 x Wooden filing cabinets
Fridge
Microwave
Washing machine
Cordless telephone
Fax machine
Printer
Misc. advertising material
Misc. books-book exchange
Misc. cutlery, crockery and glassware
Misc. pots and pans
Misc. blankets, quilts and pillows
Misc. irons, kettles and toasters
Misc. cleaning equipment
Misc. fans and electric heaters
Misc. electric cooktops
Porta cot and highchair
New split system (Air conditioner)

Amenities Block

Bore pump and storage tank
2 x Pressure pumps
3 x Commercial Maytag washing machines
2 x Maytag dryers
2 x Tables
2 x Electric hand dryers
4 x Soap dispensers

Camp kitchen

Fridge
Microwave
TV
Stove and oven
3 x Built in BBQ
Misc. tables and chairs
5 x Outdoor table sets

Old Stable/Shed

Misc. Spare TV's
Spare green mattresses
Misc. fans
Misc. tables and chairs

2 Bedroom ensuite cabins – 5 Berth (C1 to C6)

TV
Table and chairs for 5 guests
Cook top
Fridge
Microwave
Reverse cycle split system air conditioner
Kettle
Toaster
Cutlery, crockery and glassware for 5 guests
Pots and pan
Misc. Cooking utensils

2 Bedroom ensuite cabins – 6 Berth (C15 to C16)

TV
Table and chairs for 6 guests
Cook top
Fridge
Microwave
Reverse cycle split system air conditioner
Kettle
Toaster
Cutlery, crockery, and glassware for 6 guests
Pots and pan
Misc. cooking utensils

1 Bedroom ensuite cabins – 4 Berth (C7 to C14 and C18)

TV

Table and chairs for 4 guests

Cook top

Fridge

Microwave

Reverse cycle split system air conditioner (C18 is not a split system)

Kettle

Toaster

Cutlery, crockery and glassware for 4 guests

Pots and pan

Misc. cooking utensils

Basic Cabin C17 (4 Berth)

TV

Table and chairs suitable for 6 guests

Cook top

Fridge

Microwave

Kettle

Toaster

Cutlery, crockery and glassware suitable for 6 guests

Pots and pan

Misc. cooking utensils

HOOD FAMILY TRUST
TRUSTEE : APOLLO BAY ADVANCE PTY LTD
ABN 69 586 870 030

DEPRECIATION SCHEDULE
FOR THE YEAR ENDED 30 JUNE 2017

	RATE & % PVT USE	COST ON HAND	OPENING WDV	ADDIT'NS	DATE ORIG. ADDIT'N	SALE PRICE	PARTSALE PRICE	PROFIT (LOSS)	DISPOSAL DATE	COST	CAPITAL GAIN/LOSS	DEPN	ACCUM DEPN	PRIVATE DEPN	ACCUM PRIVATE DEPN	CLOSING WDV
Property Improvements																
Entrance Roadway	2.50P	26,614	23,063	-	28/02/11	-	-	-	-	-	-	665	4,216	-	-	22,398
Drafting Costs (Designs for Cabins etc)	2.50P	2,700	2,337	-	28/02/11	-	-	-	-	-	-	68	431	-	-	2,269
Tarming of road	2.50P	5,270	4,870	-	19/06/13	-	-	-	-	-	-	132	532	-	-	4,738
		34,584	30,270	-								865	5,179	-	-	29,405
Plant & Equipment																
Chainsaw	40.000	1,493	100	-	28/02/11	-	-	-	-	-	-	40	1,433	-	-	60
Mulcher & Multiflail	40.000	186	13	-	28/02/11	-	-	-	-	-	-	5	178	-	-	8
Boom Gates	20.000	274	84	-	28/02/11	-	-	-	-	-	-	17	207	-	-	67
Installation of Boom Gates	20.000	1,766	539	-	28/02/11	-	-	-	-	-	-	108	1,335	-	-	431
Security Boom Gates	15.000	10,808	4,466	-	28/02/11	-	-	-	-	-	-	670	6,812	-	-	3,796
Ferris Mower	15.000	14,119	5,945	-	28/02/11	-	-	-	-	-	-	892	9,086	-	-	5,053
Lawn Trimmer/Machine	40.000	1,364	146	-	24/01/12	-	-	-	-	-	-	58	1,276	-	-	88
Boomgate Installation	25.000	5,360	1,412	-	31/10/11	-	-	-	-	-	-	353	4,301	-	-	1,059
Waterways Water Soft System	20.000	4,814	1,851	-	12/03/12	-	-	-	-	-	-	370	3,333	-	-	1,481
Blind Replacements	25.000	2,727	821	-	23/04/12	-	-	-	-	-	-	205	2,111	-	-	616
Ride on Mower	15.000	1,490	778	-	04/07/12	-	-	-	-	-	-	117	820	-	-	681
2014 Nomad Caravan	20.000	43,182	31,912	-	13/02/15	-	-	-	-	-	-	6,382	17,682	-	-	25,530
Mower	15.000	14,545	-	14,545	20/04/17	-	-	-	-	-	-	430	430	-	-	14,115
		101,928	48,957	14,545								9,547	48,963	-	-	52,965
Motor Vehicles																
Trailer	25.000	626	13	-	29/02/11	-	-	-	-	-	-	3	616	-	-	16
Subaru Station Wagon (2nd Hand)	25.000	898	195	-	28/02/11	-	-	-	-	-	-	19	752	-	-	146

The accompanying notes form part of these financial statements.
 These statements should be read in conjunction with the attached compilation report.

HOOD FAMILY TRUST
TRUSTEE : APOLLO BAY ADVANCE PTY LTD
ABN 69 586 870 030

DEPRECIATION SCHEDULE
FOR THE YEAR ENDED 30 JUNE 2017

RATE & % PVT TYPE USE	COST ON HAND	OPENING WDV	ADDIT'NS	DATE ORIG. ADDIT'N	SALE PRICE	PARTSALE PRICE	PROFIT (LOSS)	DISPOSAL DATE	COST	CAPITAL GAIN/LOSS	DEPN	ACCUM DEPN	PRIVATE DEPN	ACCUM PRIVATE DEPN	CLOSING WDV
Great Wall Utility DLY 342	8,000	2,538	-	05/07/12	-	-	-	-	-	-	634	6,086	-	-	1,904
	9,718	2,746	-	-	-	-	-	-	-	-	688	7,658	-	-	2,090
Office Furniture & Equipment															
Fridge	231	70	-	28/02/11	-	-	-	-	-	-	14	175	-	-	56
Computer	50,000	87	-	28/02/11	-	-	-	-	-	-	8	678	-	-	9
Telephone	20,000	718	-	28/02/11	-	-	-	-	-	-	44	543	-	-	175
MYOB Computer Software	40,00P	125	-	28/02/11	-	-	-	-	-	-	-	125	-	-	-
Software Licences	40,00P	831	-	28/02/11	-	-	-	-	-	-	-	831	-	-	-
Digital Rez	40,00P	148	-	28/02/11	-	-	-	-	-	-	-	148	-	-	-
Business Vista Computer Software	50,000	112	2	28/02/11	-	-	-	-	-	-	1	111	-	-	1
External Hard Drive	50,000	113	2	28/02/11	-	-	-	-	-	-	1	112	-	-	1
Extra Hard Drive	40,000	281	19	28/02/11	-	-	-	-	-	-	8	270	-	-	11
Printer	86,67D	566	2	28/02/11	-	-	-	-	-	-	1	565	-	-	1
Software Add-on for the Boom Gates	15,000	987	415	28/02/11	-	-	-	-	-	-	62	634	-	-	383
Phone System	50,000	1,201	31	28/02/11	-	-	-	-	-	-	16	1,186	-	-	15
Computer for Back Office	50,000	1,314	36	07/04/11	-	-	-	-	-	-	18	1,296	-	-	18
New Computer System		7,334	813	-	-	-	-	-	-	-	173	6,654	-	-	640
Furniture & Fittings															
Heaters	13,33D	172	81	28/02/11	-	-	-	-	-	-	11	102	-	-	70
Washing Machine & Vacuum	20,000	778	238	28/02/11	-	-	-	-	-	-	48	588	-	-	180
Water Heater	15,000	729	307	28/02/11	-	-	-	-	-	-	46	488	-	-	281

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HOOD FAMILY TRUST
TRUSTEE : APOLLO BAY ADVANCE PTY LTD
ABN 69 586 870 030

DEPRECIATION SCHEDULE
FOR THE YEAR ENDED 30 JUNE 2017

	RATE & % PVT USE	COST ON HAND	OPENING W/DV	ADDIT'NS	DATE ORIG. ADDIT'N	SALE PRICE	PARTSALE PRICE	PROFIT (LOSS)	DISPOSAL DATE	COST	CAPITAL GAIN/LOSS	DEPN	ACCUM DEPN	PRIVATE DEPN	ACCUM PRIVATE DEPN	CLOSING W/DV
5 x Air Conditioning Units	15,000	6,040	2,544	-	28/02/11	-	-	-	-	-	-	382	3,876	-	-	2,162
Washing Machine	15,000	1,914	805	-	28/02/11	-	-	-	-	-	-	121	1,200	-	-	694
4 x Air Conditioning Units	15,000	4,886	2,058	-	28/02/11	-	-	-	-	-	-	309	3,137	-	-	1,749
2 x Water Heaters	15,000	1,434	604	-	28/02/11	-	-	-	-	-	-	91	921	-	-	513
Blinds for Office	15,000	552	232	-	28/02/11	-	-	-	-	-	-	35	355	-	-	197
Lino	15,000	514	217	-	28/02/11	-	-	-	-	-	-	33	330	-	-	164
Carpet	15,000	375	158	-	28/02/11	-	-	-	-	-	-	24	241	-	-	134
Mattresses for 1 Bedroom Cabins	28,570	1,980	332	-	28/02/11	-	-	-	-	-	-	95	1,743	-	-	237
Air Conditioner	15,000	1,725	-	1,725	14/12/16	-	-	-	-	-	-	141	141	-	-	1,584
		21,089	7,576	-								1,336	13,134	-	-	7,985
Total Assets		174,663	89,472	16,270								12,707	81,628	-	-	92,035

The accompanying notes form part of these financial statements.

These statements should be read in conjunction with the attached compilation report.

MEMORANDUM OF LEASE**CERTIFICATE(S) OF TITLE BEING LEASED**

Item 1

The whole of the land comprised in Certificate of Title Register Book
Volume 5974 Folio 362

ESTATE AND INTEREST

Item 2

Estate in Fee Simple

ENCUMBRANCES

Item 3

Mortgage No. 10807857

LESSOR (Full Name and Address)

Item 4

**WILLIAM MATTHEW PETER BARTON AND RICHARD ANDREW BARTON AND
PATRICIA DAWN BARTON**

LESSEE (Full Name, Address and Mode of Holding)

Item 5

APOLLO BAY ADVANCE PTY LTD (ACN 069 160 961)

TERM OF LEASE

Item 6

COMMENCING ON THE 28TH DAY OF FEBRUARY 2011

EXPIRING ON THE 27TH DAY OF FEBRUARY 2016

together with five (5) rights of renewal each for a period of five (5) years

RENT AND MANNER OF PAYMENT (OR OTHER CONSIDERATION)
Item 7

The Lessee shall pay the Lessor an annual rent of **SEVENTY FOUR THOUSAND DOLLARS (\$74,000.00) plus GST** by equal monthly payments in advance of \$6,166.67 each plus GST (and proportionately for any period of less than one month), subject to review at the times and in the manner set out in clause 4.16. The first payment shall be made on the 28th day of February 2011 followed by an equal monthly payment on the 1st day of each calendar month thereafter.

OPERATIVE CLAUSE

The Lessor **LEASES TO THE LESSEE** the land (a) **ABOVE** described and the **LESSEE ACCEPTS THIS LEASE** of the land for the term and at the rent stipulated, subject to the covenants and conditions expressed herein and to the powers and covenants implied by the Real Property Act 1886 (except to the extent that the same are modified or negatived below).

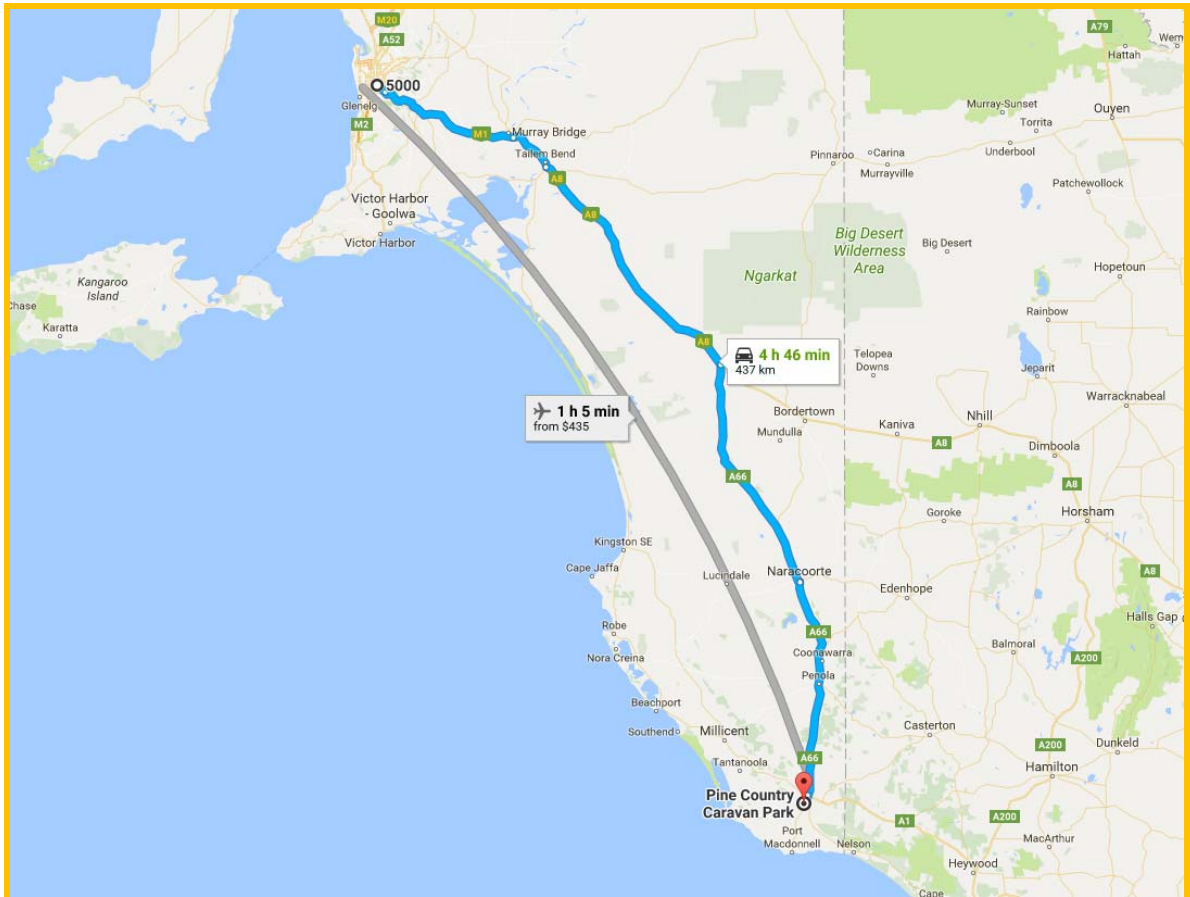
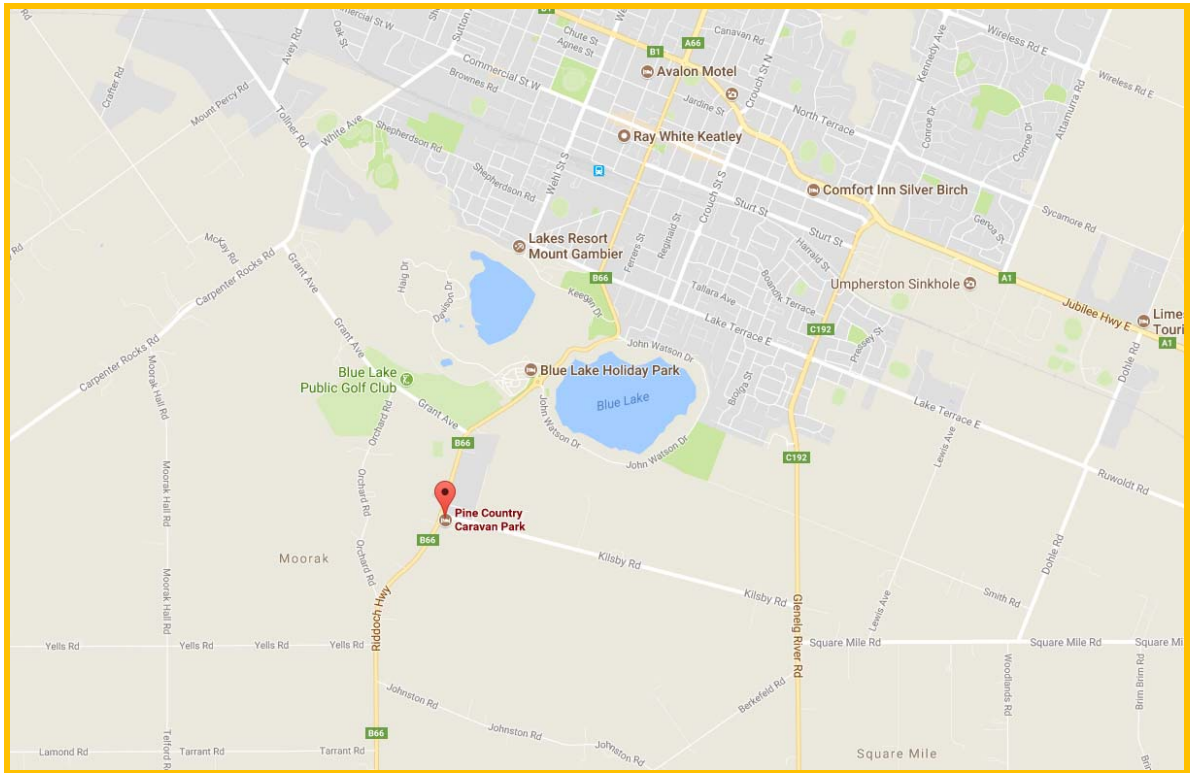
DEFINE THE LAND BEING LEASED INCORPORATING THE REQUIRED EASEMENT(S) ETC
Item 8

IT IS COVENANTED BY AND BETWEEN THE LESSOR AND THE LESSEE as follows.
(Covenants, where not deposited, to be set forth on insert sheet(s) and securely attached)

FORM B1
 Attach to inside
 left hand corner

<p>To be completed by lodging Jeff Stevens & Associates ANNEXURE to LEASE dated 11/5/2011 over Certificate of Title Volume 5974 Folio 362 Parties William Matthew Peter Barton and Richard Andrew Barton and Patricia Dawn Barton to Apollo Bay Advance Pty Ltd</p>	<p>NUMBER Office use only</p>
<p>Item 9 The Land</p>	<p>THE WHOLE OF THE LAND COMPRISED IN CERTIFICATE OF TITLE REGISTER BOOK VOLUME 5974 FOLIO 367</p>
<p>Item 10 Permitted Use</p>	<p>CARAVAN PARK</p>
<p>Item 11 Rent Review</p>	<p>DATE. 28th of FEBRUARY YEARS (a) 2012 2013 2014 2015 2017 2018 2019 2020 2022 2023 2024 2025 2027 2028 2029 2030 2032 2033 2034 2035 2037 2038 2039 and 2040 (b) 2016 2021 2026 2031 and 2036</p>
<p>Item 12 Lessee's Proportion of rates, outgoings etc</p>	<p>ONE HUNDRED PERCENT (100%)</p>
<p>Item 13 Public Risk Insurance</p>	<p>TEN MILLION DOLLARS (\$10,000,000.00)</p>
<p>Item 14 Painting of Premises</p>	<p>EVERY FIVE (5) YEARS OR UPON EARLIER DETERMINATION</p>
<p>Item 15 Guarantor(s)</p>	<p>ELIZABETH HENDRIKA HOOD PETER ROBERT HOOD</p>
<p><i>F IJS & Associates\1 Documents - Leases\Lease Inserts & Licences\Lease Inserts - BARTON to APOLLO BAY ADVANCE PTY LTD - Pine Country Caravan Park - Moorak - 2796 - 2011 doc</i></p>	

Pine Country Caravan Park



Map from Google Maps

Raine&Horne. Business Sales

OFFER TO PURCHASE BUSINESS

IMPORTANT NOTICE

This document is intended to provide a purchaser the means to make an offer to purchase a business and this is not a contract of sale. If a vendor agrees to accept the offer both the purchaser and vendor must then sign a contract of sale. When purchasing a business the sale may be subject to a 5 day cooling off period (exercisable by the purchaser) if a Form 2 is required to be served under the Land and Business (Sales and Conveyancing) Act 1994.

THE BUSINESS: (which the offer relates)	Business Name:
OFFER MADE BY: (Full names, including any middle names or Entity making the offer, including Director/s full names)	Purchaser/s Name/s: Address: Phone: Email:
OFFER AMOUNT (excluding stock)	\$
DEPOSIT AMOUNT	\$
PROPOSED SETTLEMENT DATE	_____ day of _____ 20__
CONDITIONS (if any, to which this offer is subject)	<input type="checkbox"/> Finance (Amount to be Borrowed \$ _____) <input type="checkbox"/> Deed of Restraint <input type="checkbox"/> Employee Entitlements <input type="checkbox"/> Due Diligence <input type="checkbox"/> Tenure of Business Premises (Lease) <input type="checkbox"/> Subject to the Sale of a Property <input type="checkbox"/> Subject to Transfer of Liquor Licence <input type="checkbox"/> Subject to the transfer of a Franchise <input type="checkbox"/> Other Special Condition _____ _____
DATED the _____ day of _____ 20__	
Signed by or on behalf of the Offeror/s _____	
RAINE & HORNE CORPORATE BUSINESS SALES POST to: 35 Dequetteville Terrace, Kent Town SA 5067 or FAX to : (08) 83613075 or EMAIL to: businesssales@rh.com.au	

Form R7

Warning Notice

Financial and Investment Advice

Land and Business (Sale and Conveyancing) Act 1994 section 24B

Land and Business (Sale and Conveyancing) Regulations 1995 regulation 16C

A land agent or sales representative who provides financial or investment advice to you in connection with the sale or purchase of land or a business is obliged to tell you that -

You should assess the suitability of any purchase of the land or business, in light of your own needs and circumstances by seeking independent financial and legal advice.

An agent must also tell you about any other benefit that any other person (including the agent) will receive in connection with the sale or purchase, unless it is*:

- a benefit that has' been disclosed in a sales agency agreement
- a benefit that you provide the agent
- a benefit received by the vendor or purchaser
- a benefit related to a service for which you have not or will not be charged
- a benefit of which the agent remains unaware.

*Refer to section 24C of the *Land and Business (Sale and Conveyancing) Act 1994*

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