

# What Makes a Development Feasible?

A one-day course in bringing together Commercial, Retail, Industrial and Mix-use properties



**Date:** 6 July 2017 (Thursday)

**Time:** 09:00 – 17:00 (Registration starts at 08:30)

**Venue:** 190 Clemenceau Avenue #07-01, Singapore Shopping Centre, S 239924

**Fee:** SGD 650 (RICS/REDAS Member); SGD 850 (Non-Member)

**Capacity:** 25 (first come first served)

**Deadline for Registration:** 26 June 2017

**Online Registration:** <http://www.rics.org/feasibilityvaluationjulsg>

**Other CPD Points:**

- SISV (QS) – 3 CPD HRS

- SPM – 4 CPD POINTS

- PEB – 4 PDUs

## Programme Overview

Undertaking a robust development appraisal (feasibility study) can make or break a project. Understanding the inputs to a model and how these can be affected and manipulated is key.

This is a full day RICS Training session. In the morning, participants will cover the key terminology, principles and inputs relevant to a Development Appraisal and in the afternoon, through case studies and a practical session, candidates will construct their own development appraisal model.

## What to Expect?

**Lecture:** interactive series of presentation supported by in-depth group discussions.

**Case Studies and Exercises:** allow you to apply the new theory and concepts in real-life context.

## Learning Objectives

**By the end of the course, delegates should understand:**

- Underlying Principles & Terminology (DCF, NPV, IRR)
- Key Property Development Performance Indicators
- What makes a development feasible
- Determining Land Values
- Principles of Financing Modelling
- Stages of a Development Appraisal
- Development Preliminaries
- Development Constraints
- Case Studies
- Building your own Development Appraisal Model

## Who Should Attend?

The session will be particularly useful for:

- Property Agents – seeking to better understand and market developments/land
- Property Owners and Analysts – looking to sharpen their skills in development feasibility
- Quantity Surveyors and Project Managers – looking to better interact with clients and developers
- Property Valuers, Developers – seeking to construct a feasibility using best practice techniques.
- Banks & other financial teams – looking to manage risk better

## Practical Session

There will be a software based case study. Please bring along your laptop (Windows based) for the class.

## About the Trainer



**Tim Peisley** is a certified trainer and workplace assessor with over ten (10) years of experience as Training Manager and Technical Writer with large commercial institutions in Australia.

He is extensively working in the Asia-Pacific region delivering contents for all levels of property professionals. He also assists in educating students from universities around the world on the principles of discounted cash flow, development feasibility and valuation.

With his vast experience within the property industry, Tim works to bridge the gap between technology and the property industry across the Asia Pacific region.



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For enquiries, please contact the RICS Singapore office at +65 6812 8190. To register, please complete the Registration Form and return it with payment to Ms Linda Kwok (LKwok@rics.org)

### Delegate information

Salutation (Mr/Ms/Dr): \_\_\_\_\_ Surname \_\_\_\_\_ Given name \_\_\_\_\_

Membership no (if applicable) \_\_\_\_\_

Designation \_\_\_\_\_

Company \_\_\_\_\_

Correspondence address \_\_\_\_\_

Office \_\_\_\_\_ Mobile \_\_\_\_\_

Email address \_\_\_\_\_

### Methods of payment

#### 1. By Online Payment

Please submit your registration online and make payment at <http://www.rics.org/feasibilityvaluationjulsg>

#### 2. By Cheque

Please mail the crossed cheque made payable in Singapore dollar to "RICS INTERNATIONAL L SPORE B" and attach along with the completed registration form to Ms Linda Kwok at #27-16, International Plaza, 10 Anson Road, Singapore 079903.

#### 3. By Bank Deposit

Please deposit to the following bank account and email the deposit slip along with the completed registration form to LKwok@rics.org

Payee: RICS INTERNATIONAL L SPORE B  
Name of Bank: The Hongkong and Shanghai Banking Corporation Limited  
Bank Address: 21 Collyer Quay HSBC Building #01-01 Singapore 049320  
Account No: 047-859004-001  
Swift Code: HSBCSGSG

### Data Protection Policy

RICS will always make sure you receive compulsory communications such as those relating to the administration of your membership, renewal notices, regulation and conduct, practice and guidance notes and AGM information.

Furthermore, RICS would like to use the contact details that you have provided to us in relation to the communications described below (including by email/telephone, where appropriate). Please tick the relevant boxes below:

If you **do not wish** to receive additional communications from RICS about membership and the profession, tick here

If you **do not wish** to receive additional communications from RICS about RICS conferences, events, products, services and training (some of which may complement your CPD requirements); tick here

If you **do not wish** to receive additional communications from RICS detailing offers from third parties with whom we have negotiated special deals for members; tick here

### Remarks

- The organiser reserves the right to cancel or reschedule the function at their discretion
- You will only receive an e-mail notification from the RICS office confirming your registration status. You are advised to call RICS office (+65 6812 8190) to confirm your registration status if you have not received an e-mail confirmation prior to the event
- No refund can be made for cancellation or "no show" but a substitute delegate is normally permitted. Please inform RICS at least one week prior the event
- Seats will only be confirmed upon receipt of completed registration form together with payment
- Please make sure the exact amount is deposited as no change or refund will be provided
- Incomplete and wrongly completed registration form will not be processed
- Attendance certificates will not be issued for RICS CPD events
- All practising RICS members are required to complete and log at least 20 hours of CPD (Continuing Professional Development) online each year. Visit [www.rics.org/cpd](http://www.rics.org/cpd) today.