

PLATINUM

October 2022  
Rooming  
Accommodation  
Mastermind  
Event

Brisbane

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**Tamara Read, Nicolle Beer  
& Christine Hamilton**  
*QLD State Coaches*



**I LOVE**  
REAL ESTATE

# Event Outline -

- 6:00 – 6:30 Networking
- 6:30 - Start
- 6:30 – 6:45 Introductions
- 6:45 – 8:00 Accountability
- 8:00 – 8:30 Networking Break
- 8:30 – 10:30 Rooming Accommodation – Plan Reading & Modification



# Workshop Format

- Use microphone
- Involve everyone in the conversation
- Be supportive
- Order food and drinks downstairs



# WELCOME NEW PLATINUMS



- Heather Urquhart\*\*
- Valeria Pennazza\*\*
- Priya & Senil Rajan\*\*
- Susanna Saiu\*\*
- Wei Shen\*\*
- Luke Forman\*\*

- Seymone Doyle
- Glennis Taylor\*\*
- Julita Luckins\*\*
- Felicity Bragg\*\*

\*\* PE = Platinum Elite (Revisiting Grads)

# Housekeeping



- 2022 Monthly Dates (Tuesday's):
  - ❖ 15<sup>th</sup> Nov (New Venue), 6<sup>th</sup> Dec
  - ❖ 15<sup>th</sup> Nov Venue: Amora Hotel Brisbane, 200 Creek St
- 2022 National Conference Dates:
  - ❖ 26<sup>th</sup> & 27<sup>th</sup> November – Sunshine Coast  
KEEP Saturday night free
  - ❖ Platinum Elite Leadership Day (Friday) prior to each National Conference Date  
@ Dymphna's Farm



- **Welcome to Platinum Masterclass Event :**
  - ❖ New students ONLY - Compulsory 😊😊
  - ❖ 12<sup>th</sup> December, Zoom @ 6pm QLD, Hosted by Dymphna!!
    - ❖ Roadmap to maximize your success in Platinum
    - ❖ Intro to fellow students



# 2022 I Love RE Annual Success Story Competition

- Open to Success stories submissions
- Awesome prizes
- Entries Close 5pm Friday 7<sup>th</sup> Oct !!



## **1st Prize: Maldives Luxury Dream**

7 nights at Mercure Kooddoo resort in an over water bungalow

Plus Business Class Flights\*

Plus Platinum Accelerator Membership!

<https://mercuremaldiveskooddooresort.com>

Prize value approx. \$45,000



Share your journey, inspire others & celebrate success!!



All submissions win a 3-4 night holiday accommodation in Australia \$1295 Value

- I Love Realestate Super Conference - 2022:
- 11 - 13<sup>th</sup> November – Melbourne

# To Help You Focus & Write a Great Story, Here are a Couple of Tips .....



- Where were you before you met Dymphna, her education and her community?
- How did she help you focus your attention on your wealth creation plans?
- What action did you take?
- Which strategies did you implement?
- What results did you achieve (and time frames)?
- How have these results changed your life?

**Submit Written Story (No photos) & Short Video**

<https://iloverealestate.tv/success-stories-2022/>

- Ultimate Bootcamp – Live & Virtual - Perth:
  - Fri 28<sup>th</sup> – Sun 30<sup>th</sup> October
- Quantum Events:
  - Check Ultimate Website





# Money Mind Mastery

*With Nicole Beer*



PLATINUM



# Money Mind Mastery



## PLATINUM ACCELERATOR

Every second **Monday**  
evening, 7 for 7.30pm  
Sydney time.

Mon Jul 4th, 2022 07:30 PM

Mon Jul 18, 2022 07:30 PM

Mon Aug 1, 2022 07:30 PM

Mon Aug 15, 2022 07:30 PM

Mon Aug 29, 2022 07:30 PM

Mon Sep 12, 2022 07:30 PM

Mon Sep 26, 2022 07:30 PM

Mon Oct 10, 2022 07:30 PM

Mon Oct 24, 2022 07:30 PM

Mon Nov 7, 2022 07:30PM





# Money Mind Mastery



**ULTIMATE**

MEMBERS ONLY

The last **Monday** of  
every month, 7.30pm.

Jul 25, 2022 07:30 PM

Aug 22, 2022 07:30 PM

Sep 26, 2022 07:30 PM

Oct 24, 2022 07:30 PM

Nov 14, 2022 07:30 PM

# QLD Christmas Party

- Proposed Date:
- Venue: TBA (Brisbane)
- Who's Interested???





VIETNAM – JULY 2023



# Platinum Student Meetups

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



## PA Student Meetup Groups

These Student Meetup groups are for ALL Platinum students only, both past and present. They are organised by Platinum students to facilitate networking between Platinums and staying connected with the awesome Platinum family. Typically they occur between the PA Monthly Meetings.

**NOTE: You MUST have your Facebook Account/Profile open to access these links.**

## Brisbane Student Meetup



Student Organizer – Megan Humphreys

Click on the link below to access the Platinum Accelerator Facebook Events for each Brisbane Student Meetup. All of the upcoming dates, location, times and RSVP information is in these events.

[Brisbane Student Meetup](#)

## Sydney Student Meetup



Student Organizer – Cindy Luok

Click on the link below to access the Platinum Accelerator Facebook Events for each Sydney Student Meetup. All of the upcoming dates, location, times and RSVP information is in these events.

[Sydney Student Meetup](#)

## Melbourne Student Meetup



Student Organizer – Aygun Coker

Click on the link below to access the Platinum Accelerator Facebook Events for each Melbourne Student Meetup. All of the upcoming dates, location, times and RSVP information is in these events.

[Melbourne Student Meetup](#)

## Perth Student Meetup



Student Organizer – Basia Garbowski & Heath Worlton

Click on the link below to access the Platinum Accelerator Facebook Events for each Melbourne Student Meetup. All of the upcoming dates, location, times and RSVP information is in these events.

[Perth Student Meetup](#)

# Housekeeping

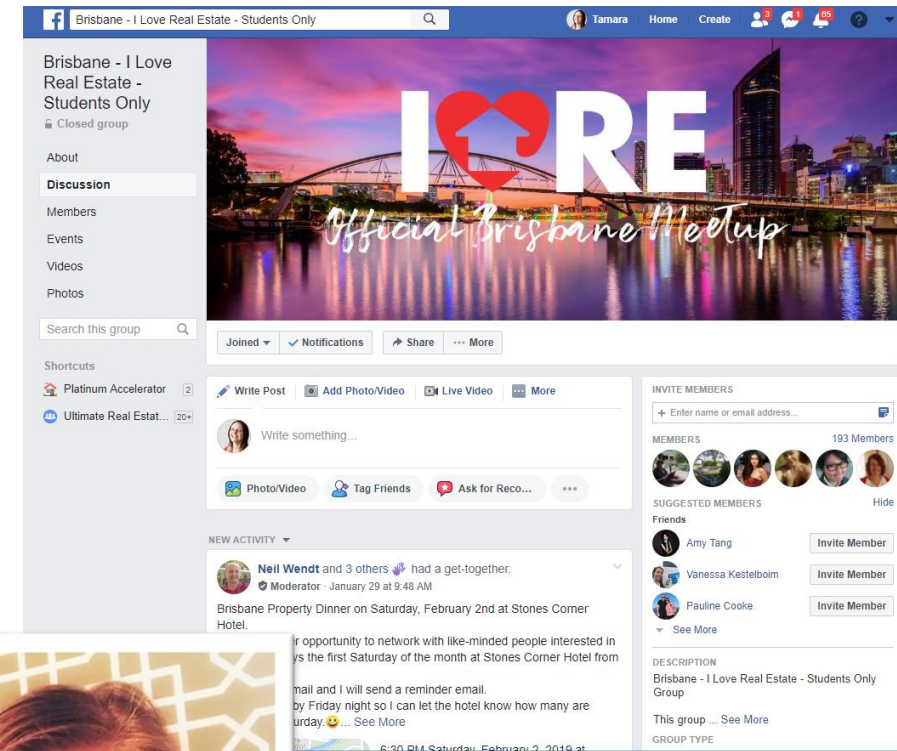
- PA Meetup Groups – LIVE!!
  - ❖ Brisbane Platinum Student Meetups
  - ❖ THANK YOU Amanda Chambers
  - ❖ 3<sup>rd</sup> Saturday of Each Month @ private space – 3 locations on rotation
  - ❖ RSVP Required

\*\* Text Amanda on 0423 173 458 or contact her on Facebook via the Meet-up Group Link



# ILRE Brisbane Monthly Meetups

- ❖ Organizers - Neil & Yelena Hensley
- ❖ Info & RSVP: Ultimate Website / ILRE Community / ILRE Brisbane Meetup / Link to FB Page
- ❖ Location – TBC
- ❖ Dates – First Saturday of each month, 6pm
- ❖ Organizer Contact – Neil Hensley Mbl 0404401016



# ILRE Gold Coast Monthly Meetups

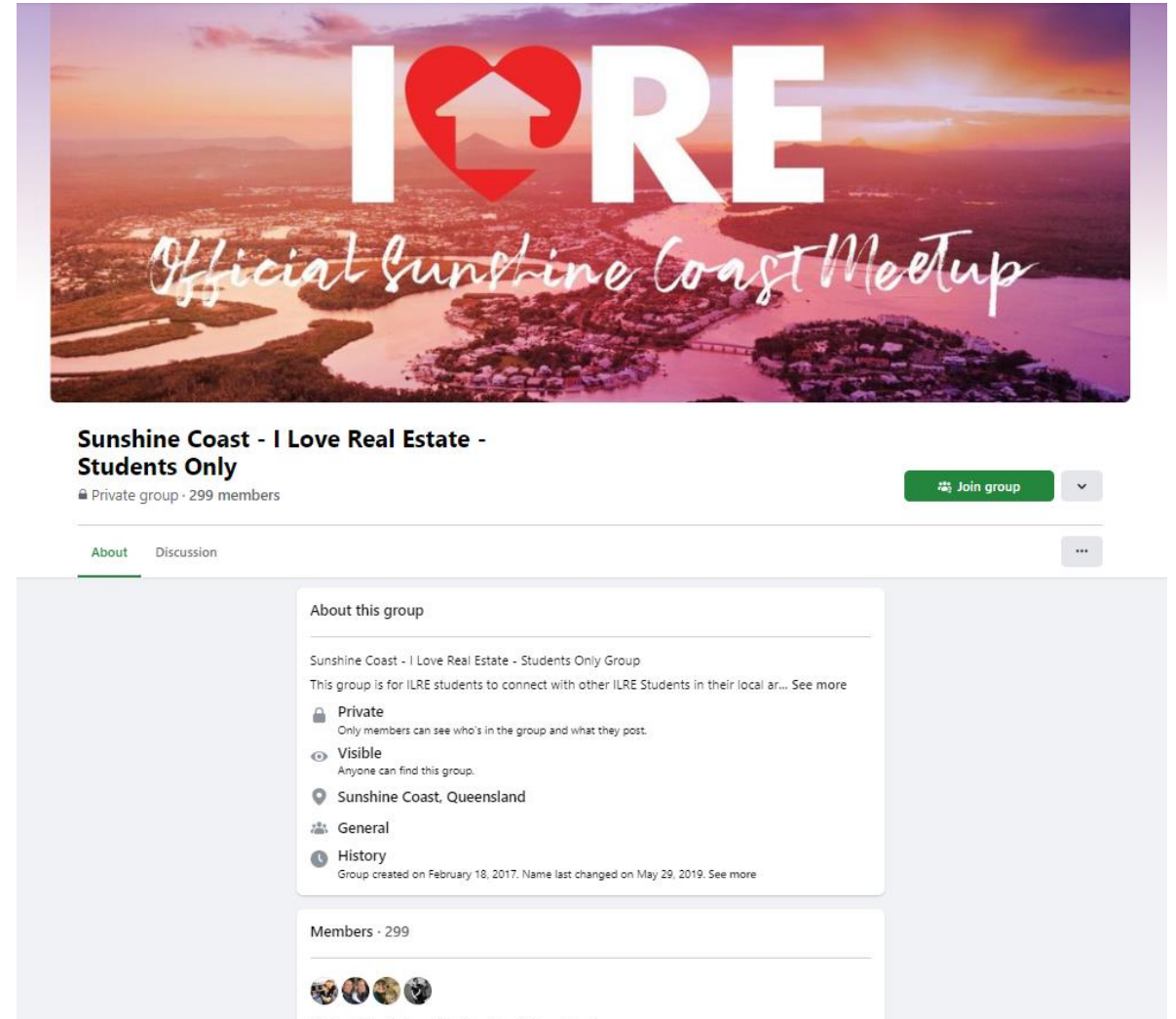
- ❖ Organizers – Tracy Travis
- ❖ Info & RSVP: Ultimate Website / ILRE Community / ILRE Gold Coast Meetup / Link to FB Page
- ❖ <https://www.facebook.com/groups/GoldCoastILoveRealEstateStudentOnly>
- ❖ Location – Benowa Tavern
- ❖ Dates – Last Saturday of each month, 6pm
- ❖ Organizer Contact –  
Tracy Travis Mbl 0407631141



# ILRE Sunshine Coast Monthly Meetups

❖ Search Facebook  
“Sunshine Coast – I Love  
Real Estate Students Only”

❖ Organizer  
Contact –  
Val Pennazza  
Mbl 0447695811



# GRADUATING PLATINUMS



- ??????????????????



## STUDENT OF THE MONTH

● ??????

# PLATINUM

## The Secret to Success

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Teaching from Zanshin



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PLATINUM



In the 1920s, a German professor named Eugen Herrigel moved to Japan. He came to teach philosophy at a University a few hours northeast of Tokyo, in a city called Sendai.

To deepen his understanding of Japanese culture, Herrigel began training in Kyudo, the Japanese martial art of archery.

He was taught by a legendary archer named Awa Kenzo.

Kenzo was convinced that beginners should master the fundamentals of archery before attempting to shoot at a real target, and he took this method to the extreme.

For the first four years of his training, Herrigel was only allowed to shoot at a roll of straw just seven feet away.

When Herrigel complained of the incredibly slow pace, his teacher replied

**“The way to the goal is not to be measured! Of what importance are weeks, months, years?”**



When he was finally permitted to shoot at more distant targets, Herrigel's performance was dismal.

The arrows flew off course and he became more discouraged with each wayward shot.

During a particularly humbling session, Herrigel stated that his problem must be poor aim.

Kenzo, however, looked at his student and replied,

**"It was not whether one aimed, but how one approached the task that determined the outcome"**

After night had fallen, the two men returned to the courtyard where the practice hall was located. Kenzo walked to his usual shooting location, now with the target hidden in the dark.

The archery master proceeded through his normal routine, settled into his firing stance, drew the bow string tight, and released the first arrow into the darkness.

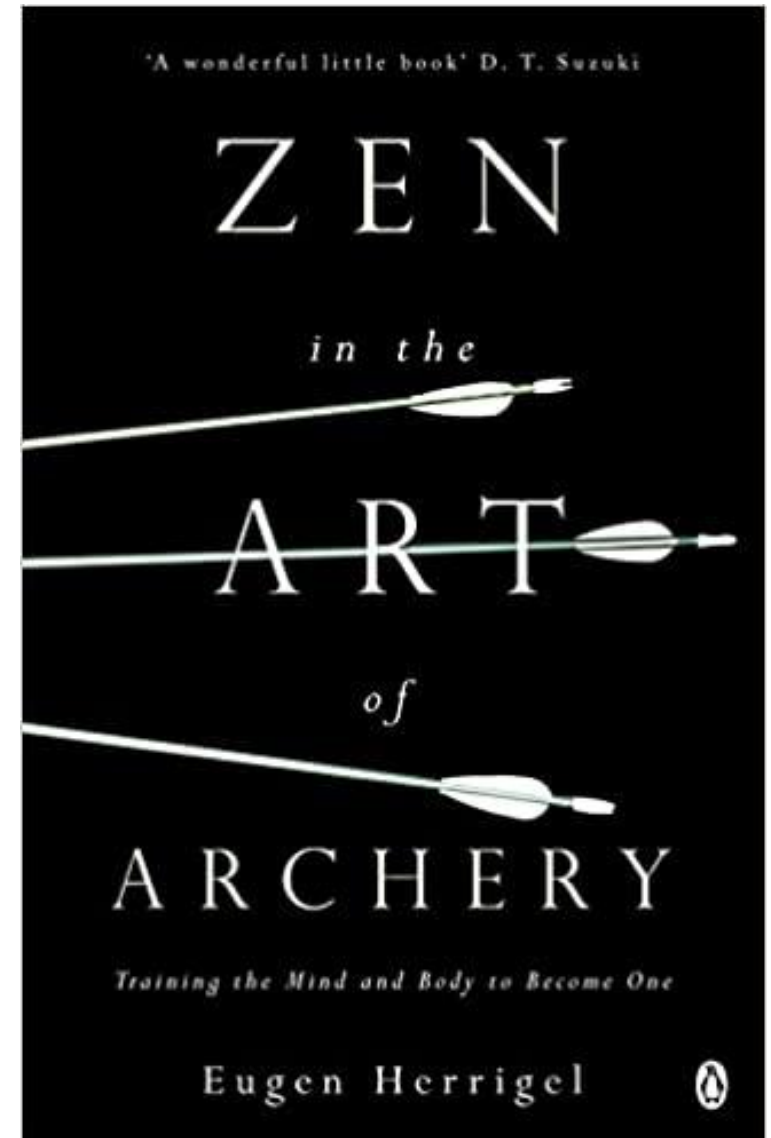
Herrigel knew from the sound that it had hit the target.

Immediately, Kenzo drew a second arrow and again fired into the night.

Herrigel jumped up and ran across the courtyard to inspect the target.

In his book, [Zen in the Art of Archery](#), he wrote, “When I switched on the light over the target stand, I discovered to my amazement that the first arrow was lodged full in the middle of the black, while the second arrow had splintered the butt of the first and ploughed through the shaft before embedding itself beside it.”

**Kenzo had hit a double bullseye without being able to see the target.**



# Everything Is Aiming

- Great archery masters often teach that “**everything is aiming.**” Where you place your feet, how you hold the bow, the way you breathe during the release of the arrow—it all determines the end result.
- In the case of Awa Kenzo, the master archer was so mindful of the process that led to an accurate shot that he was able to replicate the exact series of internal movements even without seeing the external target.
- **This complete awareness of the body and mind in relation to the goal is known as *zanshin*.**

- ***Zanshin*** is a word used commonly throughout Japanese martial arts to refer to a state of relaxed alertness.
- Literally translated, *zanshin* means “the mind with no remainder.” In other words, the mind completely focused on action and fixated on the task at hand.
- *Zanshin* is being constantly aware of your body, mind, and surroundings without stressing yourself. It is an effortless vigilance.
- In practice, *zanshin* has an even deeper meaning.
- *Zanshin* is choosing to live your life intentionally and acting with purpose rather than mindlessly falling victim to whatever comes your way.

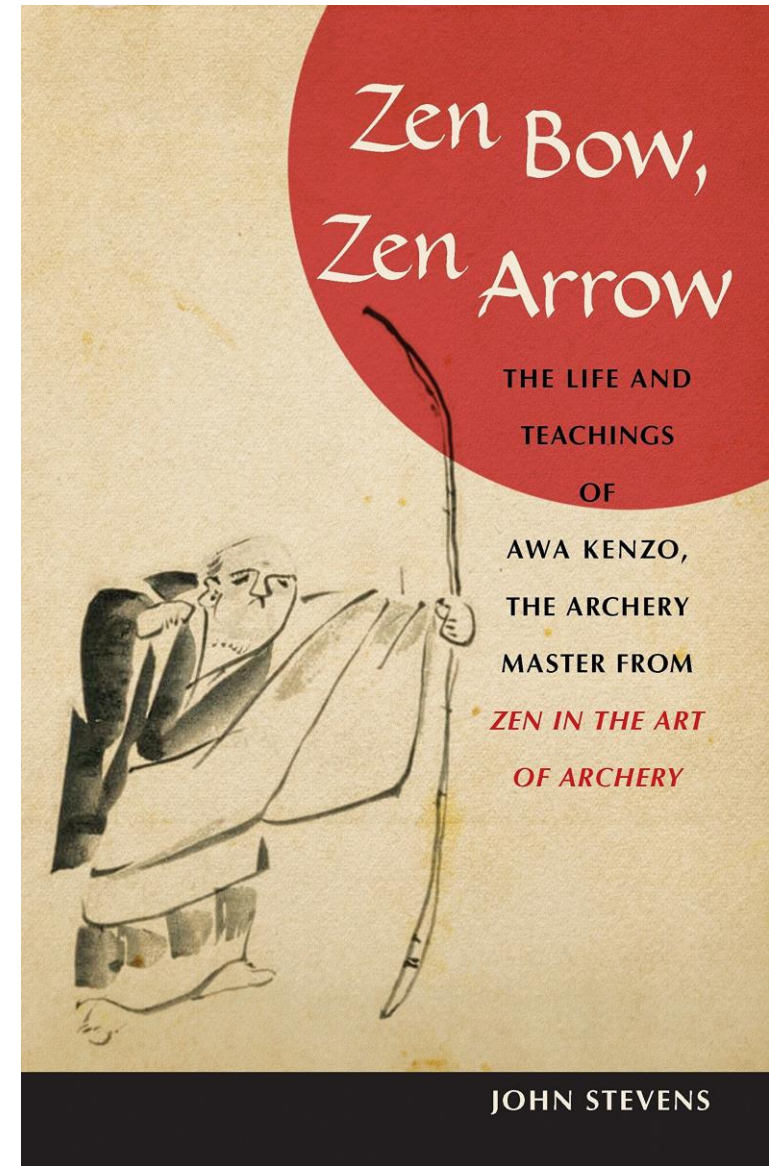
# Can you see how Zanshin relates to your Platinum Journey?

- Take 5 Mins to discuss the meaning of Zanshin as it relates to ;
  1. Your Platinum Journey
  2. Your Financial Success



# The Enemy of Improvement

- There is a famous Japanese proverb that says, “After winning the battle, tighten your helmet.”
- In other words, the battle does not end when you win. The battle only ends when you get lazy, when you lose your sense of commitment, and when you stop paying attention.
- This is *zanshin* as well: the act of living with alertness regardless of whether the goal has already been achieved.



## **We can carry this philosophy into many areas of life.**

- **Writing:** The battle does not end when you publish a book. It ends when you consider yourself a finished product, when you lose the vigilance needed to continue improving your craft.
- **Fitness:** The battle does not end when you hit a Fitness Goal. It ends when you lose concentration and skip workouts or when you lose perspective and overtrain.
- **Entrepreneurship:** The battle does not end when you make a big sale. It ends when you get cocky and complacent.
- **Property:..... YOU FINISH THE SENTENCE.....**

The point is not to worry about hitting the target. The point is to **fall in love with the BOREDOM** of doing the work and embrace each piece of the process.

The point is to take that moment of ***zanshin***, that moment of complete awareness and focus, and carry it with you everywhere in life.

It is not the target that matters. It is not the finish line that matters. **It is the way we approach the goal that matters.**

A glowing crystal ball is held by two hands, one on each side. The crystal ball is illuminated from within, creating a bright blue glow. The text "What have you learnt from this Session?" is written in a bold, black, sans-serif font across the center of the crystal ball. The background is dark, making the glowing crystal ball stand out.

**What have  
you learnt  
from this  
Session?**

PLATINUM

Accountability  
Monthly Goals



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# Buddy Process –



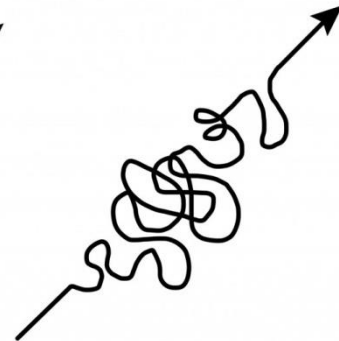
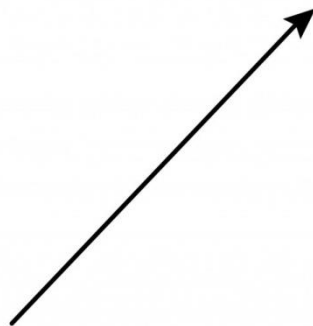
- Zoom Chat Room - Auto pair-up
- Exchange Mobile No.
- Schedule to “TALK” weekly
- Graduating students OK to partner for a month

# Last Month In Review

## Share Your Successes and Challenges

SUCCESS

SUCCESS



what people think  
it looks like

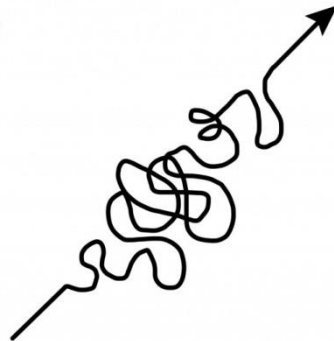
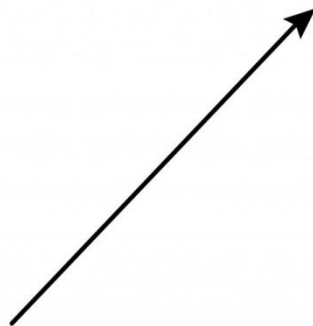
what it really  
looks like

# Group Share

## Share Your Successes and Challenges

SUCCESS

SUCCESS



what people think  
it looks like

what it really  
looks like

**This Months Plan**

Share Your  
Key Goals For Month

Monthly  
✓  
goals

# Group Share

Share Your  
Key Goals For Month

Monthly  
✓  
goals



# Tea / Coffee Break

# PLATINUM

# ROOMING ACCOMMODATION

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# PLAN READING & MODIFICATION



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# Reading Plans

***VERY IMPORTANT SKILL***

# Architectural Plan Set

- Site Plan
- Floor Plan
- Elevation Plans
- Cross Section Plans
- Window & Door Plan
- Plumbing & Roof Plan
- Electrical Plan
- 3D Plans



onplan pty ltd  
PAUL CURRIE 0410 960 060 fax 5491 8586  
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central@onplan.com  
po box 215, mordialloc vic 3195  
china 1123550  
aust 136 136 5555 web 31 544 331 888

client

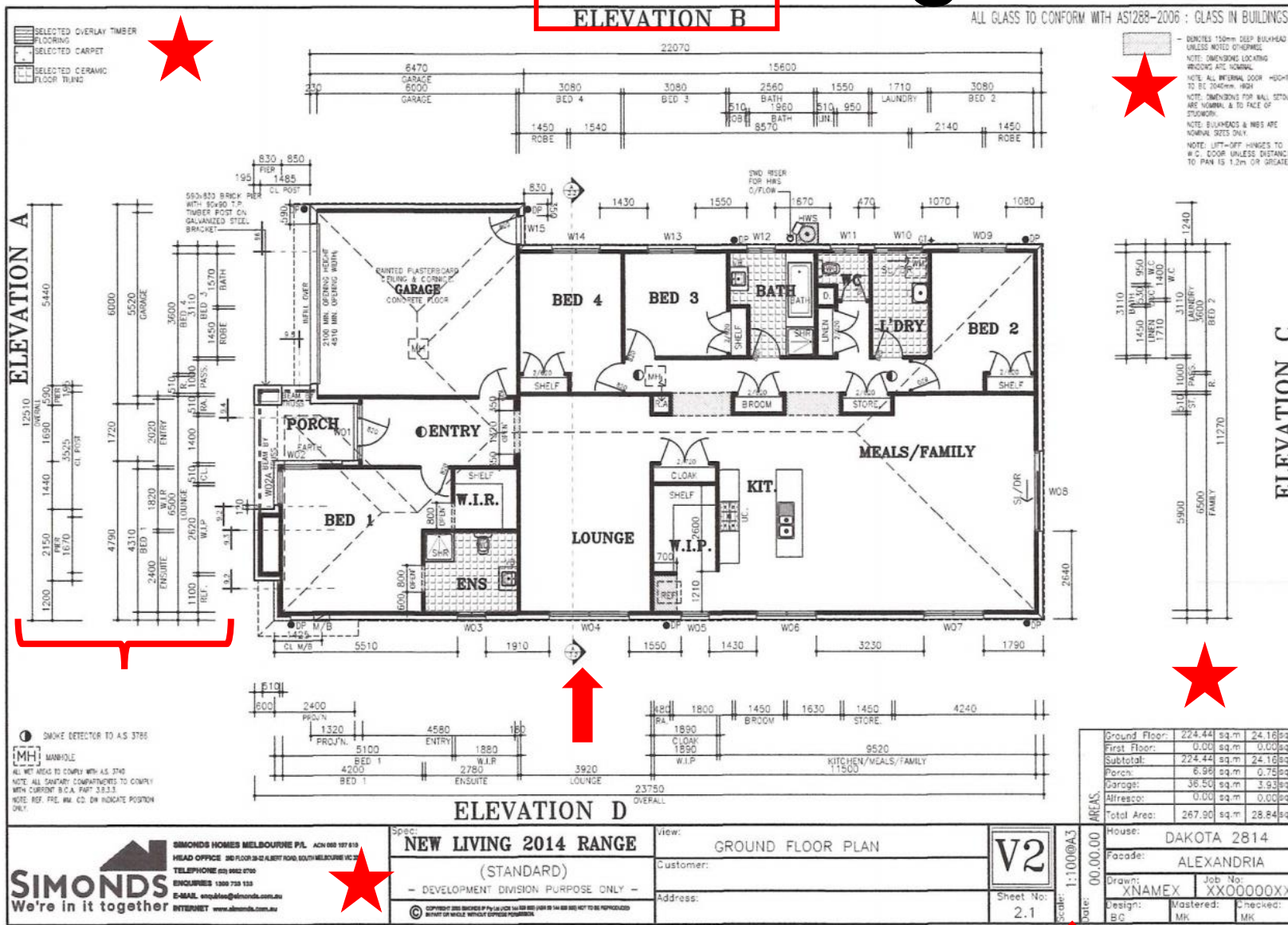
1 preliminary 1 04/06/08  
2 approval 20/06/08  
3 approved for plans 25/06/08

date april 2009  
job no. 0622  
scale 1:50

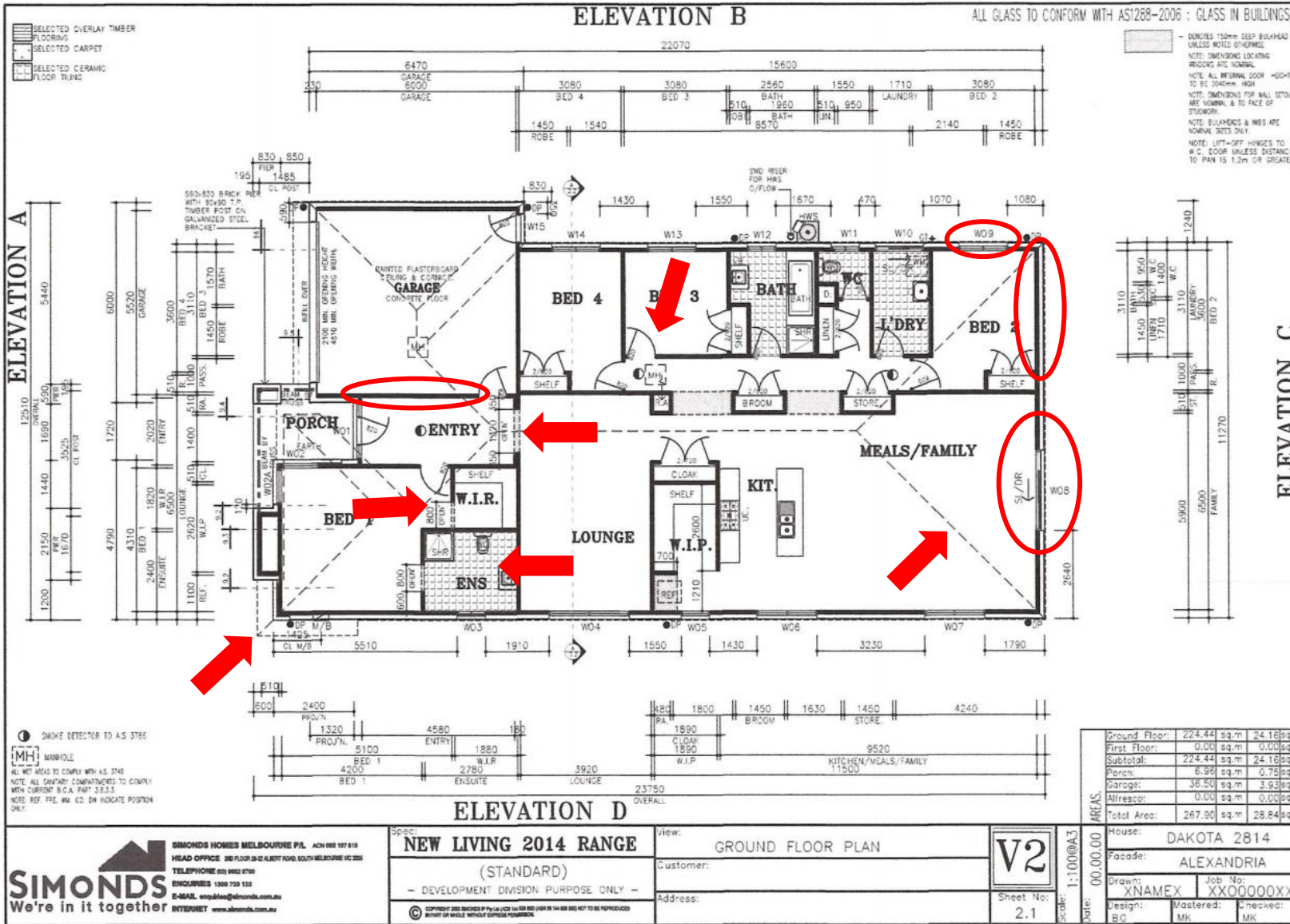
drawn by BT  
checked by B  
initial

sheet name 3d views  
issue approval

# Reading Floor Plans



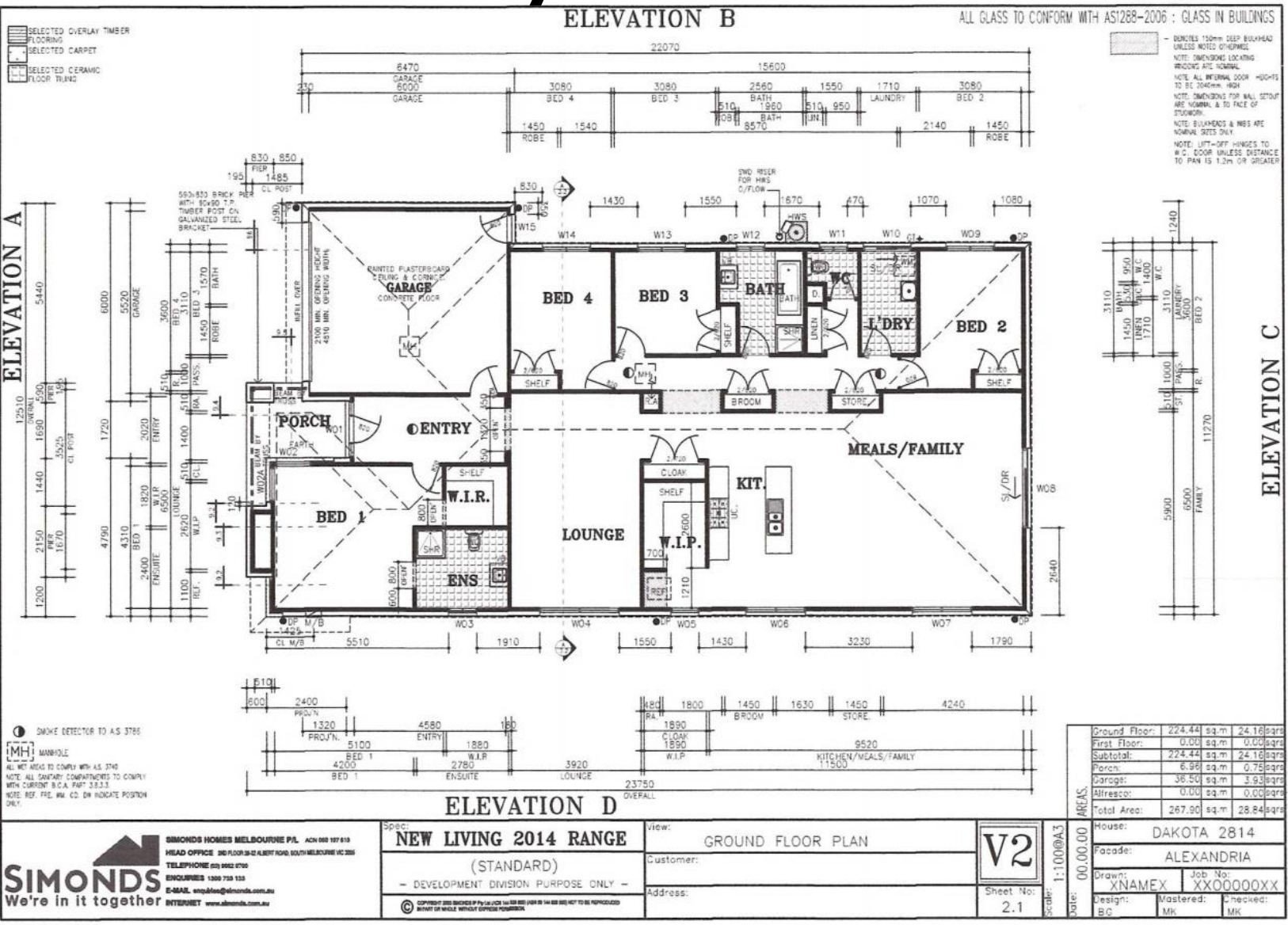
- Title block – Note amendment date
- Scale
- Notes
- Area measurements
- Dimensions
- Elevation notation
- Cross section points
- North Arrow – Site plan
- Floor coverings



- Walls – External & Fire Rated = thick line. Internal = thin line, dotted lines = head / bulk head
- Roof – Eaves, roof line, ridge/valley lines
- Windows (W) & Doors (SD)
- Wet areas - Hatching
- Door swing vs cavity slider

# Activity: Abbreviations – Find & Name

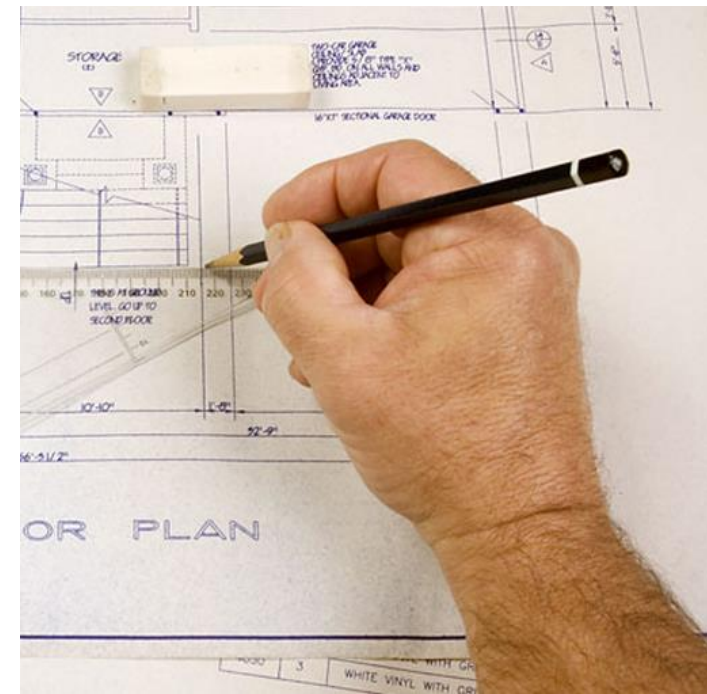
- WC – Water closet (toilet)
- MW – Microwave, UBO – Underbench oven, CT – Cooktop, RH – Range hood, DW – Dishwasher
- WM – Washing machine
- HWS – Hot water system
- DP – Downpipe
- WIR – Walk in Robe
- MH – Man hole
- POS – Private open space
- Others?



# Plan Modification

- Benefits of being able to modify existing plans?

- ❖ **Easier to quote** off a plan than an idea
- ❖ Easier for drafts person to **work off an example**
- ❖ Helps you to **visualize end result** (room sizes etc.)
- ❖ Helps you to **communicate with others** – PM, agents, builders



# Considerations with Plan Modifications

## 1) Town Planning Requirements:

- ❖ Zoning, Land size, Frontage, Overlays, Usage - Granny flat, Rooming house, Motel

## 2) Building Code Requirements:

- ❖ Class of Building – 1a, 1b, 3
- ❖ Building Standards – Habitable Room (Light, Ventilation, Slab thickness etc.)

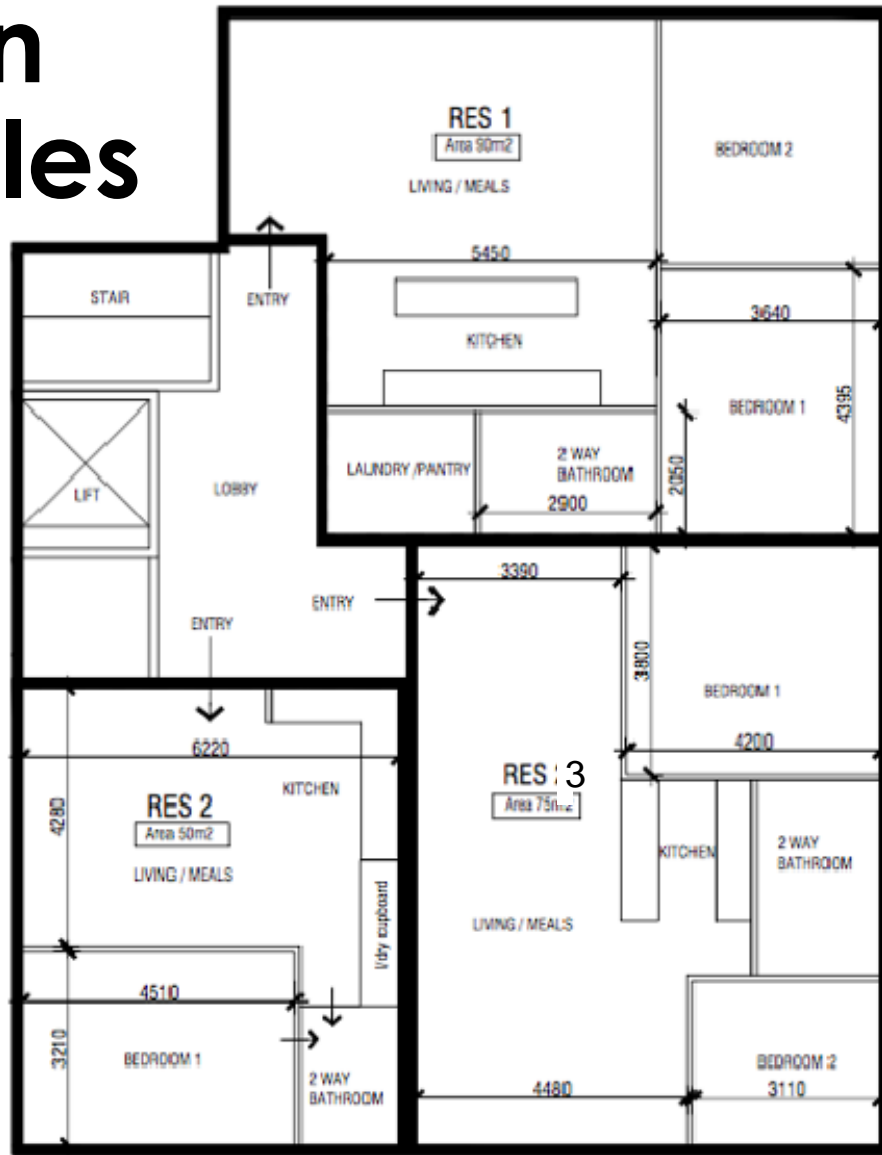
## 3) Building Constraints:

- ❖ Load bearing walls
- ❖ Slab thickness – Habitable rooms (garage conversion)

## 4) Market Requirements: Room sizes (3x3 vs 4x4.5), living, parking etc.

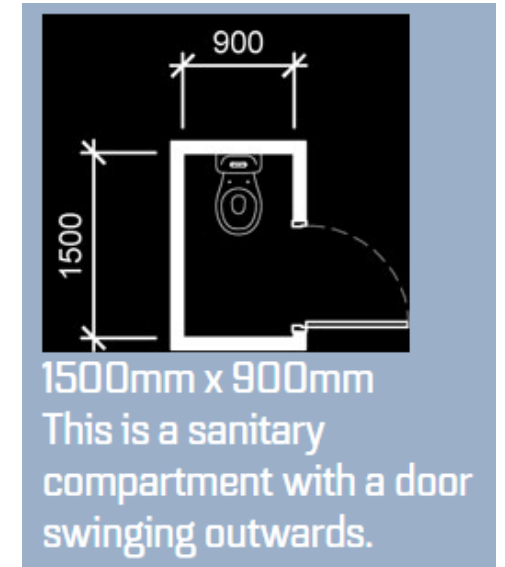
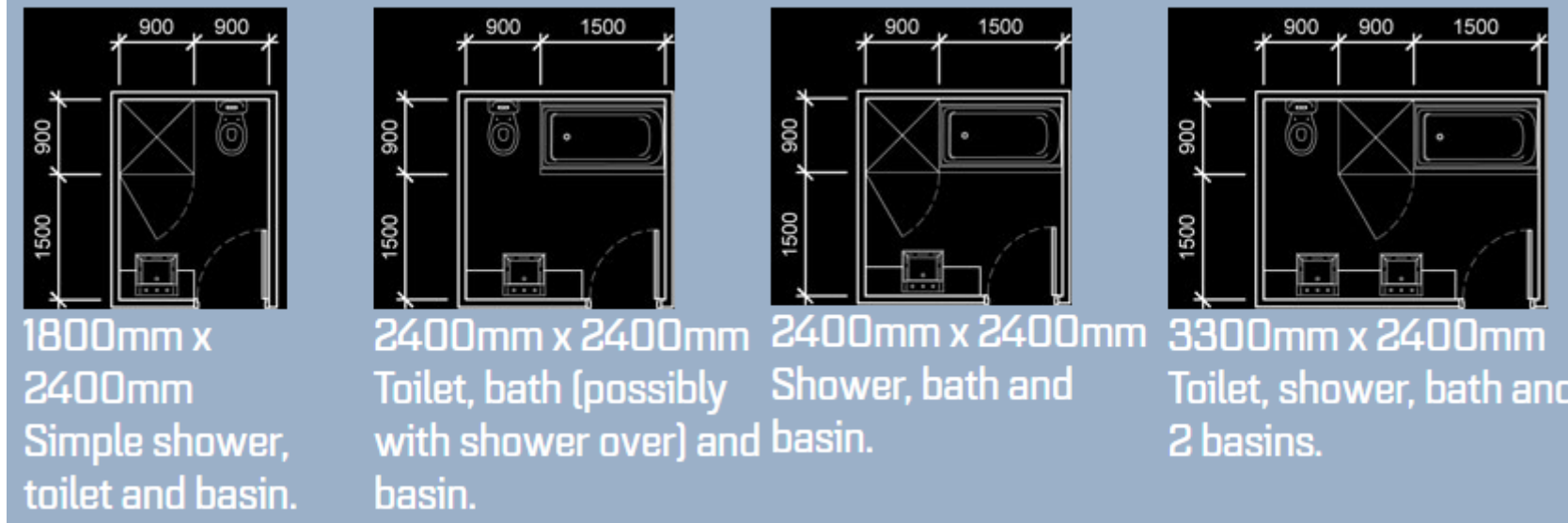
# Work In Rectangles

Work in Rectangles - fill in detail later



# Standard Dimensions

- Bathroom – Min 2.4m x 2.4m (Shower/bath/vanity)

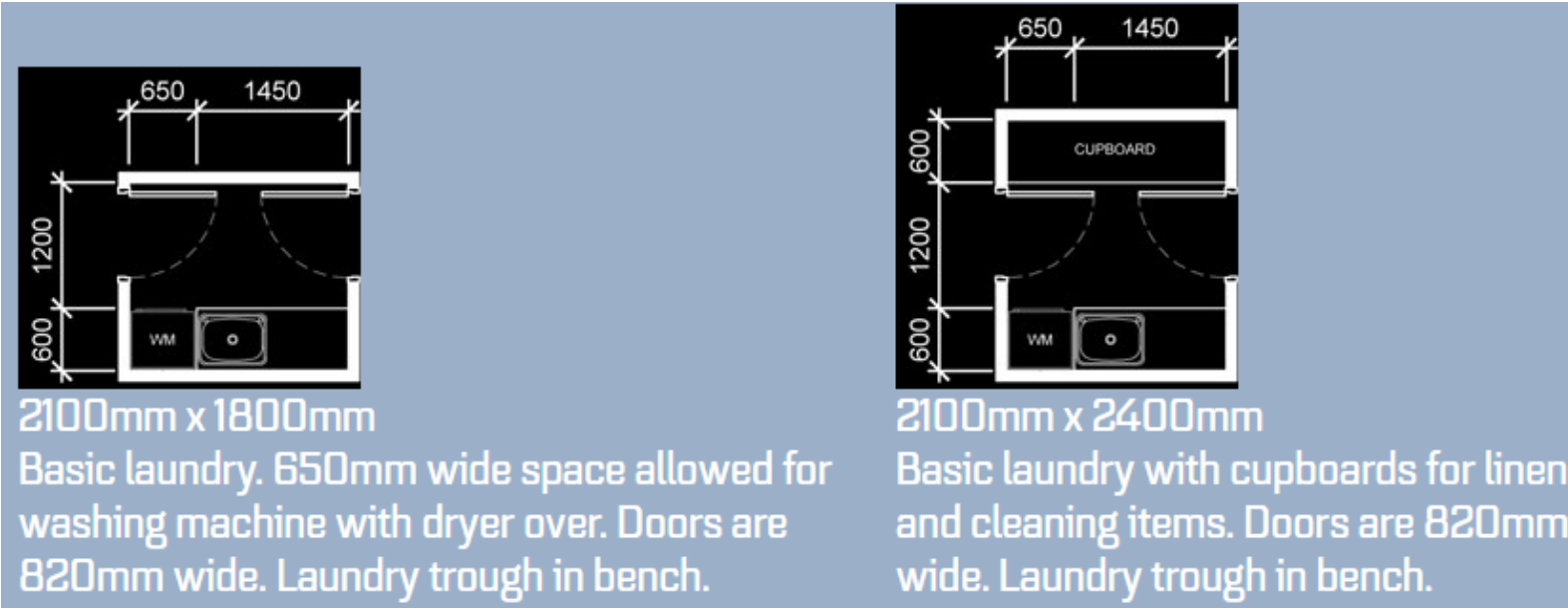


- Pencil Ensuite – 1.2m x 3m (shower/toilet/vanity)
- Toilet – Min 900mm wide x 1.5–1.8m long depending on door type
- Shower – Min 900mm x 900mm

[http://www.thirdistudio.com.au/What\\_Are\\_Common\\_House\\_Room\\_Sizes.html](http://www.thirdistudio.com.au/What_Are_Common_House_Room_Sizes.html)

# Standard Dimensions

- **Laundry** – Standard Min 1.8m x 2.1m; Cupboard 900mm deep

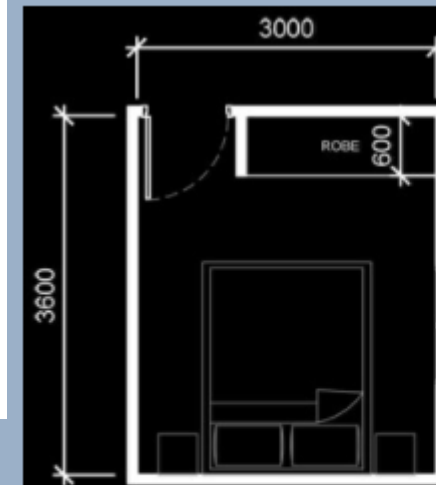


- **Hallway** – Min 900mm wide
- **Swing Door** – 820mm

[http://www.thirdistudio.com.au/What\\_Are\\_Common\\_House\\_Room\\_Sizes.html](http://www.thirdistudio.com.au/What_Are_Common_House_Room_Sizes.html)

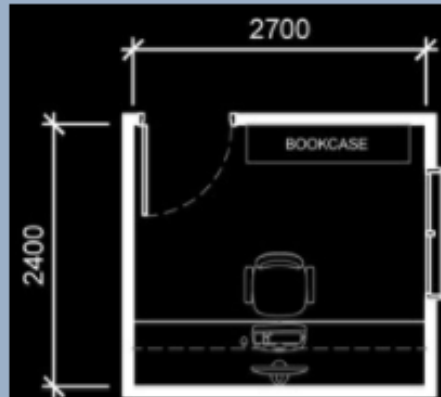
# Standard Dimensions

- **Bedroom** – Min 3m x 3m excl. built in robe
- **Robe / Linen / Broom** – 600mm deep
- **Study** – Min 2.4 x 2.7m



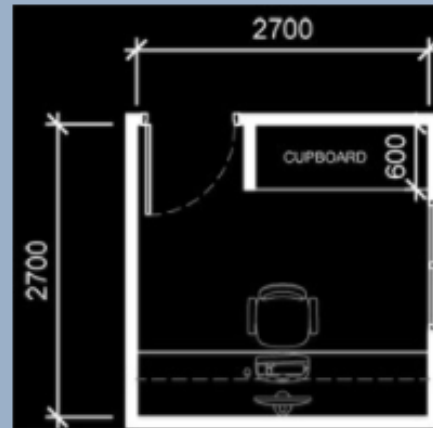
3000mm x 3600mm

Very basic bedroom layout which allows for a built in robe and space for a queens sized bed and 2 side tables. I wouldn't recommend anything smaller than this.



2400mm x 2700mm

Basic small study / home office. Allows for a built in workbench, and enough room for a bookcase.



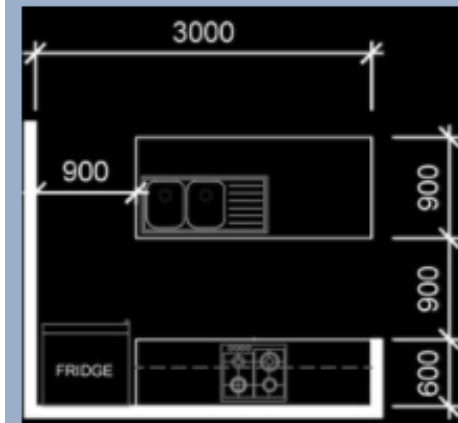
2700mm x 2700mm

Medium sized study / home office. Allows for a built in workbench and built in cupboards.

[http://www.thirdistudio.com.au/What\\_Are\\_Common\\_House\\_Room\\_Sizes.html](http://www.thirdistudio.com.au/What_Are_Common_House_Room_Sizes.html)

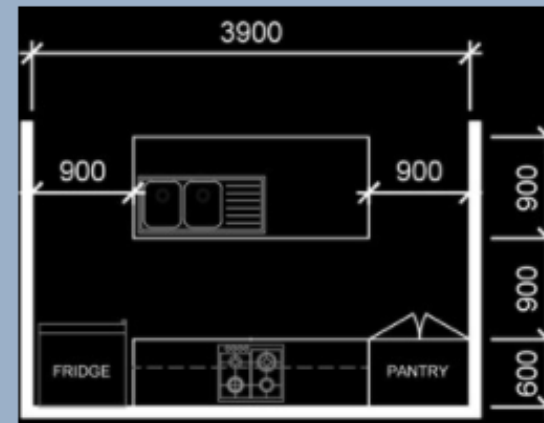
# Standard Dimensions

- **Kitchen** – Min 2.4m x 3m; Min 900mm between benches
- **Walk In Pantry** – Min 1.5m wide



2400mm x 3000mm

Very small kitchen with an island bench. Oven under cooktop, overhead cupboards. Note that there is very little cupboard space for both dinnerware, glasses etc and food storage in this layout.



2400mm x 3900mm

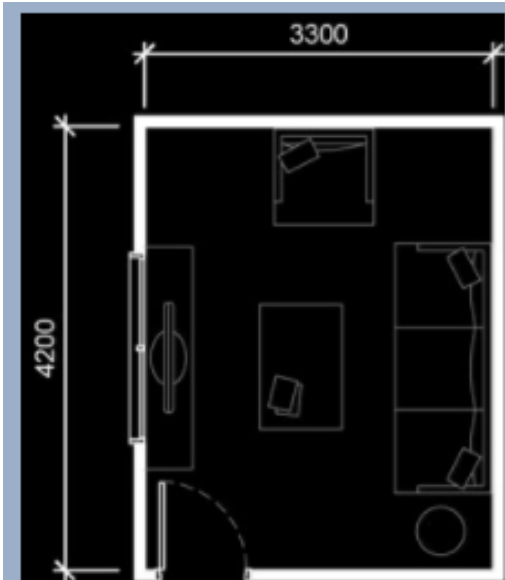
Similar to the previous layout except there is now room for a dedicated pantry. The pantry could also house the microwave.

- **Garaging** - DLUG – 6m x 6m; SLUG 6m x 3m

[http://www.thirdistudio.com.au/What\\_Are\\_Common\\_House\\_Room\\_Sizes.html](http://www.thirdistudio.com.au/What_Are_Common_House_Room_Sizes.html)

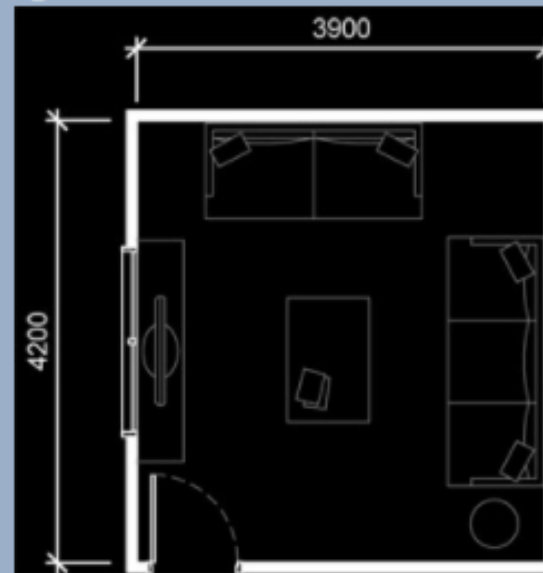
# Standard Dimensions

- Lounge – 3.3m x 4.2m depending on furniture



4200mm x 3300mm

Very small living space in my opinion. You could make it work, but I think it would make the space cramped in a space with enclosed walls.



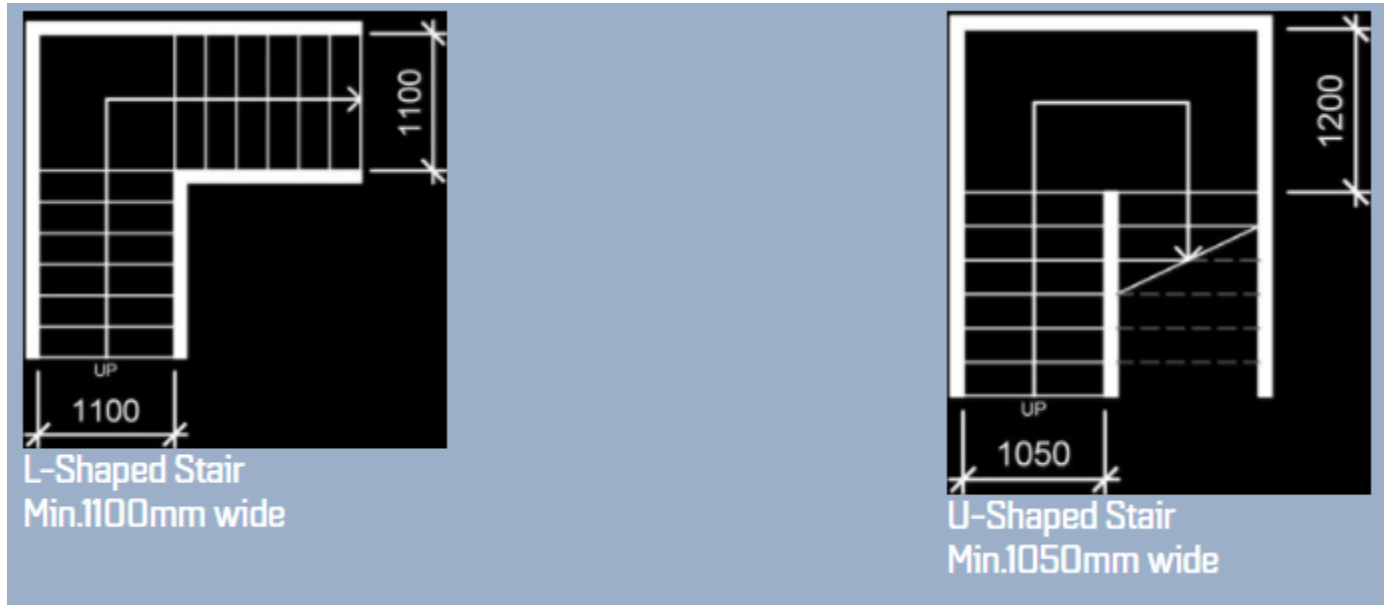
4200mm x 3900mm

Quite a basic space allowing for one 3 seater couch and one 2 seater couch. Slightly more spacious than the previous layout allowing for more leg space between couches and table.

[http://www.thirdistudio.com.au/What\\_Are\\_Common\\_House\\_Room\\_Sizes.html](http://www.thirdistudio.com.au/What_Are_Common_House_Room_Sizes.html)

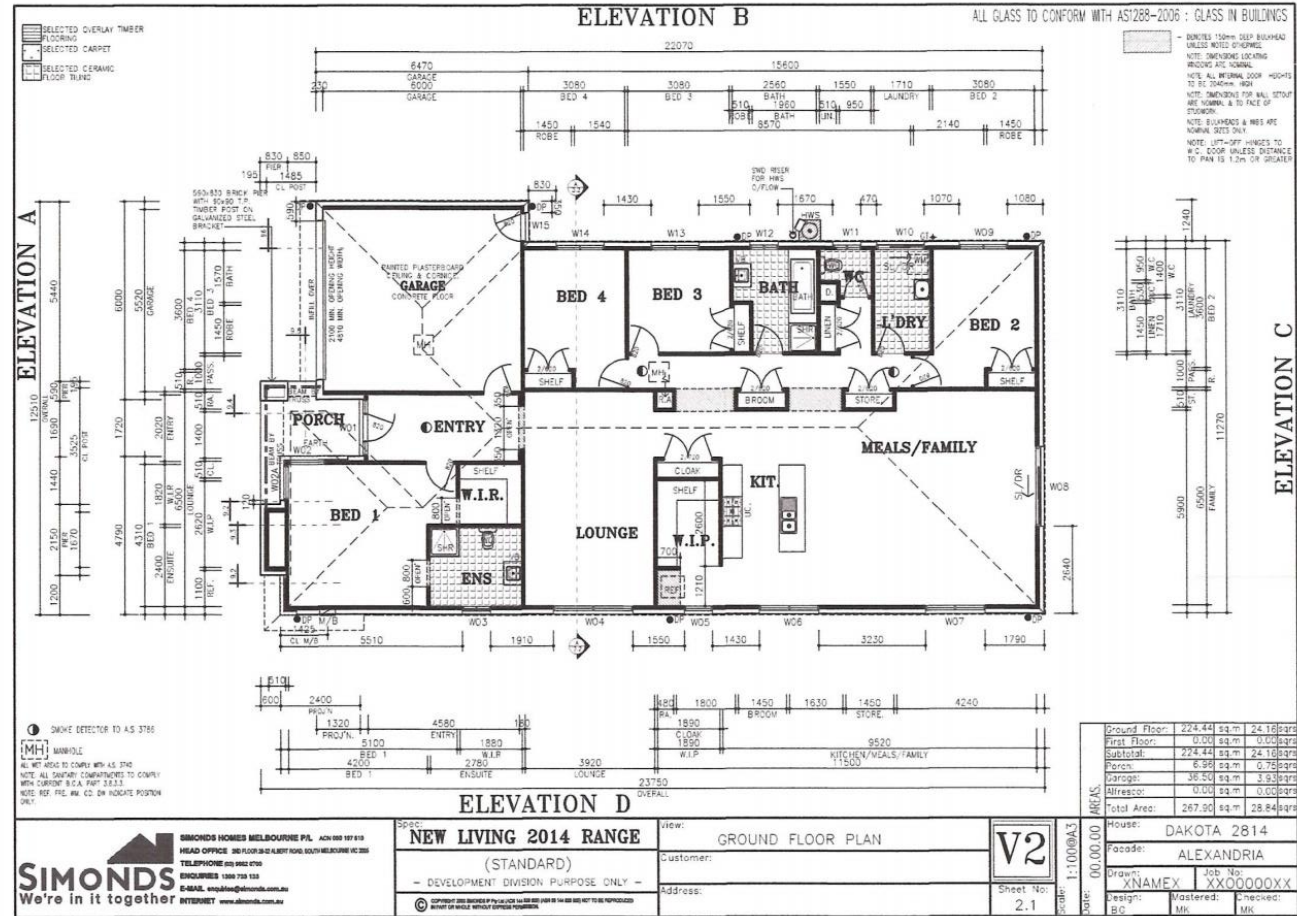
# Standard Dimensions

- **Stairs** – Min 1050mm wide; 1200mm recommend (moving furniture)



[http://www.thirdistudio.com.au/What\\_Are\\_Common\\_House\\_Room\\_Sizes.html](http://www.thirdistudio.com.au/What_Are_Common_House_Room_Sizes.html)

# Activity 1 – 4 Bedroom Plan into Rooming Accommodation

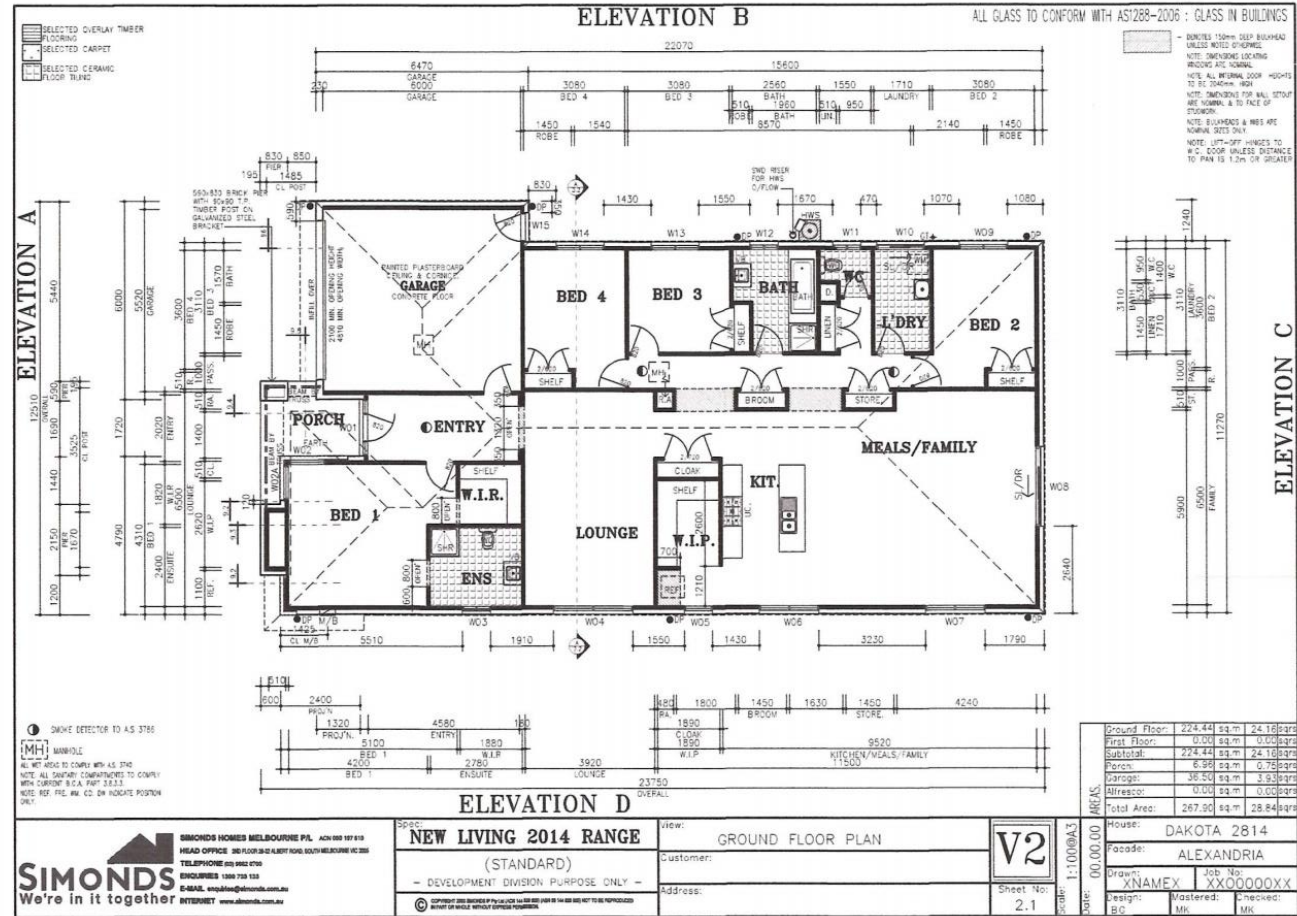


# Activity 1 –

## Rooming House (Class 1b) – Victorian SPECIFICATIONS

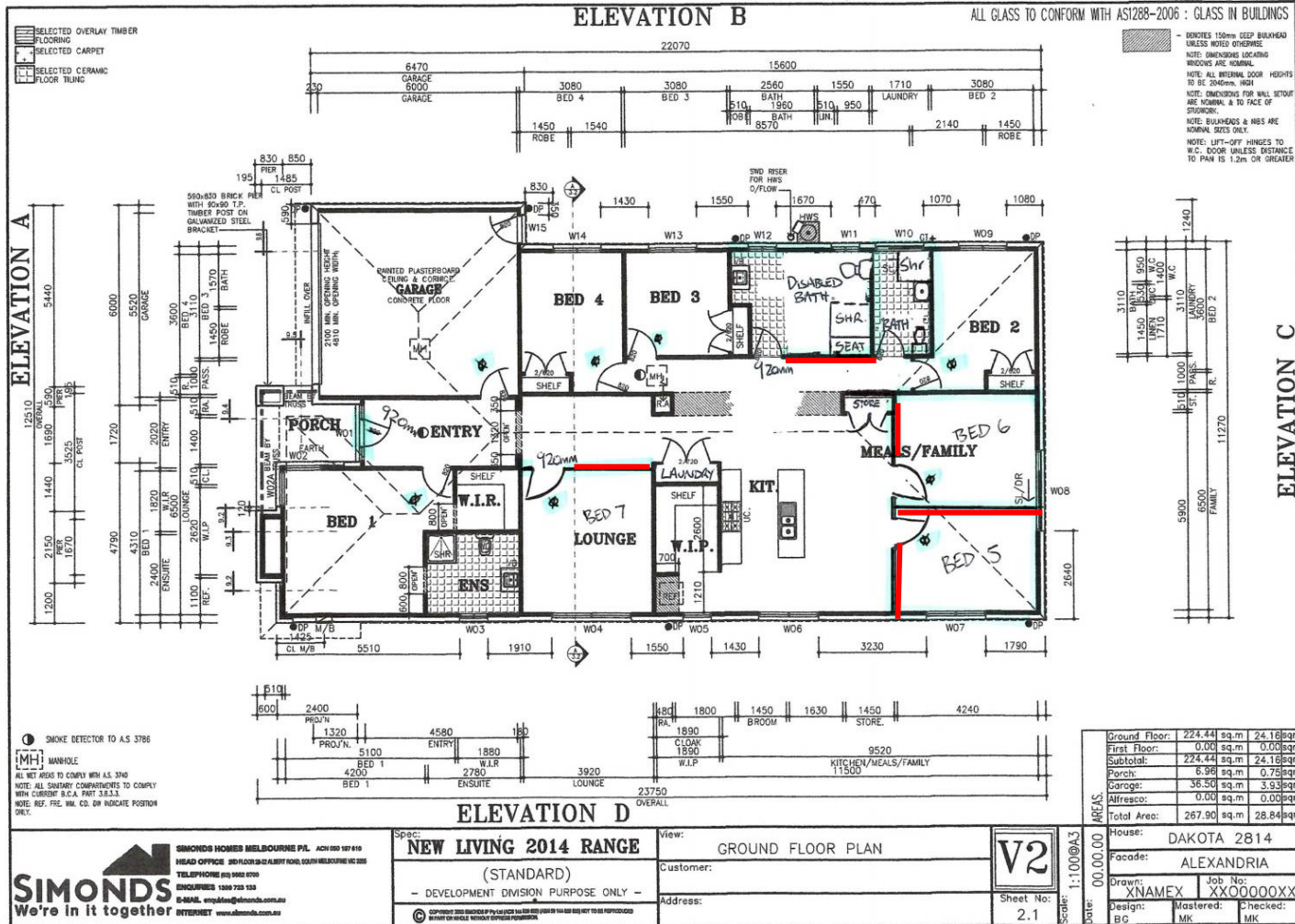
- Max 8 bedrooms / house
- Max 12 residents / house
- Min 1 bath or shower & basin per 10 people!!
- Min 1 disabled bathroom & bedroom / house
- Min bedroom size = 7.5m<sup>2</sup>
- Min bedroom size for couple = 12m<sup>2</sup>
- Kitchen = Min 400L fridge capacity, Lockable cupboard min 100L storage per resident, Min 4 burner cooktop + oven, sink & food prep area
- Option to include kitchenette in bedroom = Min 80L fridge, cupboard min 100L storage capacity, oven, cooktop, sink, food prep area

# Activity 1 – 4 Bedroom Plan into Rooming Accommodation



Assume the house hasn't yet been built!

# 4 Bedroom Plan into Rooming Accom - Option 1

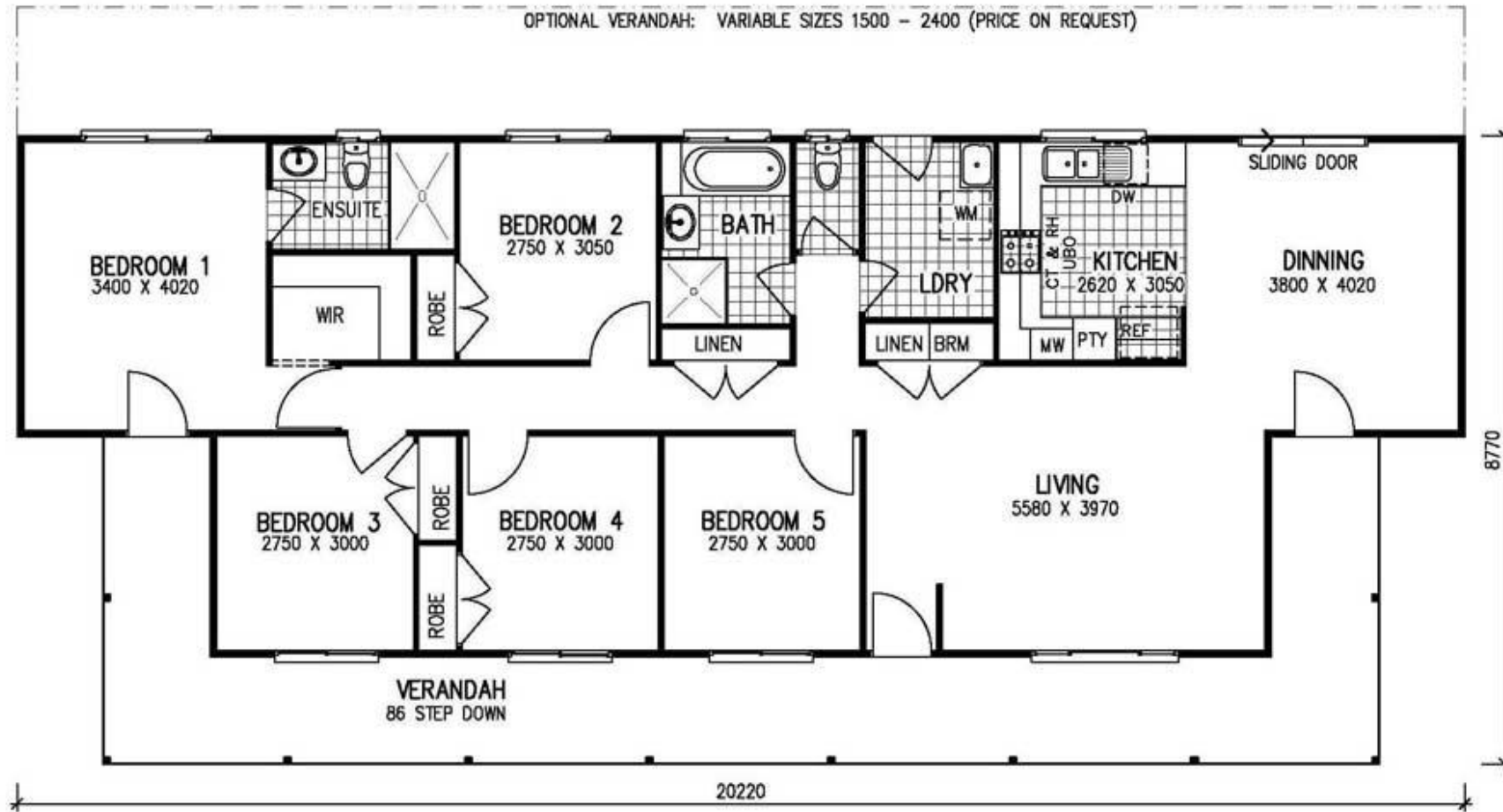


- 1) Converted lounge & meals/family into 3 bedrooms (5, 6, 7)
- 2) Made Bedroom 7 disability accessible with 920mm door
- 3) Converted bathroom & separate toilet into disabled bathroom
- 4) Converted laundry into second bathroom
- 5) Converted cloak/linen cupboard into laundry
- 6) Replaced entry door with 920mm opening for disability access
- 7) Added smoke alarms to all bedrooms

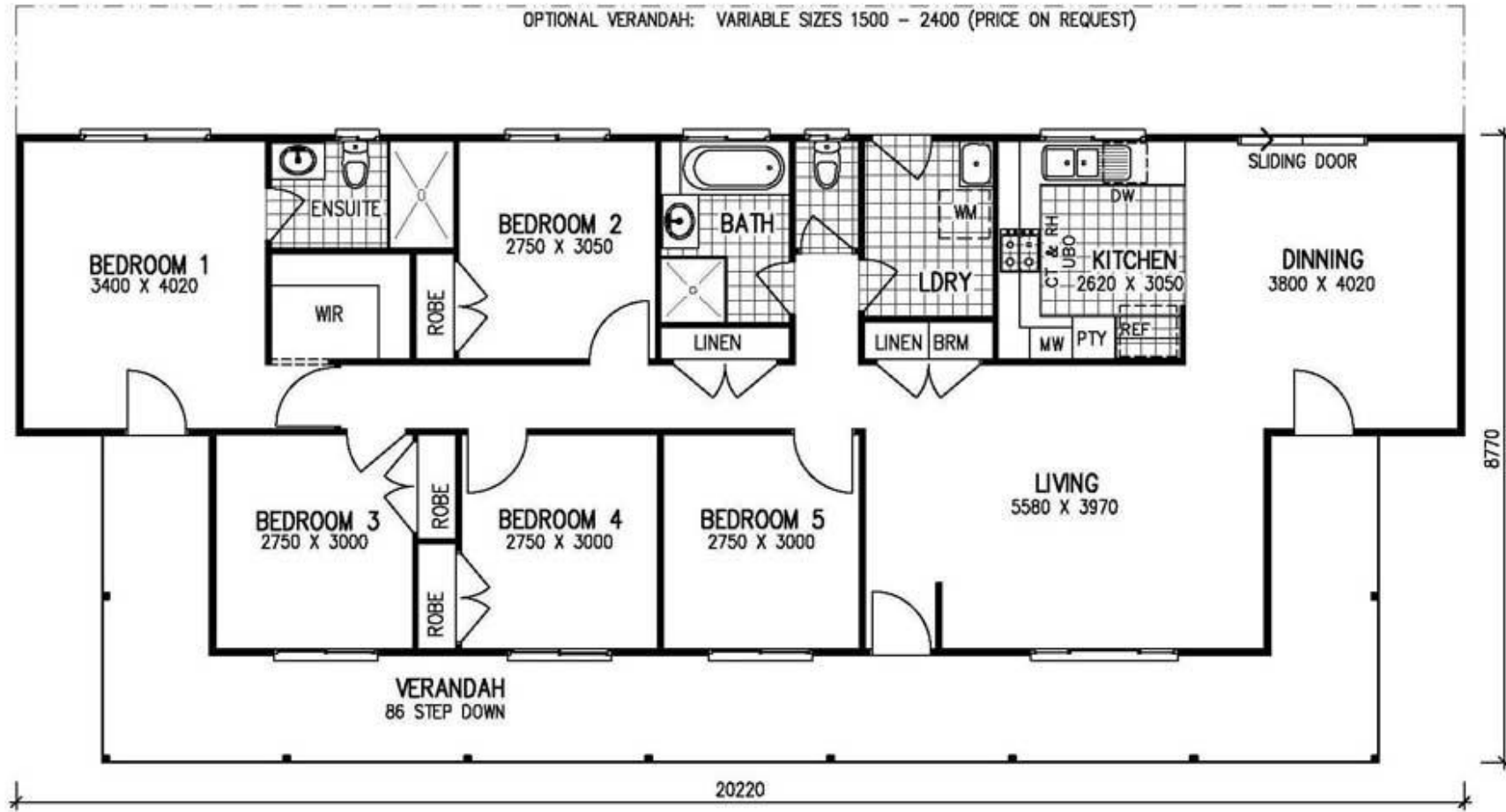


*OTHER IDEAS?*

# Activity 2 – 5 Bedroom into House + Granny Flat



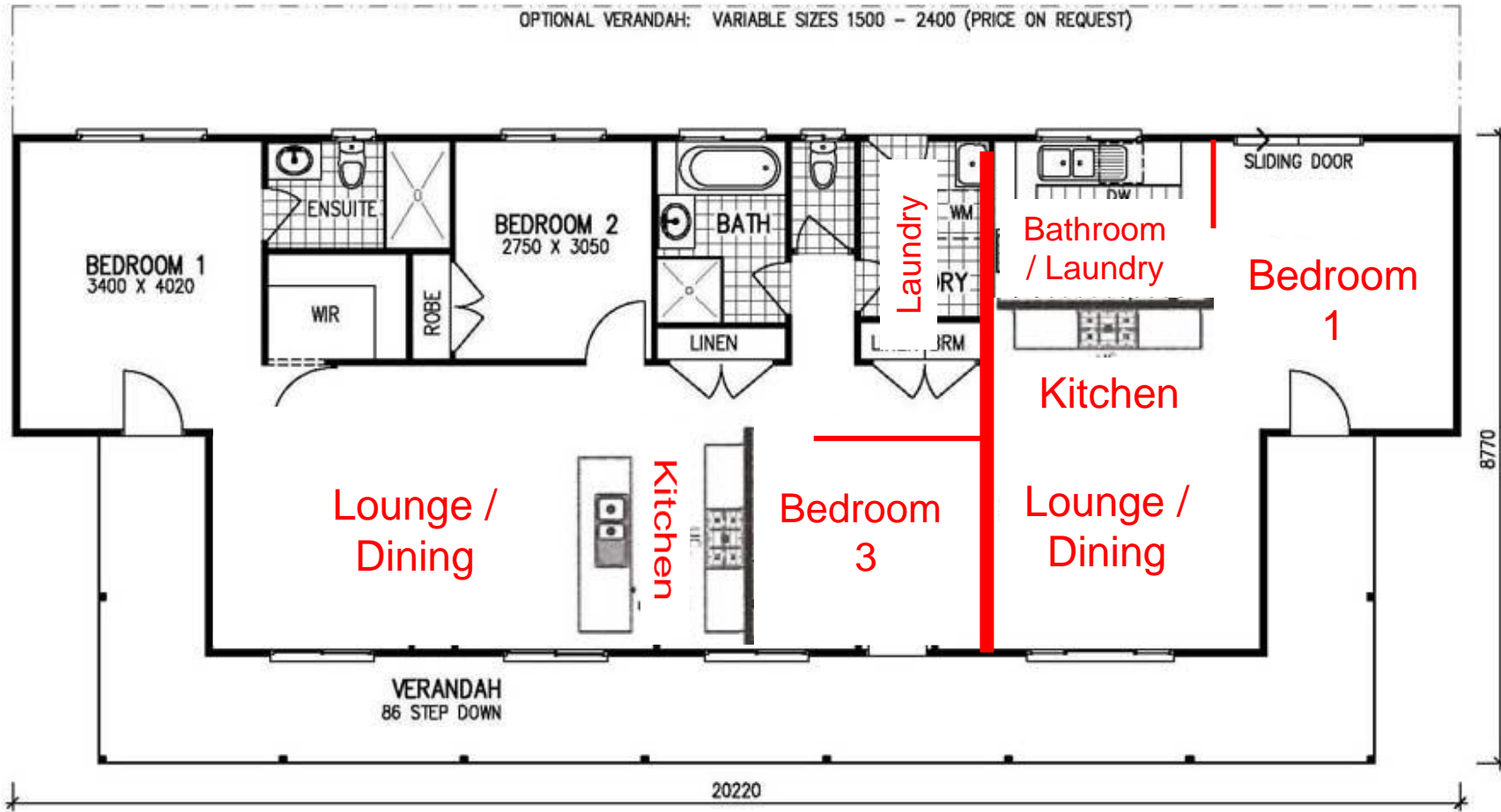
# Activity 2 – 5 Bedroom into House + Granny Flat



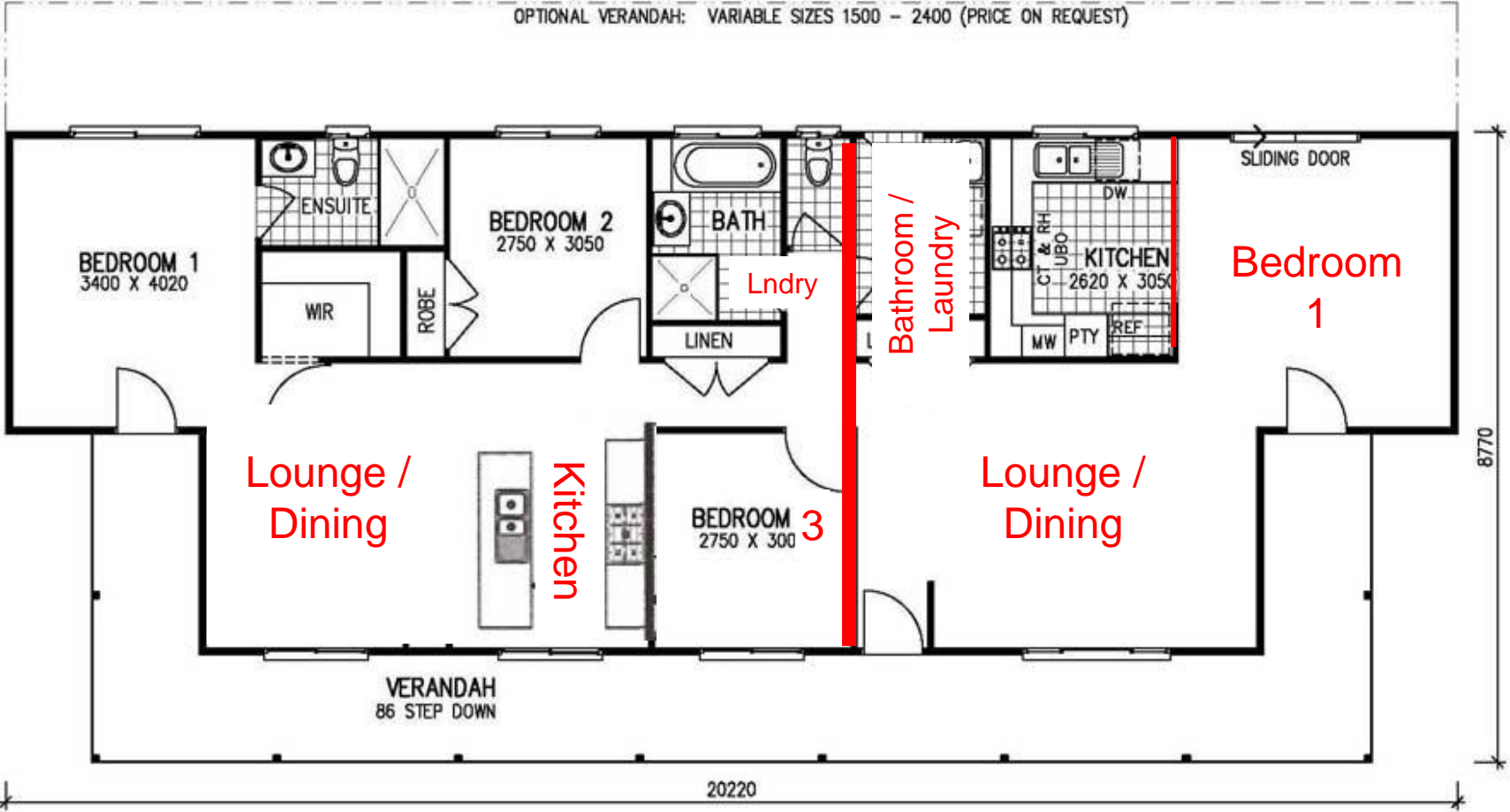
## Granny Flat CONSIDERATIONS:

- External Size
- No. Bedrooms
- POS
- Car parking
- Distance from main house
- Fire separation
- Laundry = Fully self contained

# 5 Bedroom into Granny Flat Option 1



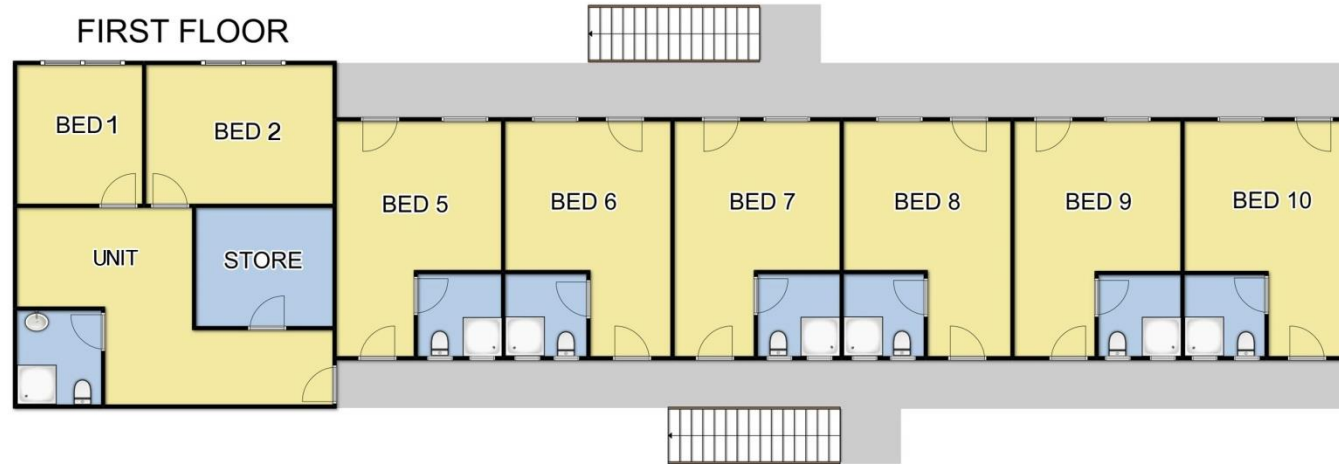
# 5 Bedroom into Granny Flat Option 2





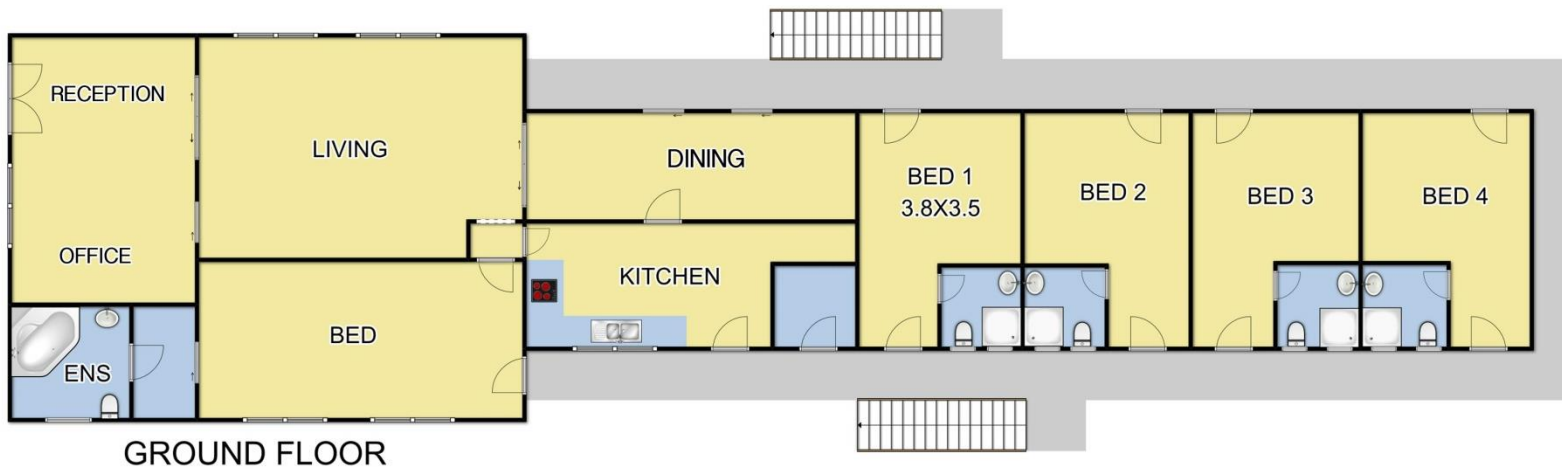
*OTHER IDEAS?*

# Activity 3 – Motel into Higher Yielding Motel



STARTING

- 1) 10 Ensuated bedrooms
- 2) Managers suit downstairs
- 3) 2 Bedroom unit upstairs
- 4) Reception/Office, Kitchen, Dining, Living, Store



# Activity 3 – Motel into Higher Yielding Motel



## Motel CONSIDERATIONS:

- Room size
- No. bedrooms
- 1brm vs 2brm
- Reception, Office  
Kitchen, Storage,  
Dining, Lounge,  
Manager accom  
needs
- Access & parking

# Activity 3 – Motel into Higher Yielding Motel



Motel

## SPECIFICATIONS:

- Increase number of ensuited bedrooms
- Need reception / office, kitchen, store, managers accom.

Assume the motel is already built!

# Activity 3 – Motel into Higher Yielding Motel

## Option 1



- 1) 15 Ensuated Bedrooms
- 2) Managers suit downstairs
- 3) Kitchen & storage location retained
- 4) Bathroom added to kitchen

# Activity 3 – Motel into Rooming Accommodation

## Option 2



- 1) 15 Ensuted Bedrooms
- 2) Compact Manager bedroom downstairs
- 3) Moved kitchen & storage
- 4) # 14 = Double bedroom upstairs



*OTHER IDEAS?*

# QUESTIONS?