



**Profit from property... Get the inside knowledge**

# Developing for profit Event

Fri 20 & Sat 21 June 08



BuildStore understands the needs of the Property Developer. Discussing your next project with one of our Finance Experts at Developing For Profit could pay real dividends. Whether you are an experienced developer or embarking on your first project, we have the finance to suit you. Call 0870 870 991 or email [enquiries@buildstore.co.uk](mailto:enquiries@buildstore.co.uk)

## Friday 20<sup>th</sup> June 2008 - What's on?

### Main Seminar Theatre - Feature Seminars

#### 11.00 – 12.00 Feature Seminar 1 – Making Money Through Self-Building David Snell, Self Build Writer & Pundit & Author of Building Your Own Home

Building for profit requires a different mindset than when building purely for yourself, with 'least in, most out' a popular maxim. Whether your motive is to become a small developer or simply to be mortgage-free as soon as possible, this seminar will show you how to do it. And who better to speak on the subject than our renowned anchor speaker, David Snell. David went from £30 in his pocket to owning a £400,000 house in eight years through a series of successful builds and he'll share the secrets of his success with you today.

#### 12.30– 13.30 Feature 2 - Developer Case Study Panel - Roundtable Discussion featuring Mal Cannon, Laurie Blakeman, Robert Burbidge & Ashley and Jayne Rolfe

Be inspired by the real-life achievements of our passionate panel of developers. This round-table style discussion - chaired by self build writer and pundit David Snell and a serial self-builder himself - will draw on the panel's own experiences of developing (both the good and the bad!) and inspire you that there are healthy profits to be had in property development, even in the more challenging economic climates. Unbiased and impartial advice from those who truly know what it means to 'develop for profit'!

#### 14.00 – 15.00 Feature Seminar 3 – Design for Profit Claire Rendall - TV Design Expert - BBC's 'DIY SOS', Animal Park (as part of her work at Longleat House), Designer, Property Consultant, Journalist & Lecturer

In her seminar, TV Design Consultant, Claire Rendall, will show you how to squeeze the maximum profit from your development and put you ahead of the competition. Having built her own £million plus portfolio and helped her clients do the same, Claire will be sharing her 18 years' experience. With a reputation for making high street goods look a million dollars, she will show you how to avoid the common mistakes. As the property market cools, this is more essential than ever! Everyone imagines themselves as a would-be interior designer, but this isn't just about final furnishings - it's about space planning and which details in your specification will really make the difference. Claire is currently featuring as an advisor to developers in the South West and she will be discussing trends and giving top tips on how to tune into and turn on perspective buyers.

#### 15.30 – 16.30 Feature Seminar 4 – Making Money Through Renovation Ian Rock, Author of The Victorian House, The 1930s House, Loft Conversion Manual & Home Extensions Manual by Haynes

There is money to be made in renovation whatever the market is doing – the trick is picking the right project. Soaring house prices in recent years have masked untold mistakes made by would-be renovators, meaning that despite poor planning and inadequate budgets, even the most ambitious projects have usually turned a profit. However, as the housing market cools and reality sets in, the keen amateur could get their fingers burned by taking a casual approach. It's never been more important to pick the right project, plan every detail and to be in control of the budget. In this seminar, much published Haynes Manuals' author Ian Rock tells you what you need to know about finding the right project and assessing its potential to make money.

### MEET THE EXPERTS "Ask BuildStore!"

Got a question you need answering? Our team of experts are here to help. Make the most of free 1-to-1 advice from our professional team of experts by dropping by to meet them at the Professional & Trade Services Desk, Technical Help Desk and Design Centre. \* Consultations are on a 'first come, first served' basis.

**Architect**  
Paul Richards & Benjamin Richards  
Architecture Verte

**Basements Expert**  
Michael Marshall-Edwards  
Thermonex

**Auctioneer (see Estate Agent)**  
Strakers

**Building Control Expert**  
Paul Kalbskopf  
North Wilts District Council

**Design, Planning & Building Regulations Expert**  
Neil Davey, BuildStore

**Eco Building Expert**  
David Hilton, BuildStore

**Estate Agent (see Auctioneer)**  
Strakers

**Finance Experts**  
Tom McSherry & Michael Cartwright  
BuildStore

**Home Staging & Design for Profit  
Celebrity Interior Designer**  
Claire Rendall

**Loft Experts**  
Ian Rock, Author & Chartered Surveyor  
James Mahon,  
Great Western Loft Company

**Project Manager**  
Chris Crowley, Vision Project Management

**Renovation Experts**  
Edward Sykes & Simon Price  
Pickupaproperty

**Self Build Expert**  
Mike Hardwick

**Tax & VAT Experts**  
Rob Beale, Morris Owen  
Julian Potts, Landmark PT

## PlotSearch Theatre - PlotSearch Demonstrations

**PlotSearch Demonstrations – Finding the Ideal Plot or Project:**  
(repeated at the following times):

**11.00 - 11.20** PlotSearch is BuildStore's on-line land-finding database of over 6000 plot, conversion or renovation projects. Visit the PlotSearch theatre, where you can see a full demonstration on how the database can help you find your perfect project.  
**12.30 - 12.50**  
**15.30 - 15.50**

## PlotSearch Theatre - PlotSearch Theatre Seminars

### 10.30 – 11.00 Finding A Plot or Project

Often cited as the hardest part of self build or renovation, finding the right project or that perfect plot can be difficult. However, potential building plots and renovation projects which are ripe for development exist all over the country. Learn the basics of how to be the first to find them and how to make an initial assessment to assess viability.

### 12.00 – 12.30 How To Finance Your Project *(repeated again at 15.00 hrs)*

Incorporating some real case study examples to explain finance in clear and simple terms, this is an essential seminar today for anyone wishing to obtain the best possible finance for their projects and maximize profits as a result.

### 13.30 – 14.00 Choosing Your Builders & Buying Your Materials

Managing cost means managing the two things you pay for – materials and labour. Find out how to save time in choosing your materials and suppliers and understand the process for identifying and appointing your builders.

### 14.00 – 15.00 Click2Build

Neil Horton from Click2Build will demonstrate their new package home system that's more affordable, sustainable and flexible and is ideal for property developers. The revolutionary new website allows you to design, price and plan the build of your Click2Build home on-line. Three more footprints are being launched today!

### 15.00 – 15.30 How to Finance Your Project

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### 16.30 – 17.00 Project Managing Yourself with Sub-contractors or a Builder

Could I manage my own development project? Thousands of people do at many different levels and so could you. But in making this decision, you should learn what is really involved and how much time you really need.

## Pickupaproperty

Drop by and meet Edward Sykes and the rest of Pickupaproperty team opposite the Technical Help Desk. Pickupaproperty.com is a website that finds UK renovation opportunities and sends them to its subscribers. Edward is also a freelance property journalist and has written on the subject of renovation for several magazines including Property Ladder and Period Ideas. Edward has a long association with the National Self-build and Renovation Centre and has given several seminars here. He has first-hand experience, having renovated a 4 bedroom Victorian terraced house in London.



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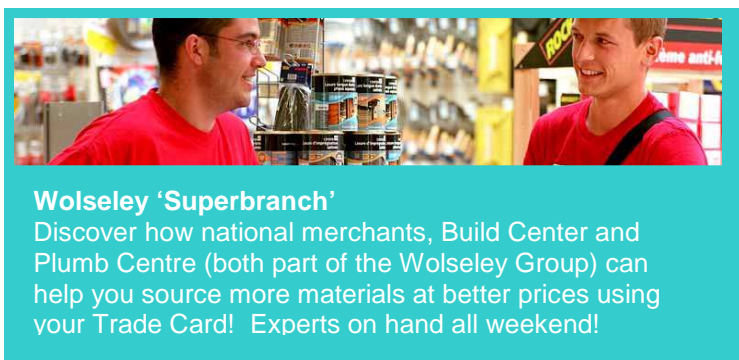
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## Finding your way around

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