

# PLATINUM ACCELERATOR



**I LOVE**  
REAL ESTATE

August 2017

# Mastermind Event

# Sydney

---

# Brad Cassidy

NSW State Coach



# PLATINUM ACCELERATOR

August 2017

# Mastermind Event



---

# Strata Titling

**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 – 10:00 Strata Titling

# Workshop Format

- Use microphone
- Involve everyone in the conversation
- Be supportive



# Housekeeping – National Conference 19<sup>th</sup>-20<sup>th</sup> Aug

- MUST **RSVP** with Knowledge Source
- **Fri 18<sup>th</sup>** Happy Hour in Atrium Bar – Sofitel Melbourne (Level 35) 6:30-7:30pm. Bar menu to purchase own food.
- **Sat 19<sup>th</sup>** Dinner & Networking at the Crafty Squire, 127 Russell St Melb. Food & drink at own cost. Best to have cash for food.



# Housekeeping (cont.)

- **Community Profiles:** Email coming out to all those that have not yet completed their Profile on the Community Profile Page



# PLATINUM ACCELERATOR

# Changing Unwanted Habits

---



**Change Your Life by  
Changing One Habit**



**I LOVE  
REAL ESTATE**



In 1932, **Frederic Bartlett** was working at Cambridge University when he conducted one of the most famous cognitive psychology experiments of all-time. For this research study, Bartlett recited a Native American folk tale called “The War of the Ghosts” to each participant.

Then, Bartlett followed up with each person several times over the following year and asked them to tell the story back to him.

As you might expect, the story shortened over time as participants forgot certain details.

What wasn't expected, however, was that each person adapted the story to fit their expectations of a “normal” world. You see, each participant was British and this Native American story had a few cultural details that would have seemed out-of-place in British society.

Each subject adjusted the story so that it would make more sense in the British view of the world. Confusing details were slowly altered each time the story was retold. Participants began to emphasize the more rational parts of the folk tale. The order of events were shifted around to make more sense.

Bartlett's research was the first major study that proved how our beliefs about the world can actively change the way we remember and interpret information.

But why did the subjects change the story?

And how can this help you master your mental habits and achieve your goals?

# The Power of Schemas

In psychology terms, Bartlett's subjects were displaying what is known as a “**schema**.” A schema is a set of preconceived ideas that your brain uses to perceive and interpret new information.

We form schemas based on **our experiences in life**. Once they are formed, however, schemas have a tendency to remain unchanged — even in the face of contradictory information.

In other words, your brain creates an “**auto-pilot**” version of how it thinks the world should work, and sometimes you keep using it even when it's no longer true or helpful. This is why Bartlett's subjects changed the details of the story. The original version didn't fit the way they thought the world should work, so they adjusted it until it seemed more reasonable.

This is important because schemas not only impact the memories you have about the outside world, but also the things you believe about yourself.

**If a mother tells her daughter she looks like a tom boy, her daughter may react by choosing activities that she imagines a tom boy would do. Conversely, if the mother tells her she looks like a princess, her daughter might choose activities thought to be more feminine... the individual chooses activities based on expectations instead of desires.**

Imagine that little girl after she has grown up. It's easy to see how the schemas and beliefs that were formed early on could continue to impact her actions years later.

# Unlearning What You Believe to be True

Old beliefs and experiences tend to push you in a certain direction or color your thoughts in a certain way

... but they aren't necessarily serving you anymore.

It's good to take a step back and think about your beliefs about life. Ask yourself, ***“Is this true? Or am I just limiting myself with these beliefs?”***

For example...

**Getting healthy** — is eating junk food really a way to “treat yourself” and “enjoy the good stuff in life” ... or are you telling yourself a story that isn't really true?

**Building a property portfolio** — do you really need to wait until X happens before you start that project? Or are you just telling yourself a story that allows you to maintain what you're currently doing instead of chasing what you're capable of doing?

**Traveling the world** — is it true that “only single people without kids” can travel far and wide? Or is that just an expectation left over from what you have typically seen?

Here is a cool video on changing habits

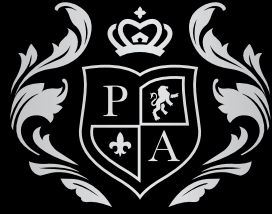


What old beliefs are you still carrying that aren't serving you anymore?

Sometimes you have to unlearn the things that you believe to be true. You don't have to see the world the same way you've always seen it. Just because it was true in the past, doesn't mean it's true today. And just because you learned something one way doesn't mean you learned it the best way.

Don't let yesterday's beliefs dictate the story that you live out today.

**Think about this and where you are at right now and discuss what untrue beliefs might be holding you back**

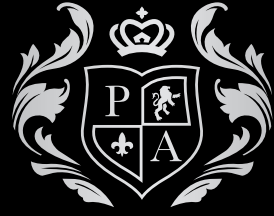


# PLATINUM ACCELERATOR

# Accountability Monthly Goals



**I LOVE**  
REAL ESTATE



# PLATINUM ACCELERATOR

# STRATA TITLING

---

# TRIVIA!



**I LOVE**  
REAL ESTATE

# Activity

- Form groups of 2 or 3 people
- Record your answers on the recording sheet

TRIVIA  
Night

# PHASE 1

Definition, Deal Finding, Due Diligence

# Question 1

List the 4 title types in Australia?

1) \_\_\_\_\_

2) \_\_\_\_\_

3) \_\_\_\_\_

4) \_\_\_\_\_



## Question 2

True or False:

“I am buying a 3 bedroom, 2 bathroom, 1 car strata titled townhouse, its 155m<sup>2</sup> in size and has an exclusive use area of 35m<sup>2</sup>. After settlement, I will own 155m<sup>2</sup> of land?”



# Question 3



**FOR SALE:**

**Block of 6 units on one title. All in sound condition.**

**4 units - 2 beds, 1 bath, 1 car**

**2 units - 1 bed, 1 bath, 1 car**

**Strata title and profit!! STCA.**

**Price is firm: \$600,000**

**Be quick, this won't last long**

# Question 3 Cont.

## Your research outcomes:-

- Purchase costs (incl stamps, inspections etc.) = \$36K
  - Land tax approx: \$6K
  - Cashflow neutral for holding costs purposes
  - 1 bedroom, 1 bath units sell for \$90K (sound condition)
  - 2 bedroom, 1 bath units sell for \$150K (sound condition)
  - Average days on market for both units = 70 days
  - Building requires \$20K work to upgrade to NCC (BCA)
  - Strata fees including all council fees, inspections, plans etc. = \$30K
  - Selling costs are 3% of end value
1. Calculate the GST on sale of all units?
  2. Is there any gross profit (before income tax) if selling all units?

# Question 4

Who would be the most appropriate person to have inspect the property to assess whether or not the property is compliant with the National Construction Code (NCC)?

- a) Dymphna Boholt
- b) Building Certifier / Building Surveyor
- c) Carpenter
- d) Civil Engineer



# Question 5



TRUE OR FALSE:

When you look at purchasing this existing block of 4 units on one title, you notice that there is already 4 carparks which automatically means that parking requirements are met.

# Question 6

What am I?

I am part of a whole. However, I am committed to one only.

I can be used but not individually owned.

I can be various sizes.

I am defined by law.

# Question 7

List 5 ways to search for a strata title opportunity:

1) \_\_\_\_\_

2) \_\_\_\_\_

3) \_\_\_\_\_

4) \_\_\_\_\_

5) \_\_\_\_\_

# ANSWERS

Definition, Deal Finding, Due Diligence

# Question 1

**4 Points**

List the 4 title types in Australia?

- 1) Torrens Title
- 2) Company Title
- 3) Strata Title
- 4) Community Title



## Question 2

**1 Point**

True or False:

“I am buying a 3 bedroom, 2 bathroom, 1 car strata titled townhouse, its 155m<sup>2</sup> in size and has an exclusive use area of 35m<sup>2</sup>. After settlement, I will own 155m<sup>2</sup> of land?”



**FALSE – You don't own the land when doing strata title**

# Question 3



**FOR SALE:**

**Block of 6 units on one title. All in sound condition.**

**4 units - 2 beds, 1 bath, 1 car**

**2 units - 1 bed, 1 bath, 1 car**

**Strata title and profit!! STCA.**

**Price is firm: \$600,000**

**Be quick, this won't last long**

# Question 3 Cont.

2 Points

## Your research outcomes:-

- Purchase costs (incl stamps, inspections etc.) = \$36K
  - Land tax approx: \$6K
  - Cashflow neutral for holding costs purchase
  - 1 bedroom, 1 bath units sell for \$150K (condition)
  - 2 bedroom, 1 bath unit sells for \$200K (condition)
  - Average days to sell units = 70 days
  - Building to upgrade to NCC (BCA)
  - Including all council fees, inspections, plans etc. = \$30K
  - Council rates are 3% of end value
1. Calculate the GST on sale of all units?
  2. Is there any gross profit (before income tax) if selling all units?

**1. NO GST ON STRATA EXISTING UNITS (NO SUBSTANTIAL CHANGE IN NATURE)**  
**2. YES - \$64,600 GROSS PROFIT**

# Question 4

**1 Point**

Who would be the most appropriate person to have inspect the property to assess whether or not the property is compliant with the National Construction Code (NCC)?

- a) Dymphna Boholt
- b) Building Certifier / Building Surveyor**
- c) Carpenter
- d) Civil Engineer



# Question 5

**1 Point**



**TRUE OR FALSE:**

When you look at purchasing this existing block of 4 units on one title, you notice that there is already 4 carpark which automatically means that parking requirements are met.

**FALSE** – You should always check with the town planner to make sure parking is adequate.

## Question 6

**1 Point**

What am I?

I am part of a whole. However, I am committed to one only.

I can be used but not individually owned.

I can be various sizes.

I am defined by law.

**EXCLUSIVE USE**

# Question 7

**5 Points**

List 5 ways to search for a strata title opportunity:

- 1) Search online using specific terms
- 2) Speak with consultants
- 3) Letter box drop / door knocking
- 4) Advertisement – i.e. Place an add on gumtree / classifieds
- 5) Find specialist agents who deal with unit complexes

# PHASE 2

## Building Works & Team

# Question 8

Which professional is the **best** to speak to regarding adequate car parking ratios for strata-titling a block of residential apartments:

- a) Town planner
- b) Traffic Engineer
- c) Building Certifier/ Building Surveyor
- b) Land Surveyor



# Question 9

List at least 4 types of fire rated products:



1) \_\_\_\_\_

2) \_\_\_\_\_

3) \_\_\_\_\_

4) \_\_\_\_\_

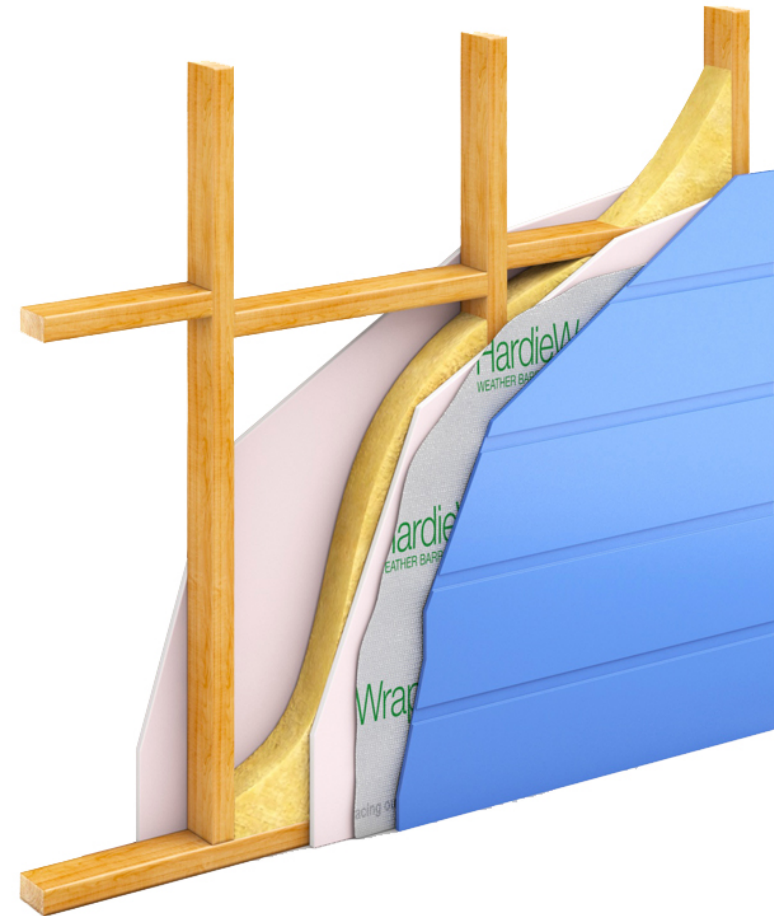
# Question 10

What does each sequence in the 60/60/60 fire rating relate to:

1) \_\_\_\_\_

2) \_\_\_\_\_

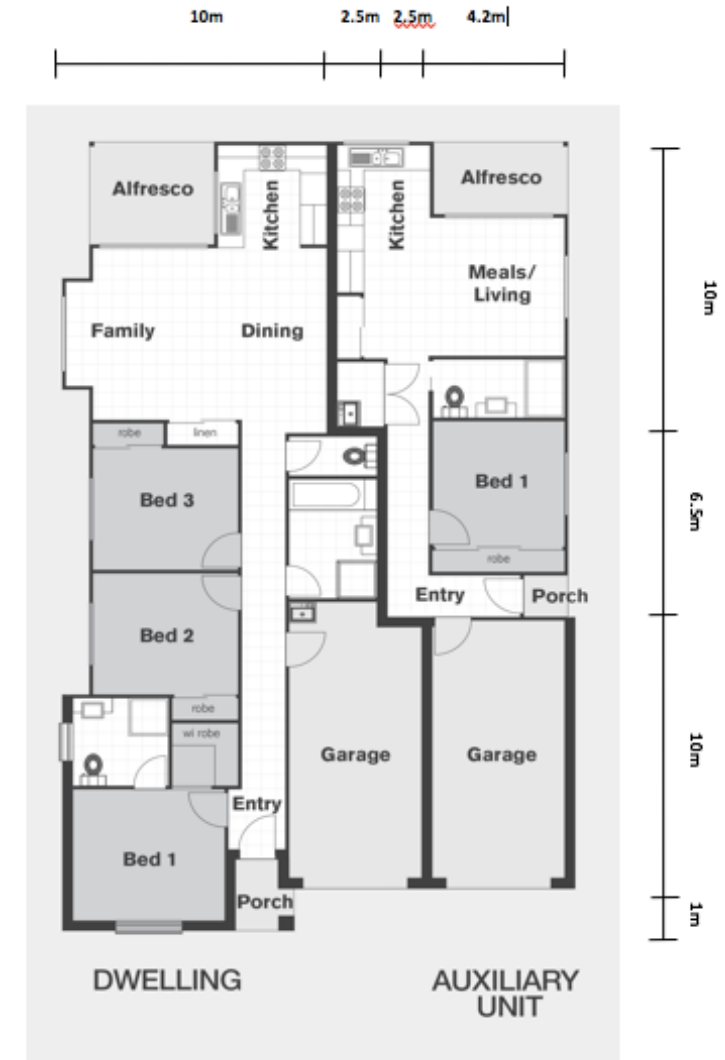
3) \_\_\_\_\_



# Question 11

Calculate the total cost for installing a fire rated wall between the primary residence and auxiliary unit based on:

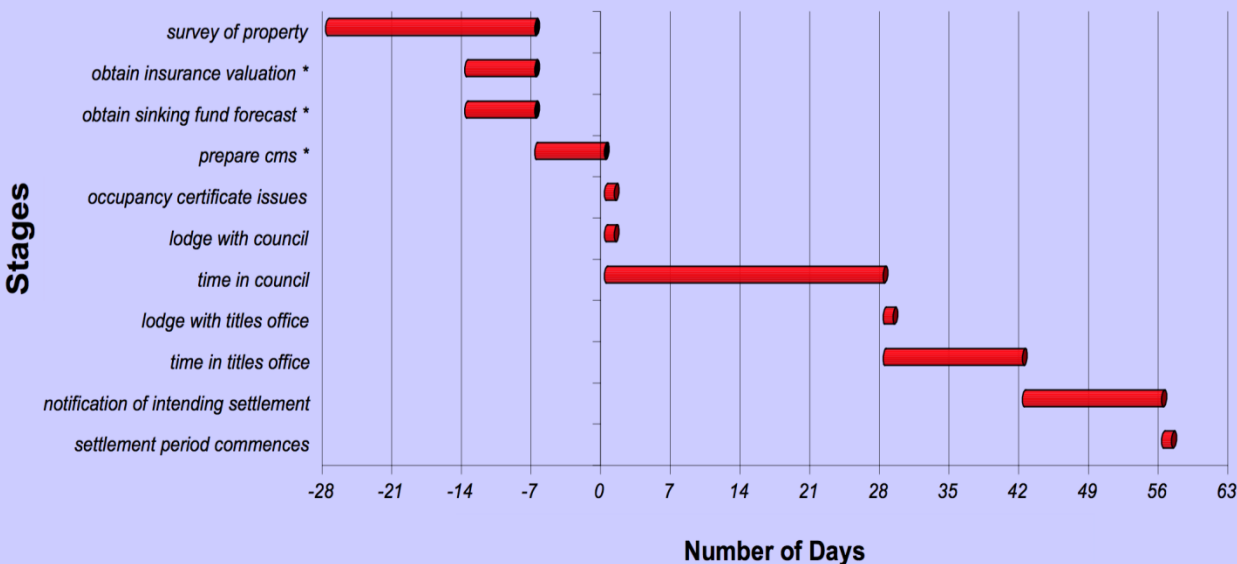
1. Fyrecheck plasterboard @ \$150/m<sup>2</sup> installed
2. Wall (to the roof line) height of 3.6m



# Question 12

Who is the consultant that you would engage to estimate the replacement cost for body corporate insurance?

*Body Corporate Establishment Time Frames*  
(based on the Certificate of Occupancy Issue Date  
and Satisfaction of all Development Approval Conditions - Day 0)



1. Building certifier
2. Insurance broker
3. Solicitor
4. Body corporate manager
5. Quantity surveyor

# Question 13

When it comes to upgrading the building, you must comply to which document:

- a) Council planning scheme
- b) National construction code
- c) Health and well being act
- d) The residential tenancies act



# Question 14

I am able to withstand high amounts of pressure.

Proximity is important.

I'm a friend in times of emergency.

I see the colour red.

**What am I?**

# Question 15

Which of the following team members are **NOT** required for the strata titling process on an existing block of units:

Land Surveyor

Solicitor

Hydraulic  
engineer

Town planner

Geotechnical  
Engineer

Finance  
Strategist



# ANSWERS

## Building and Team

# Question 8

1 Point

Which professional is the **best** to speak to regarding adequate car parking ratios for strata-titling a block of residential apartments:

a) Town planner

b) Traffic Engineer

c) Building Certifier/ Building Surveyor

b) Land Surveyor



# Question 9

**4 Points**

List at least 4 type of fire rated products:



**Fire mats, tape**

**Fire barrier duct wrap**

1) **Fyrecheck plasterboard**

2) **Brick or blockwork**

3) **Intumescent paint**

4) **Mineral Wool**

**Fire service collars**

**Fire rated doors**

# Question 10

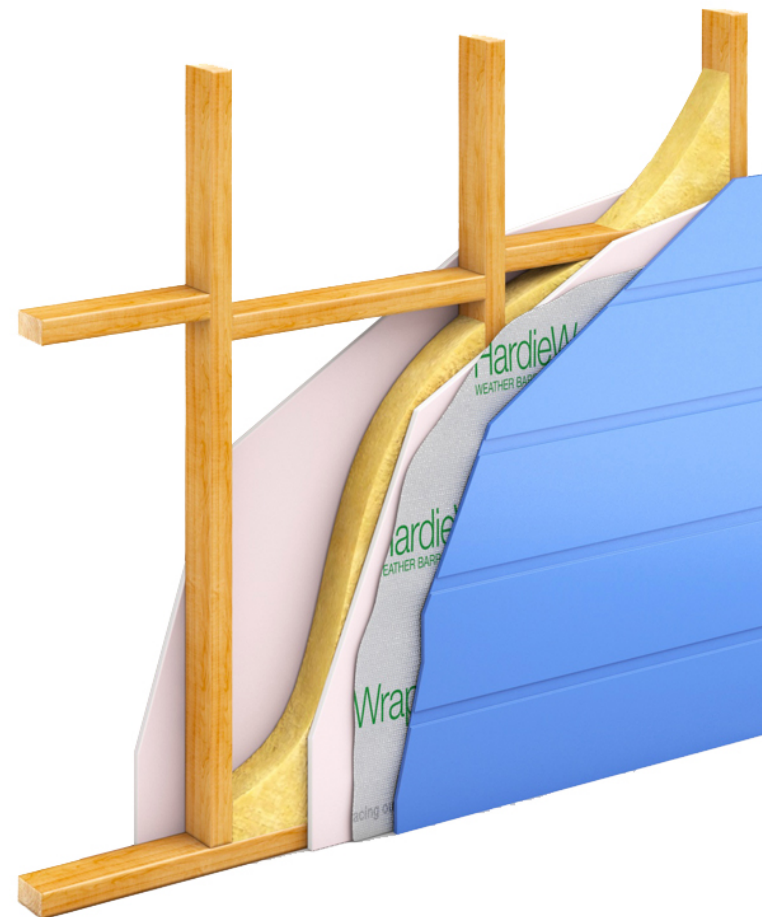
**3 Points**

What does each sequence in the 60/60/60 fire rating relate to:

1) **Structural adequacy** \_\_\_\_\_

2) **Structural integrity** \_\_\_\_\_

3) **Thermal rating** \_\_\_\_\_



# Question 11

**5 Points**

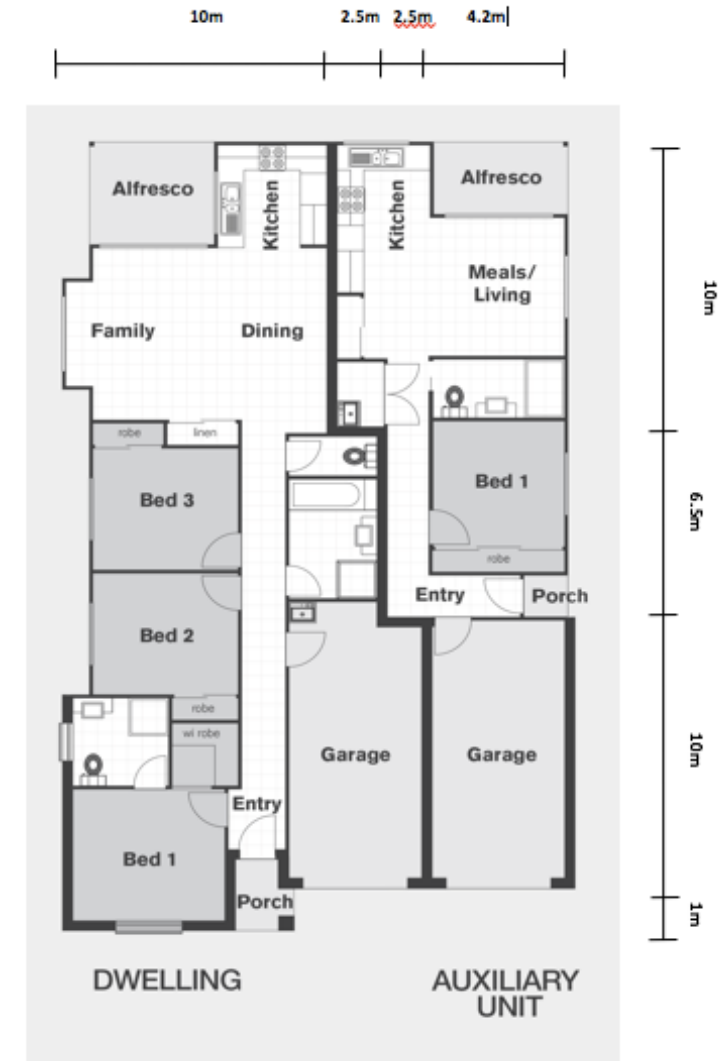
Calculate the total cost for installing a fire rated wall between the primary residence and auxiliary unit based on:

1. Fyrecheck plasterboard @ \$150/m<sup>2</sup> installed
2. Wall (to the roof line) height of 3.6m

**Answer \$17,010**

**(31.5m length wall x 3.6m height = 113.4m<sup>2</sup>.**

**113.4m<sup>2</sup> x \$150 = \$17,010)**

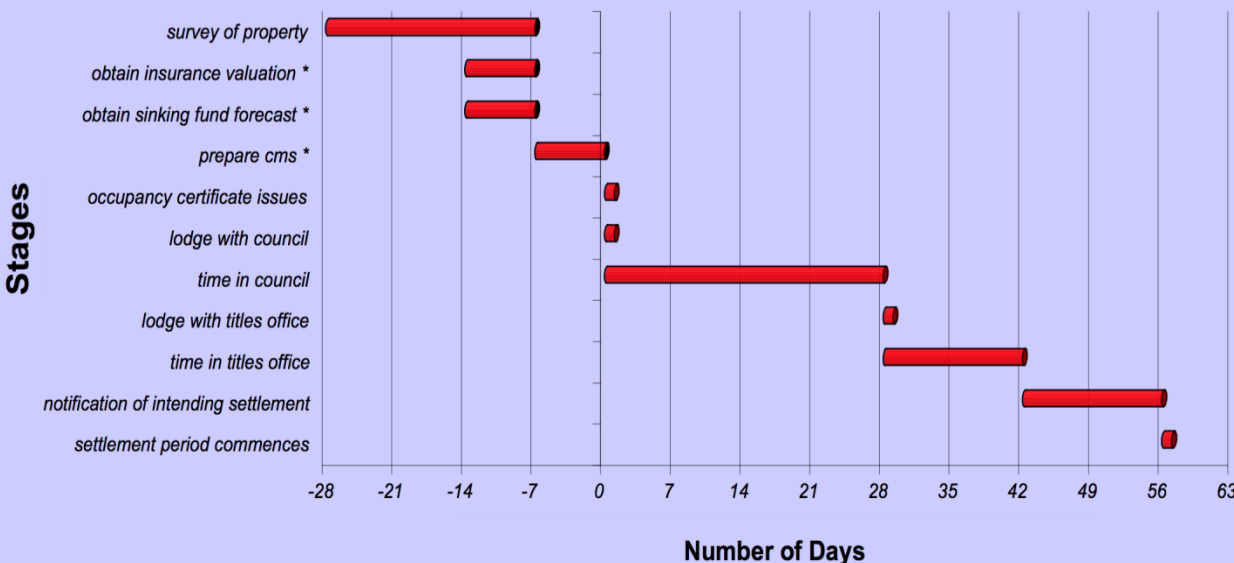


# Question 12

1 Point

Who is the consultant that you would engage to estimate the replacement cost for body corporate insurance?

*Body Corporate Establishment Time Frames  
(based on the Certificate of Occupancy Issue Date  
and Satisfaction of all Development Approval Conditions - Day 0)*



1. Building certifier
2. Insurance broker
3. Solicitor
4. Body corporate manager
5. Quantity surveyor

# Question 13

1 Point

When it comes to upgrading the building, you must comply to which document:

- a) Council planning scheme
- b) National construction code
- c) Health and well being act
- d) The residential tenancies act



# Question 14

1 Point

I am able to withstand high amounts of pressure.

Proximity is important.

I'm a friend in times of emergency.

I see the colour red.

**What am I?**

**Fire Hydrant**

# Question 15

1 Point

Which of the following six team members are **NOT** required for the strata titling process on an existing block of units:

- Land Surveyor
- Solicitor
- Hydraulic engineer
- Town planner
- Geotechnical Engineer
- Finance Strategist



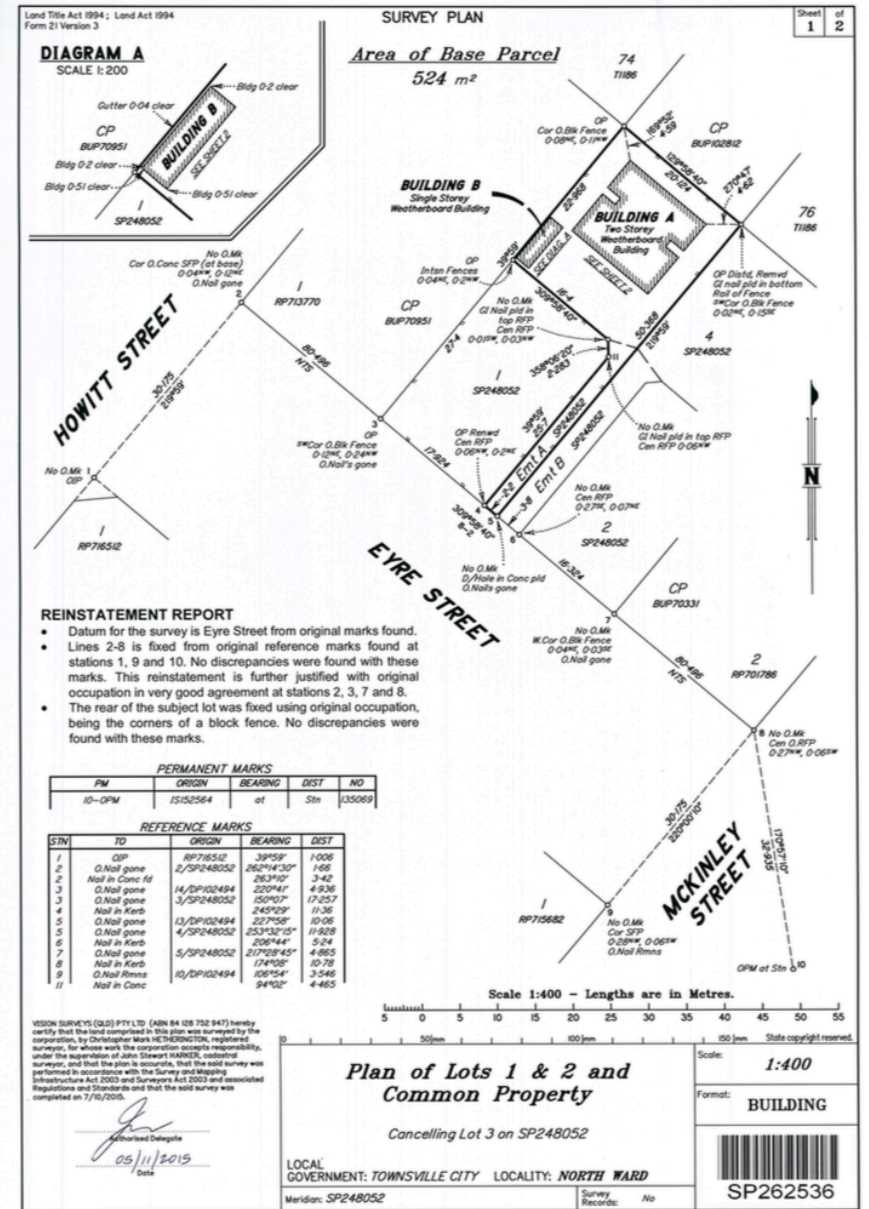
# PHASE 3

## Paperwork Process, Costs & Finance

# Question 16

Reading off the survey plan:

- 1) How many new lots are being created from the strata process?
- 2) How many lots are being cancelled by the strata process?
- 3) What is the new survey plan number?
- 4) Is it OK to fold this plan?



# Question 17

List 4 components of a Community Management Statement.

1) \_\_\_\_\_

2) \_\_\_\_\_

3) \_\_\_\_\_

4) \_\_\_\_\_



# Question 18

In 30 seconds, list as many Body Corporate By-laws you can think of for a multi unit development.

Item	Item

# Question 19

Put in order the 6 major stages of the strata titling paperwork process:

Plan Sealing

Survey Plan

Sinking Fund Payment  
By Developer

First Body Corp  
Meeting

Titles Department  
Lodgment

Mortgagee Consent

# Question 20

Which 6 costs are specific **ONLY** to Strata Titling?

Item	Item	Item
Town planner fee	Council plan sealing fees	Development approval
Selling costs	Property management fees	Solicitor fee – Title lodgment
Survey – Building format plans	Body corporate set-up	Body corp building insurance on completion
Community management statement prep	Sales commission	Building certifier fee
Construction cost	Interest	Titles Dept. lodgment fee
Insurance report	Fire evacuation plan	Legal fees
GST	Building certifier fee	Body corporate sinking fund report

# Question 21

3 units strata titled will cost the same in hold costs to the same 3 units un-strata titled.

a) True

b) False



# Question 22

3 units strata titled will cost the same in hold costs to the same 3 units un-strata titled.

## 4 REASONS WHY?



- 1) \_\_\_\_\_
- 2) \_\_\_\_\_
- 3) \_\_\_\_\_
- 4) \_\_\_\_\_

# ANSWERS

## Paperwork Process, Costs & Finance

# 4 Points

# Question 16

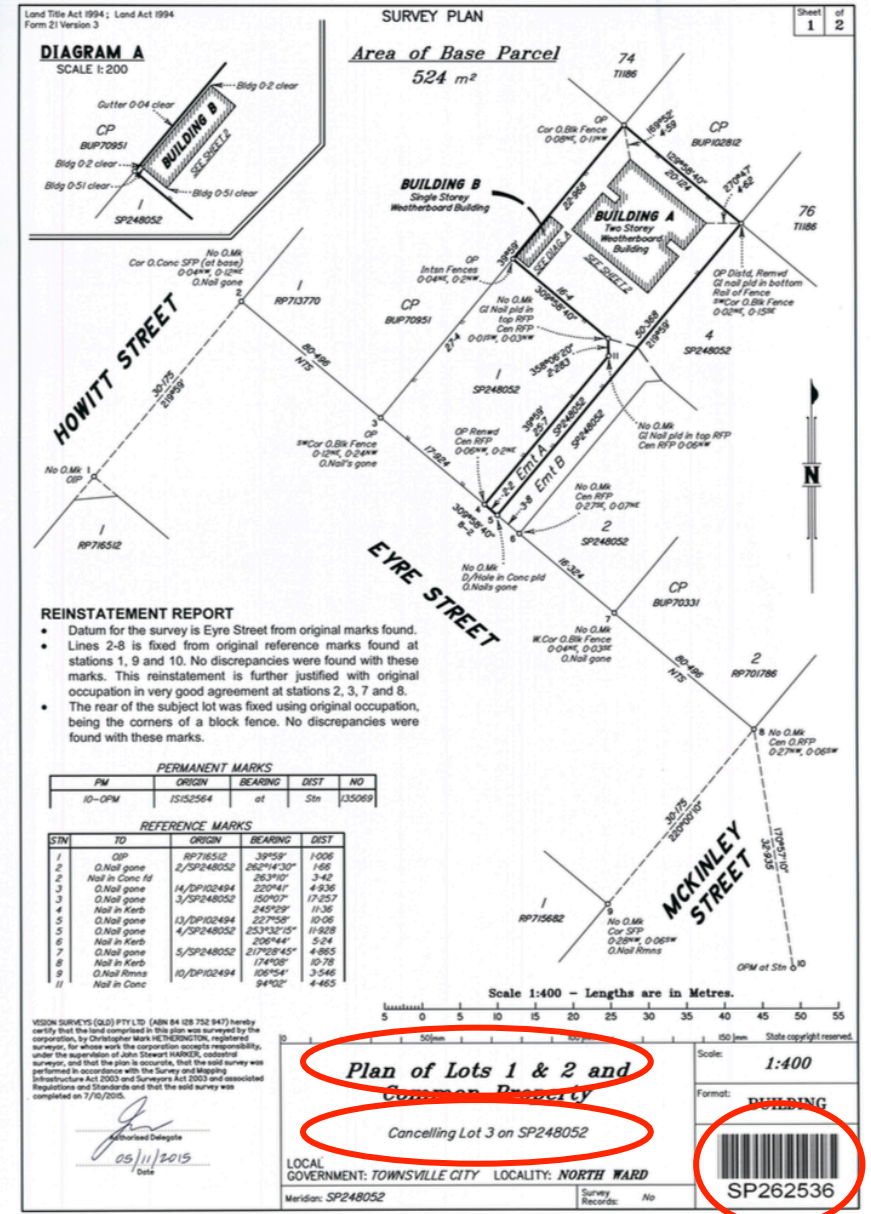
Reading off the survey plan:

1) How many new lots are being created from the strata process? **2**

2) How many lots are being cancelled by the strata process? **1**

3) What is the new survey plan number? **SP262536**

4) Is it OK to fold this plan? **NO!!!!!!**



PLATINUM ACCELERATOR

# Question 17

**4 Points**

List 4 components of a Community Management Statement.

- 1) Lot Entitlement Schedule
- 2) Bi-laws
- 3) Easement Descriptions
- 4) Exclusive Use Area Descriptions
  - Exclusive Use Plan
  - Services Location Diagram
  - Draft Budget



# Question 18

In 30 seconds, list as many Body Corporate By-laws you can think of for a unit development project.

Item	Item

# Question 18

**1/2 Point each**  
**Max 10 points**

In 30 seconds, list as many Body Corporate By-laws you can think of for a unit development project.

Item	Item
Noise & Nuisance	Appearance of Lots
Vehicles & Parking	Keeping of Animals
Obstruction	Signage
Damage to Lawns / Common Property	Water Use
Behavior of Invitees	Vermin
Auction & Garage Sales	Balconies / Terraces
Rubbish	Utility Services & Retaining Walls
Aerials	Notices

# Question 19

Put in order the 6 major stages of the strata titling paperwork process:

Plan Sealing

Survey Plan

Sinking Fund Payment  
By Developer

First Body Corp  
Meeting

Titles Department  
Lodgment

Mortgagee Consent

# Question 19

**6 Points**

Put in order the 6 major stages of the strata titling paperwork process:

1. Survey Plan
2. Plan Sealing
3. Mortgagee Consent
4. Titles Department Lodgment
5. Sinking Fund Payment By Developer
6. First Body Corp Meeting

# Question 20

Which 6 costs are specific **ONLY** to Strata Titling?

Item	Item	Item
Town planner fee	Council plan sealing fees	Development approval
Selling costs	Property management fees	Solicitor fee – Title lodgment
Survey – Building format plans	Body corporate set-up	Body corp building insurance on completion
Community management statement prep	Sales commission	Building certifier fee
Construction cost	Interest	Titles Dept. lodgment fee
Insurance report	Fire evacuation plan	Legal fees
GST	Building certifier fee	Body corporate sinking fund report

# Question 20

6 Points

Which 7 costs are specific **ONLY** to Strata Titling?

Item	Item	Item
Town planner fee	Council plan sealing fees	Development approval
Selling costs	Property management fees	Solicitor fee – Title lodgment
Survey – Building format plans	Body corporate set-up	Body corp building insurance on completion
Community management statement prep	Sales commission	Building certifier fee
Construction cost	Interest	Titles Dept. lodgment fee
Insurance report	Fire evacuation plan	Legal fees
GST	Building certifier fee	Body corporate sinking fund report

# Question 21

1 Points

3 units strata titled will cost the same in hold costs to the same 3 units un-strata titled?

a) True

b) False



# Question 22

**4 Points**

3 units strata titled will cost the same in hold costs to the same 3 units un-strata titled.

## **4 REASONS WHY?**



- 1) Higher Council Rates Costs
- 2) Body Corp Levies
- 3) Higher Water, Sewer, Insurance Costs
- 4) Land Tax

# QUESTIONS?