



PLATINUM
ACCELERATOR

August 2017
**Mastermind
Event**

Melbourne

Michael Tiemens
VIC State Coach





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August 2017
**Mastermind
Event**

Strata Tiling

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 Tiling



Workshop Format

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



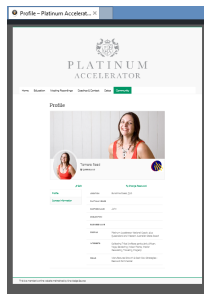
Housekeeping – National Conference 19th-20th Aug


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



Housekeeping

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






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Changing Unwanted Habits





Change Your Life by
Changing One Habit



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





Accountability Monthly Goals



STRATA TITLING

TRIVIA!

Activity

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



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 155m² in size and has an exclusive use area of 35m². After settlement, I will own 155m² 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 155m² in size and has an exclusive use area of 35m². After settlement, I will own 155m² of land?"



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



Horizontal lines for answer

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



Horizontal lines for answer

Question 3 Cont.

2 Points

Your research outcomes:-

- Purchase costs (incl stamps, inspections etc.) = \$36K
 - Land tax approx: \$6K
 - Cashflow neutral for holding costs
 - 1 bedroom, 1 bath units sell for \$150,000
 - 2 bedroom, 1 bath units sell for \$200,000 (in sound condition)
 - Average days to sell = 70 days
 - Building to upgrade to NCC (BCA)
 - All council fees, inspections, plans etc. = \$30K
 - All other 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?

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



Horizontal lines for answer

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:



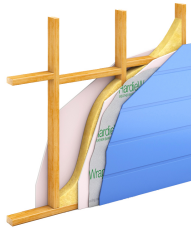
- 1) _____
- 2) _____
- 3) _____
- 4) _____



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/m² installed
- 2. Wall (to the roof line) height of 3.6m



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
- Finance Strategist
- Geotechnical Engineer



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:





- 1) **Fyrecheck plasterboard**
- 2) **Brick or blockwork**
- 3) **Intumescent paint**
- 4) **Mineral Wool**

Fire mats, tape

Fire barrier duct wrap

Fire service collars

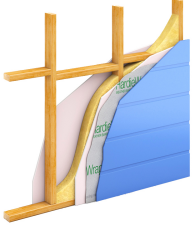
Fire rated doors






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/m² installed
2. Wall (to the roof line) height of 3.6m

Answer \$17,010

(31.5m length wall x 3.6m height = 113.4m².

113.4m² x \$150 = \$17,010)

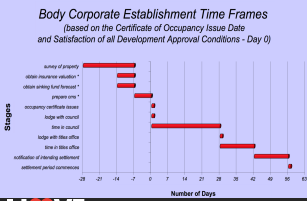


Question 12

1 Point

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



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

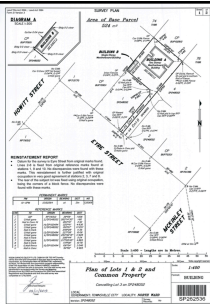
Paperwork Process, Costs & Finance



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
- Mortgagee Consent
- Titles Department Lodgment



Question 20

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

| 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

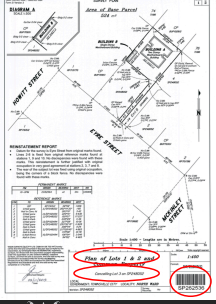
Paperwork Process, Costs & Finance


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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!!!!!!**





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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



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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

Titles Department Lodgment

First Body Corp Meeting

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 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 20

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

a) True

(b) False



Question 22

4 Points

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

4 REASONS WHY?

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



QUESTIONS?