



PLATINUM ACCELERATOR



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REAL ESTATE

December 2017

Subdivision

**Mastermind
Event**

Sydney

Brad Cassidy

NSW State Coach

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 Subdivision

Workshop Format

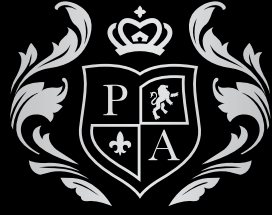
- Use microphone
- Involve everyone in the conversation
- Be supportive



Housekeeping

- Christmas Break: 21st Dec – 8th Jan inclusive
- 2018 NSW Monthly Dates (Thursday's):
 - ❖ All 2018 dates are up on the website under 'Dates'
- 2018 National Conference Dates:
 - ❖ 10 & 11th March – Melbourne
 - ❖ 4 & 5th August – Sunshine Coast
 - ❖ 24 & 25th November - Sydney





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Time To Create
Healthy Beliefs For
The
New Year



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Merry Christmas Beautiful Platinum's



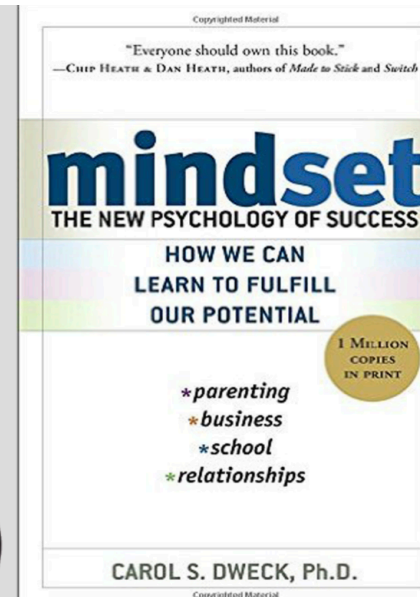
Change your belief in yourself and you change your life!

- There are many reasons why it can be hard to stick to good habits or develop new skills. But more often than not, **the biggest challenge is sitting between your two ears.**
- Your mind is a powerful thing. The stories you tell yourself and the things you believe about yourself can either prevent change from happening or allow new skills to blossom.
- **With Christmas Holidays coming up – it's time to re-calibrate**
- Start 2018 with a new Energy



Carol Dweck is a researcher and author at Stanford University is well-known for her work on **“the fixed mindset vs. the growth mindset.”** Here's how Dweck describes the difference between these two mindsets and how they impact your performance...

- In a **fixed mindset** students believe their basic abilities, their intelligence, their talents, are just fixed traits. They have a certain amount and that's that, and then their goal becomes to look smart all the time and never look dumb.
- In a **growth mindset** students understand that their talents and abilities can be developed through effort, good teaching and persistence. They don't necessarily think everyone's the same or anyone can be Einstein, but they believe everyone can get smarter if they work at it.



- The benefits of a growth mindset might seem obvious, but most of us are guilty of having a fixed mindset in certain situations.
- That can be dangerous because a **fixed mindset can often prevent important skill development and growth, which could sabotage your health and happiness down the line.**
- For example, if you say, **“I'm not a math person”** then that belief acts as an easy excuse to avoid practicing math. The fixed mindset prevents you from failing in the short-run, but in the long-run it hinders your ability to learn, grow, and develop new skills.
- Meanwhile, someone with a growth mindset would be willing to try math problems even if they failed at first. **They see failure and setbacks as an indication that they should continue developing their skills** rather than a signal that indicates, *“This is something I'm not good at.”*

In my experience, identity-based habits tie in directly with the research from Dweck and her contemporaries.

When you let the results define you — your talent, your test scores, your weight, your job, your performance, your appearance — you become the **victim of a fixed mindset**.

But when you dedicate yourself to showing up each day and focusing on the habits that form a better identity, that's when you **learn and develop**.



That's what a **growth mindset** looks like in the real world

- Instead of worrying about winning the championship, **commit to the process of training like a champion.**
- Instead of worrying about writing a bestselling book, **commit to the process of publishing your ideas on a consistent basis.**
- Instead of worrying about getting six pack abs, **commit to the process of eating healthy each day.**
- Instead of worrying about not having enough money to retire or passive income to live on or enough money in the bank to pay the bills, **commit to systematically doing one deal that is either an income deal or a chunk deal.**



Now it's your turn

- Dweck's research raises an important question about the connection between **what you believe and what you do**.
- If you believe things about yourself like...
 - ❖ “It's hard for me to lose weight.”
 - ❖ “I'm not good with numbers.”
 - ❖ “I'm not a natural athlete.”
 - ❖ “I'm not creative.”
 - ❖ “I'm a procrastinator.”

Now reframe these statements into a positive statement about yourself & write down at least one thing that you are committing to now to grow this area of your life

What story's have you been telling yourself which are fixed beliefs that you want to turn in growth beliefs?

Write a list of at least 5 things!

Healthy Beliefs create Healthy Habits
Healthy Habits create Healthy Beliefs
Healthy Habits and Beliefs create
Success

LEWIN'S EQUATION

$$B = f(P, E)$$

- In 1936, a man named [Kurt Lewin](#) wrote a simple equation that changed the way we think about habits and human behavior.
- The equation makes the following statement:

Behavior is a function of the Person in their Environment.



Lewin's "Grand Truism"

Lewin (1933/1935)
Quote from Jones (1985)

$$B = f(P, E)$$

where

B = Behavior

P = Factors Internal to Person

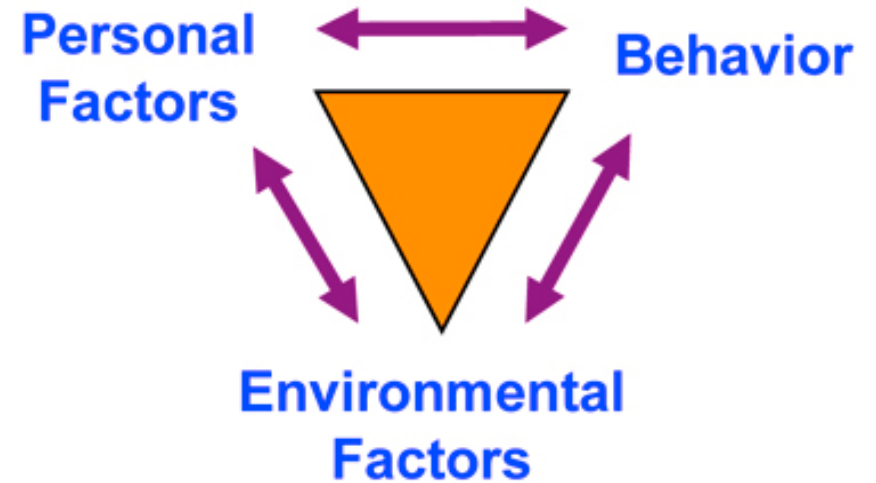
E = Factors in External Environment

What Drives Our Behavior?



- Before Lewin's Equation became famous, most experts believed that a person's habits and actions were a result of the type of person they were, not the environment they were in at the time.
- You can still find many examples of this belief today.
- For instance, if you struggle to stick to a diet you might say, "I just don't have any willpower." Or, if you can't seem to finish that big project like writing a book, you might say, "I'm a great starter, but a lousy finisher."
- **These statements imply that our habits and actions are determined by some set of characteristics that we are born with; that our habits are fixed based on who we are.**

- Lewin, however, said something different.
- He said that **it is not just your personal characteristics, but also your environment that drives your behavior.**
- Your habits are highly dependent upon context. In many cases, your environment will drive your behavior even more than your personality.
- So, maybe you're struggling to stick to that diet because you're surrounded by bad options or unhealthy people, not because you were born with too little willpower.
- Let's consider Personality and Environment further



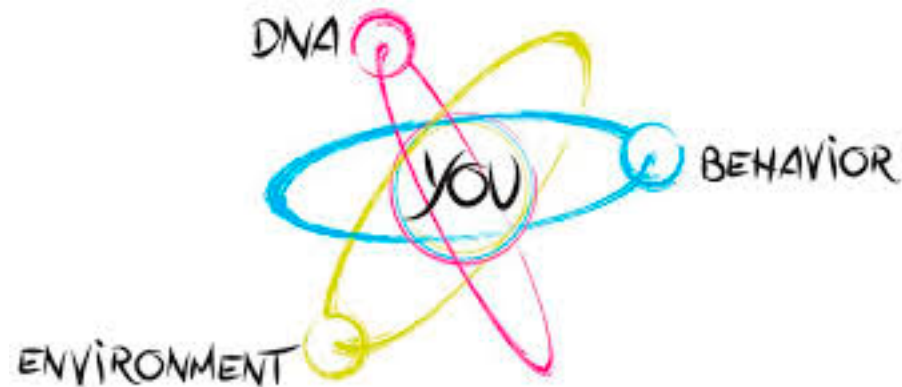
The Elements of Personality

- We know more about our personal characteristics today than we did when Lewin was around. We know that your abilities are not fixed in stone. You can improve.
- The key, however, is to believe you can improve.
- In Dweck's best-selling book, [Mindset](#), it's interesting that the same person can have a growth mindset in one area and a fixed mindset in another.
- In other words, [your identity and beliefs play a role in your habits](#) and if you're looking to create a new identity, you have to [cast a vote for that identity](#).
- The best way to improve your abilities and skills is through [deliberate practice](#).



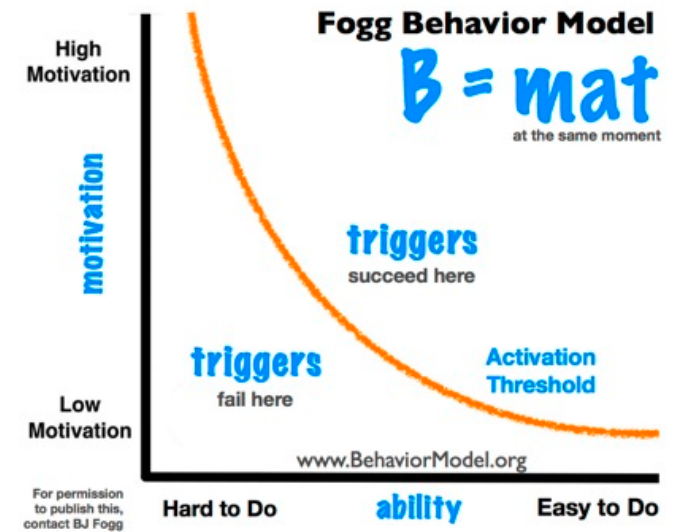
The Elements of Environment

- The second factor in Lewin's Equation, environment, can often seem like something that happens to us rather than something we have control over.
- It can be difficult to change where you work, who you're surrounded by, and where you live.
- That said, there are actually quite a few strategies that you can use to adjust your environment and build better habits.



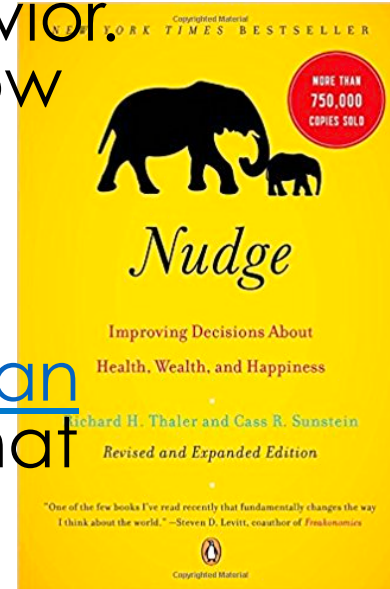
Example 1

- BJ Fogg created the “designing for laziness” system. Fogg wanted to reduce the amount of popcorn he ate, so he took the bag of popcorn out of his kitchen, climbed the ladder in his garage, and put the popcorn on the highest shelf. If he *really* wanted popcorn, he could always go to the garage, get the ladder, and climb up to get it.
- But his default decision when he was feeling lazy would be to make a better choice. By designing his environment for laziness, Fogg made it easier to stick with healthier habits.



Example 2

- Second, the physical space you live in and the arrangement of the things you come across can dramatically alter your behavior. For example, in his book [Nudge](#), Richard Thaler talks about how grocery store products on shelves at eye level get purchased more than those down by the floor.
- Researchers Eric Johnson and Daniel Goldstein [conducted a study that revealed dramatic differences in organ donation rates](#) based simply on two different types of forms that were passed out.
- Massachusetts General Hospital in Boston discovered that they could instantly increase the amount of water people drank and decrease the amount of soda they drank simply by rearranging the way drinks were displayed in the cafeteria. This concept, which is known as [choice architecture](#), refers to your ability to structure the physical space around you to prime good choices.



Example 3

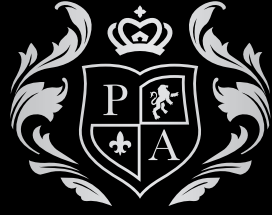
- Third, Change your work / living space. **DECLUTTER**
- **A Cluttered work or living space is a sign of a cluttered mind.**
- We live in the digital environment. There are a wide range of digital triggers that prompt our behavior. When Facebook notifies you of a new action, you're prompted to log back on. When someone emails you, you are prompted to respond.
- These digital triggers are simple ways of building habit-forming behaviors in online products and services. In many cases, these digital triggers become distractions that take you away from the work and habits that are actually important to you.
- Allocate specific times for specific tasks and minimise distractions.



Christmas Hit List

- Write down and discuss your **Christmas Hit List** to make changes in your beliefs, behavior, environment, and habits.
- Make a **Public Statement** of your commitment!





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Accountability Monthly Goals



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Buddy Process Follow-Up

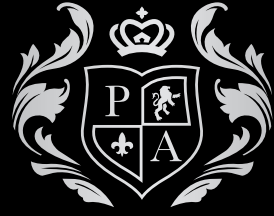


Process Outline

1. Individually review & / or complete your monthly goals for December **5 mins**
2. Share with a buddy – What you are intending on achieving & why **5 mins**
3. Changeover – other person shares their monthly intentions **5 mins**
4. Share with the wider group – monthly goals (x3) **10 mins**
5. Share with you buddy your challenges & wins from the previous month **5 mins**
6. Changeover – other person shares challenges & wins **5 mins**

***** MUST HAVE AT LEAST ONE WIN TO SHARE – DOESN'T MATTER
HOW BIG OR SMALL *****

7. Share with the wider group - challenges & wins (x3) **10 mins**



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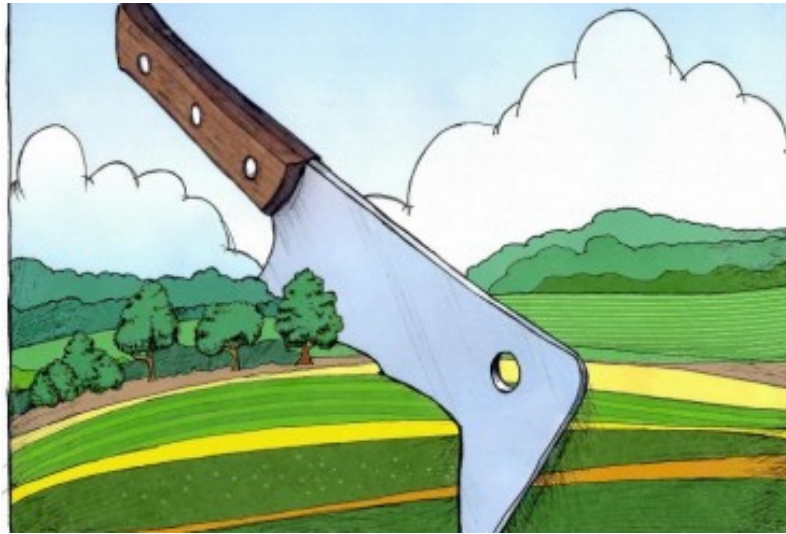
Subdivision



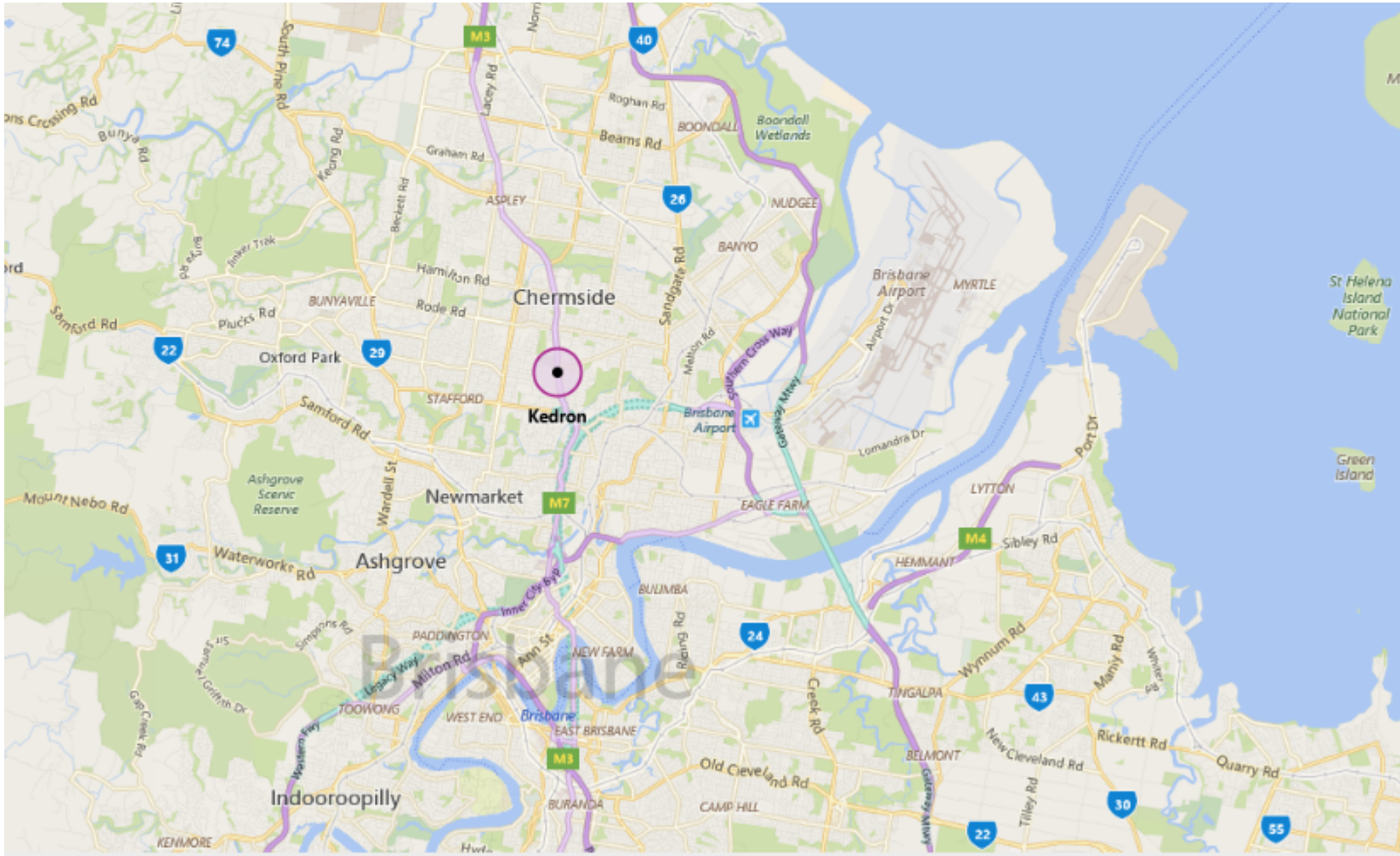
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Subdivision Deal

- Part A: Deal Review
- Part B: Due Diligence / Research
- Part C: Quotes Review

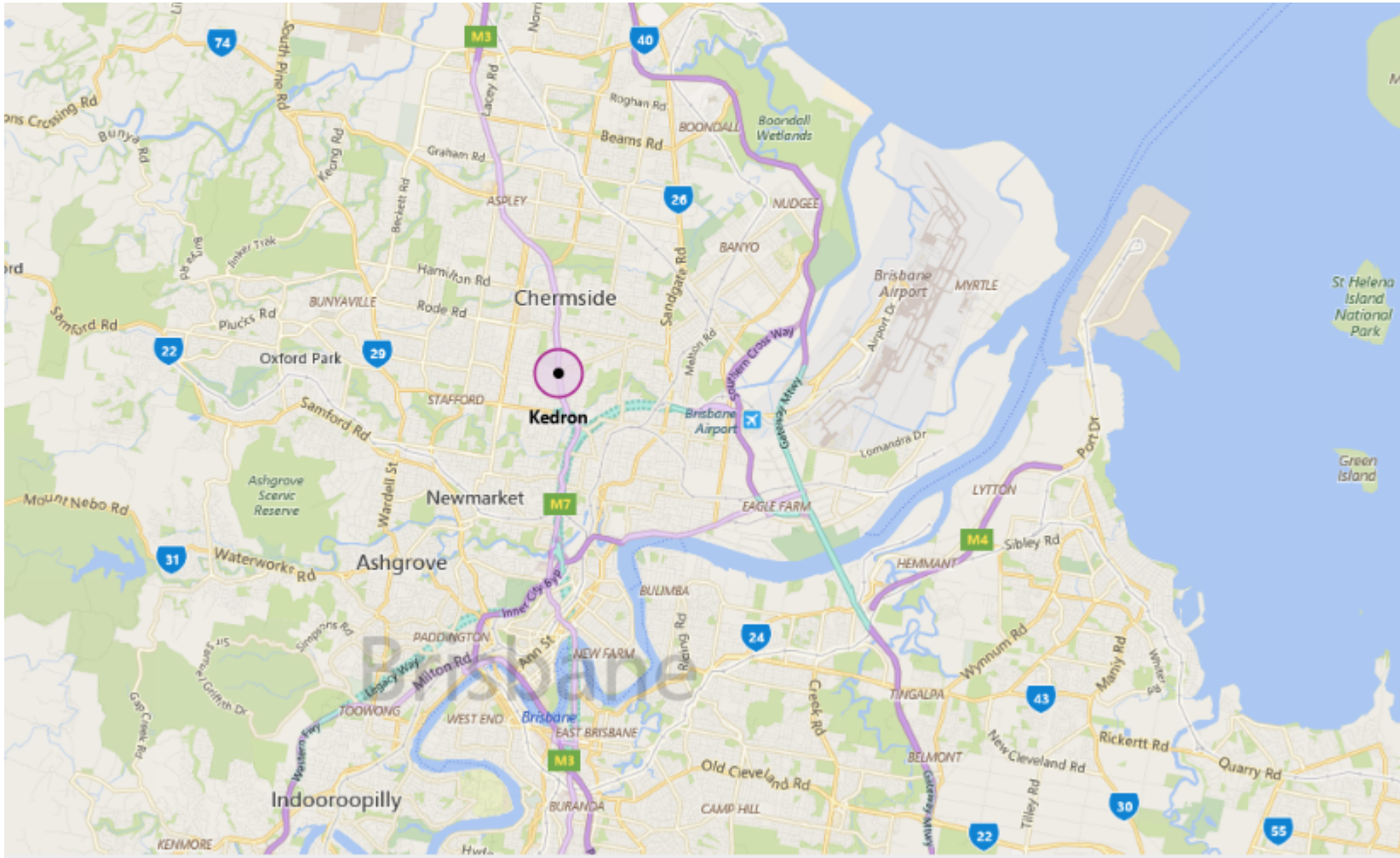


Part A - Location Research -



- Target Suburb = Kedron, Brisbane
- Determine key area attributes? (Google) = Induction Webinar Series

Location Research -

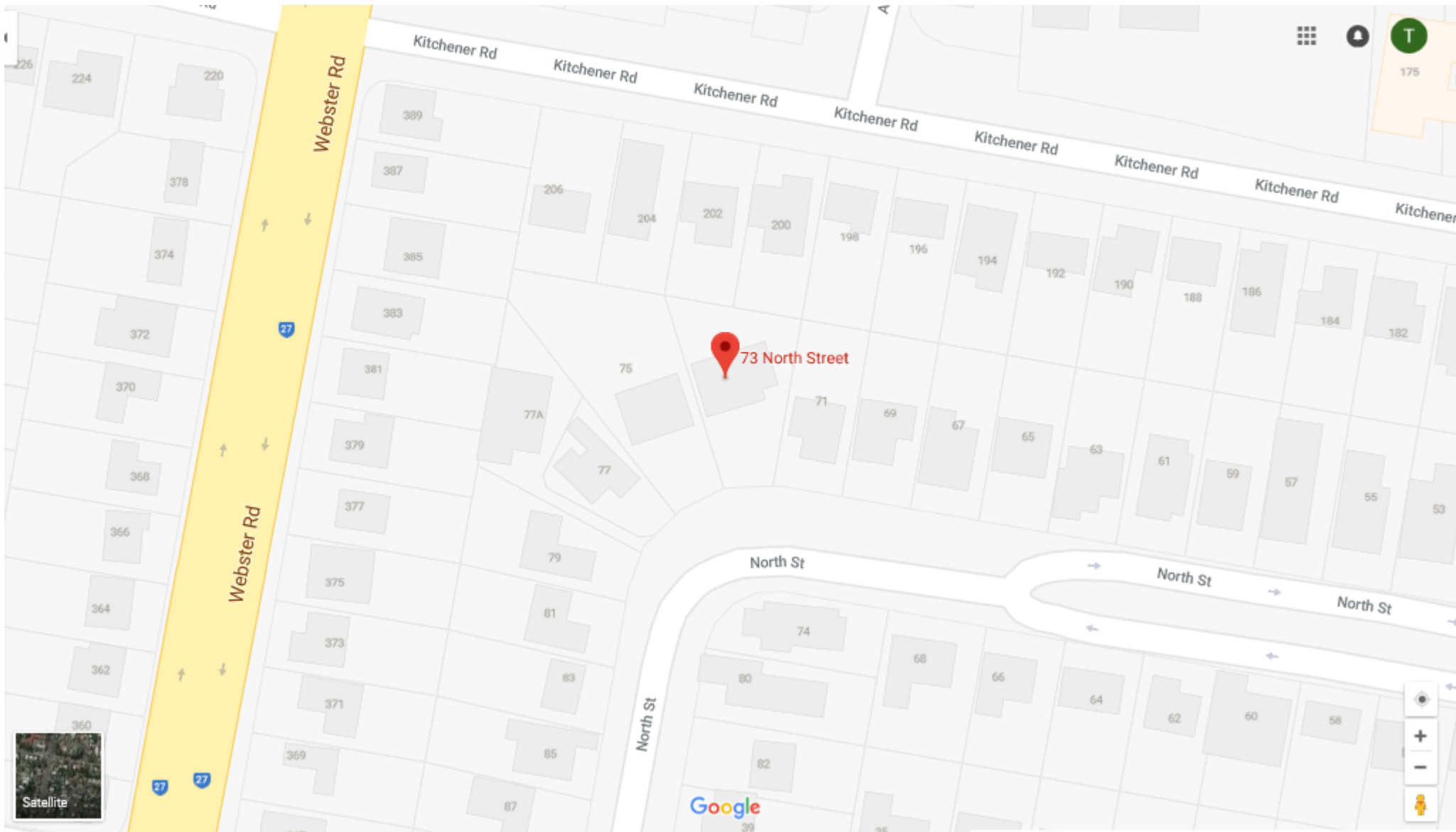


- ❖ 7km to **CBD**
- ❖ 9min to Brisbane **Airport** (Airportlink)
- ❖ Major **road access** - Gympie Rd
- ❖ **Schools** – Primary / High school Public / Private
- ❖ Adjoining The Prince Charles **Hospital**
- ❖ **Industrial / commercial** areas & near Chermiside shopping precinct
- ❖ **Bus** Interchange
- ❖ Kedron Brook **Parkland**

The Deal -



- ❖ Close to services
- ❖ Good access to roads, transport





Street View -









Whilst every attempt has been made to ensure accuracy, Floorplans are representative & should be used as a guide only.

Ray White

Part B - List Due Diligence Questions re Subdivision Potential?

○ Discuss on the Table:

- ❖ Zoning
- ❖ Land size – original parcel
- ❖ Land size – end product
- ❖ Frontage
- ❖ Battle-axe potential
- ❖ Capacity to move house
- ❖ Site cover
- ❖ Overlays
- ❖ Position of services
- ❖ Feasibility

○ Where Answer From?

- ❖ Town planner
- ❖ Town planner
- ❖ Town planner
- ❖ Town planner
- ❖ Town planner
- ❖ Town planner
- ❖ Town planner
- ❖ Council mapping
- ❖ Dial Before You Dig
- ❖ Comparables/Reverse Feaso

Town Planner's Answers -

- **Zoning:** Low Density & Low to Medium Density Plus
- **Land size – original** parcel: Low Density = 800m²
- **Land size – end** product: 400m² frontage lot; 600m² rear lot
- **Frontage:** 10m min for frontage lot end product; 3.5m battle-axe driveway for rear lot
- Capacity to **move house:** Not if built pre 1945
- **Site cover:** 50%

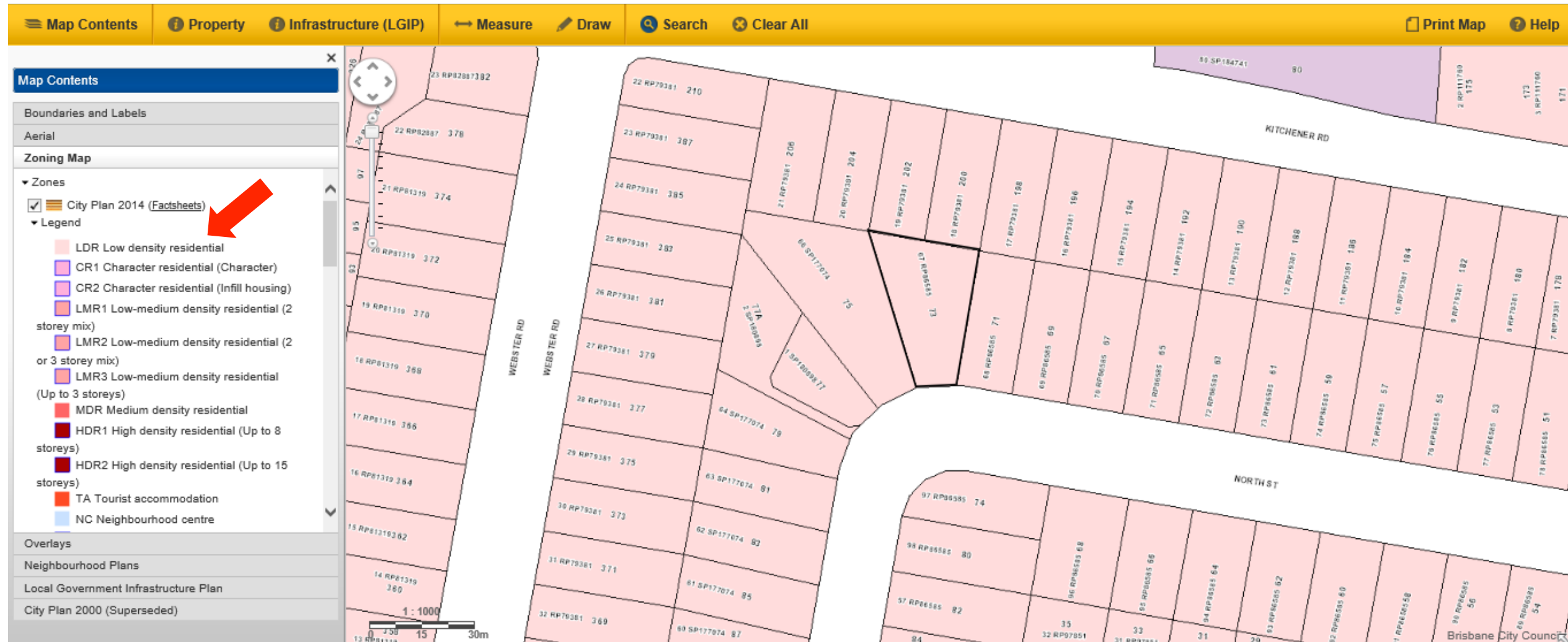
Based on the Following Information – Can the Site be Subdivide?



Site Plan -



Council Zoning Map -



Capacity to Move House? 1946 Aerial

Map Contents Property Infrastructure (LGIP) Measure Draw Search Clear All Print Map Help

Map Contents

Boundaries and Labels

Aerial

- None
- Aerial photography - 2012
- Aerial photography - 1946**

Zoning Map

Overlays

Neighbourhood Plans

Local Government Infrastructure Plan

City Plan 2000 (Superseded)

Can the Site be Subdivide?

Discuss on the Table:

- Zoning –
 - ❖ Low Density ✓
- Land size –
 - ❖ 893m² ✓
- Frontage –
 - ❖ 11.5m ?
- Battle-axe –
 - ❖ Insufficient land ✗
- Capacity to move house –
 - ❖ Yes ✓



Where to put subdivision line?

Frontage Issue?

Additional Town Planner Advise:



- Council likely to relax the frontage requirement if:
 - ❖ A) the average width of the original block was 20m & the half way point of the block was approx. 20m and
 - ❖ B) minimum requirement that the newly created lots can fit a minimum of 9 x 15m rectangle on each lot.

List Overlay's To Research?

Discuss on the Table:

- Slope / Steep land
- Flooding
- Overland Flow
- Water ways
- Native Vegetation Protection
- Heritage / Demolition Control / Character Housing
- Noise

Council Contour / Slope Map -

Map Contents

Boundaries and Labels

- ▶ Local Government Authorities
- ▶ Suburbs
- ▶ Road Labels
- ▶ Property Labels
- ▶ Property Boundaries
- ▶ Railways
- ▶ Waterways / Waterbodies
- ▼ Contours (2002)
 - All
 - Contours 0.5m
 - Contours 1m
 - - Contours 5m
 - - Contours 10m
- ▶ Parking

Aerial

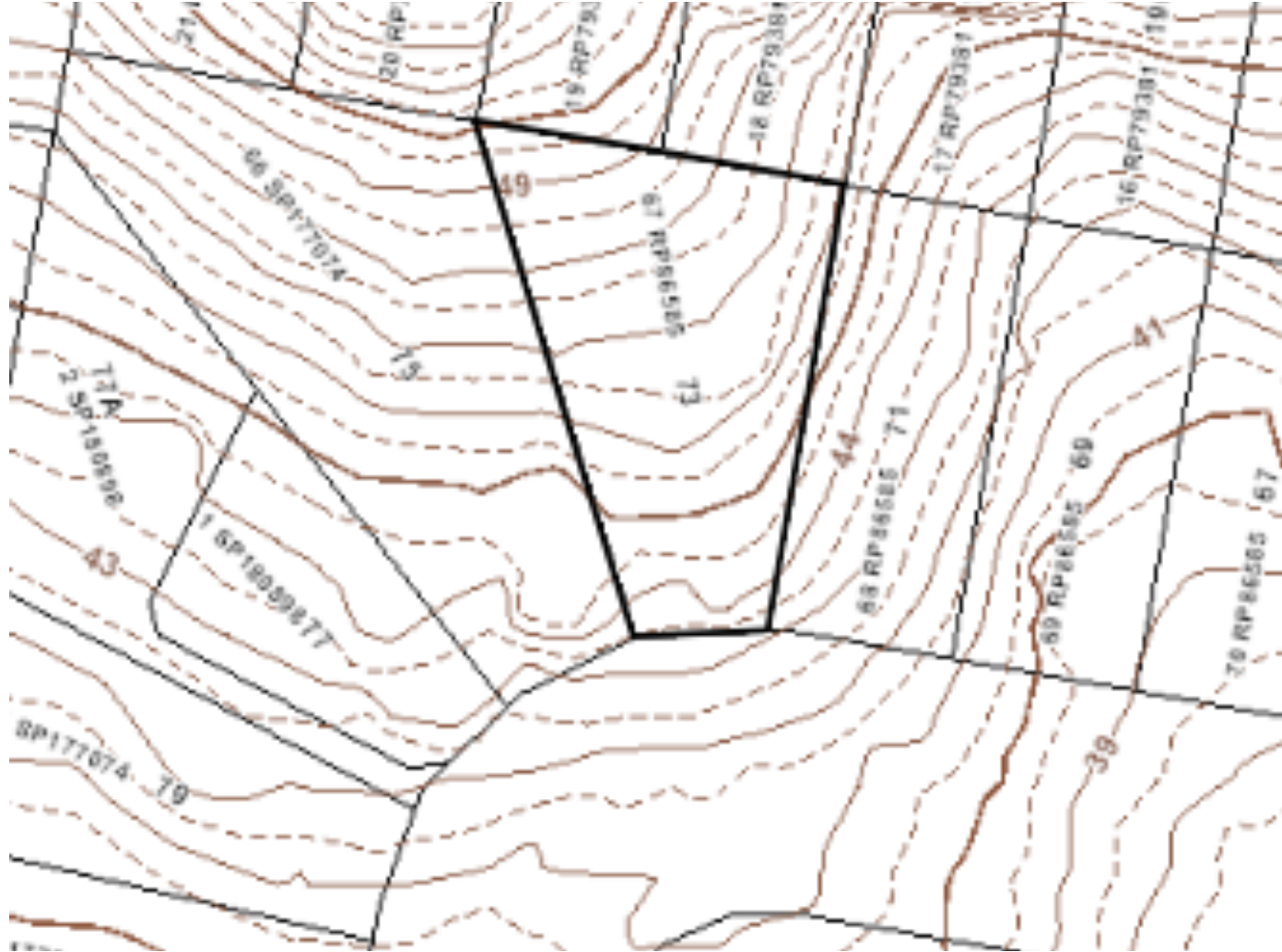
Zoning Map

Overlays

Neighbourhood Plans

Local Government Infrastructure Plan

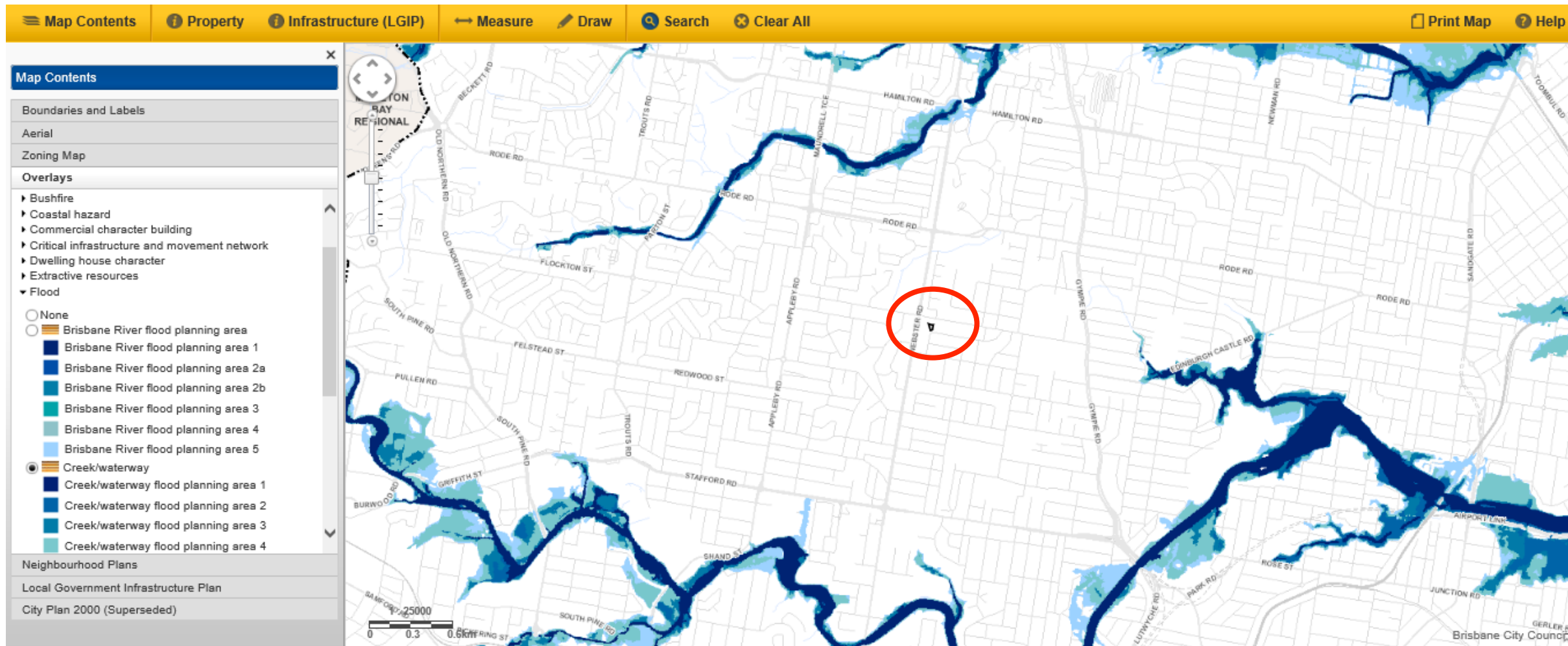
City Plan 2000 (Superseded)



What can be read from this map?

- ◉ Sloping block
- ◉ Slopes to road

Council Flood / Water Ways Map -



Biodiversity / Ecology / Native Veg Map -

Map Contents

- Boundaries and Labels
- Aerial
- Zoning Map
- Overlays**
 - Active frontages in residential zones
 - Airport environs
 - Bicycle network
 - Biodiversity areas
 - All
 - Priority koala habitat area
 - Koala habitat area
 - Biodiversity interface area
 - General ecological significance
 - High ecological significance
- Neighbourhood Plans
- Local Government Infrastructure Plan
- City Plan 2000 (Superseded)

Map Navigation: Map Contents, Property, Infrastructure (LGIP), Measure, Draw, Search, Clear All, Print Map, Help

Map Labels: OLD NORTHERN RD, RODE RD, FLOCKTON ST, FELSTEAD ST, SOUTH PINE RD, GRIFFIN ST, STAFFORD RD, REDWOOD ST, APPELBY RD, MAUNDRELLICE, WEBSTER RD, HAMILTON RD, GYMPIE RD, EDINBURGH CASTLE RD, NEWMAN RD

Scale: 1 : 25000, 0.6km

Bottom Bar: Floodwise, Heritage Register, PDOnline, ePlan, Mapping, Factsheets, State Mapping, TLPI, Terms and Conditions

Heritage Map -

Map Contents Property Infrastructure (LGIP) Measure Draw Search Clear All Print Map Help

Map Contents

- Boundaries and Labels
- Aerial
- Zoning Map
- Overlays
 - ▶ Flood
 - ▼ Heritage
 - All
 - Local heritage place
 - State heritage place
 - Area adjoining heritage
 - Local and State heritage place
 - ▶ Industrial amenity
 - ▶ Landslide
 - ▶ Potential and actual acid sulfate soils
- Neighbourhood Plans
- Local Government Infrastructure Plan
- City Plan 2000 (Superseded)

1 : 25000
0 0.2 0.6km

Brisbane City Council

Floodwise Heritage Register PDOnline ePlan Mapping Factsheets State Mapping TLPI Terms and Conditions



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Traditional Building Character Map -

Map Contents

Property Infrastructure (LGIP) Measure Draw Search Clear All Print Map Help

Map Contents

Boundaries and Labels

Aerial

Zoning Map

Overlays

Dwelling house character

▶ Extractive resources

▶ Flood

▼ Heritage

All

Local heritage place

State heritage place

Area adjoining heritage

Local and State heritage place

Neighbourhood Plans

Local Government Infrastructure Plan

City Plan 2000 (Superseded)

1 : 25000

0 0.2 0.6km

Floodwise Heritage Register PDOnline ePlan Mapping Factsheets State Mapping TLPI Terms and Conditions

Services Location -

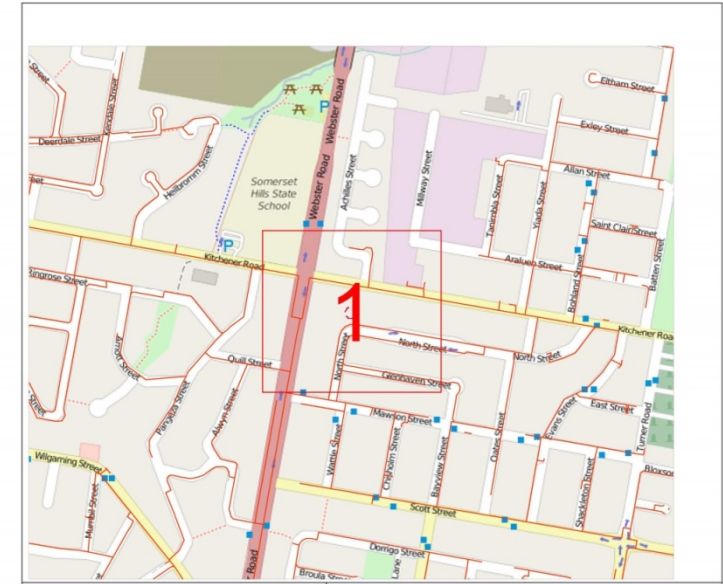
Discuss on the Table – What Services?:

- Stormwater
- Water
- Sewer
- Electricity
- Telstra
- NBN
- Gas

Where get this info from?



28/11/2017 SCALE: DO NOT SCALE REF NO: 66614969
As work on APA underground plant is ongoing any drawing with an issue date of more than one month previous can no longer be considered valid. All persons planning civil works on any site are advised to contact APA to confirm location. All underground gas pipelines are the property of APA & are not to be accessed by unauthorised persons. All care is taken with preparation of the drawings & no responsibility is accepted for errors or omissions.



66614969
Scale: 1: 6000

Data Source
Pipeline Data Copyright APA Group, Property Parcels Copyright QLD Government, UoD Imagery © Copyright Servis, DBID Dig Location provided by DBID.

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This map is created in colour and shall be printed in colour

Distribution Main	Gas Assets and Fittings	Pipe Materials
Class 90 Transmission	Gate Station	Cast Iron
Class 60 Transmission	Regulator Station	Copper
Class 30 Transmission	Block Emergency Valve	Wrought Galvanneal Iron
High Pressure Steel	Isolation Valve	Poly Coated Wrought Galvanneal Iron
High Pressure PE Work	Test Point	Steel
High Pressure/ Class 300	Stephan	Nylon
Medium Pressure PE Nylon	Anode	PP
Medium Pressure (Algal)	Pipeline Marker	Medium Density Polyethylene
Low Pressure	Issue Site Post	HDPE
LPG	Reducer	High Density Polyethylene
Proposed/Under Construction	Pipe Connector Tee	HDPE
Min Gas Pipe	Pipe Connector	Insulated Diameter
Abandoned Gas Pipe	End Cap	Outside Diameter
Stave		
Examples:		
40PE in 50PE CI		40mm Polyethylene in an 80mm (Nominal Diameter) Cast Iron Stave
50PE		43mm Polyethylene inserted in another pipe
Line Polygon Request		

Gas & Pipeline -



66614969 Map Sheet: 1

Scale: 1: 1000



Map Key:

1

Legend

Distribution Main	Gas Assets and Fittings	Pipe Materials
Class 900 Transmission	Gate Station	CI Cast Iron
Class 600 Transmission	Regulator Station	CU Copper
Class 300 Transmission	Block/Emergency Valve	GAL Wrought Galvanised Iron
High Pressure Steel	Isolation Valve	PGAL Poly Coated Wrought Galvanised Iron
High Pressure PE Trunk	Test Point	ST Steel
High Pressure/ Class 500	Siphon	NY/NY11 Nylon
Medium Pressure PE/ Nylon	Anode	PE Polyethylene
Medium Pressure (Algalis)	Pipeline Marker	MDPE Medium Density Polyethylene
Low Pressure	Trace Wire Point	HDPE High Density Polyethylene
LPG	Reducer	DN Nominal Diameter
Proposed/ Under Construction	Pipe Connector/ Tee	OD Outside Diameter
Idle Gas Pipe	Pipe Connector	
Abandoned Gas Pipe	End Cap	
Sleeve		
Line/ Polygon Request		

Examples: 40PE in DN80 CI 40mm Polyethylene in an 80mm (Nominal Diameter) Cast Iron Sleeve
 63PE 63mm Polyethylene inserted in another pipe

Data Source: Pipeline Data Copyright APA Group, Property Parcels Copyright QLD Government, UBD Imagery - Copyright Sensis, D8YD Dig Location provided by D8YD.



Stormwater -



BCC Stormwater and Cable Networks

Sequence Number: 66614965

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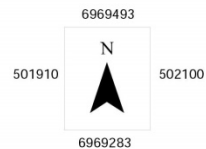
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 Street Names and House Numbers (c) 2017 Brisbane City Council

Caution: This map may contain the locations of abandoned underground asbestos pipes. Council gives no warranty to the completeness or accuracy of these records. Appropriate care needs to be taken in all cases.



Date: Nov 28, 2017

Location:



Copyright BCC, 2017

Legend

Stormwater Network

- Stormwater Drain
- Stormwater Gully / Roofwater Connection
- Future Stormwater Drain
- Stormwater Maintenance Hole
- Stormwater Roofwater Pit
- Stormwater Gully Pit
- Stormwater Field Inlet
- Stormwater Quality Improvement Device
- Stormwater Culvert

BCC Cable Network

- Traffic System Cable
- Traffic Signal Ducting
- Traffic Light Conduit
- Fibre Optic Cable Location
- Flood Telemetry Conduit
- Parking Sensor Ducting
- Fibre Optic Pit Location



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NBN -

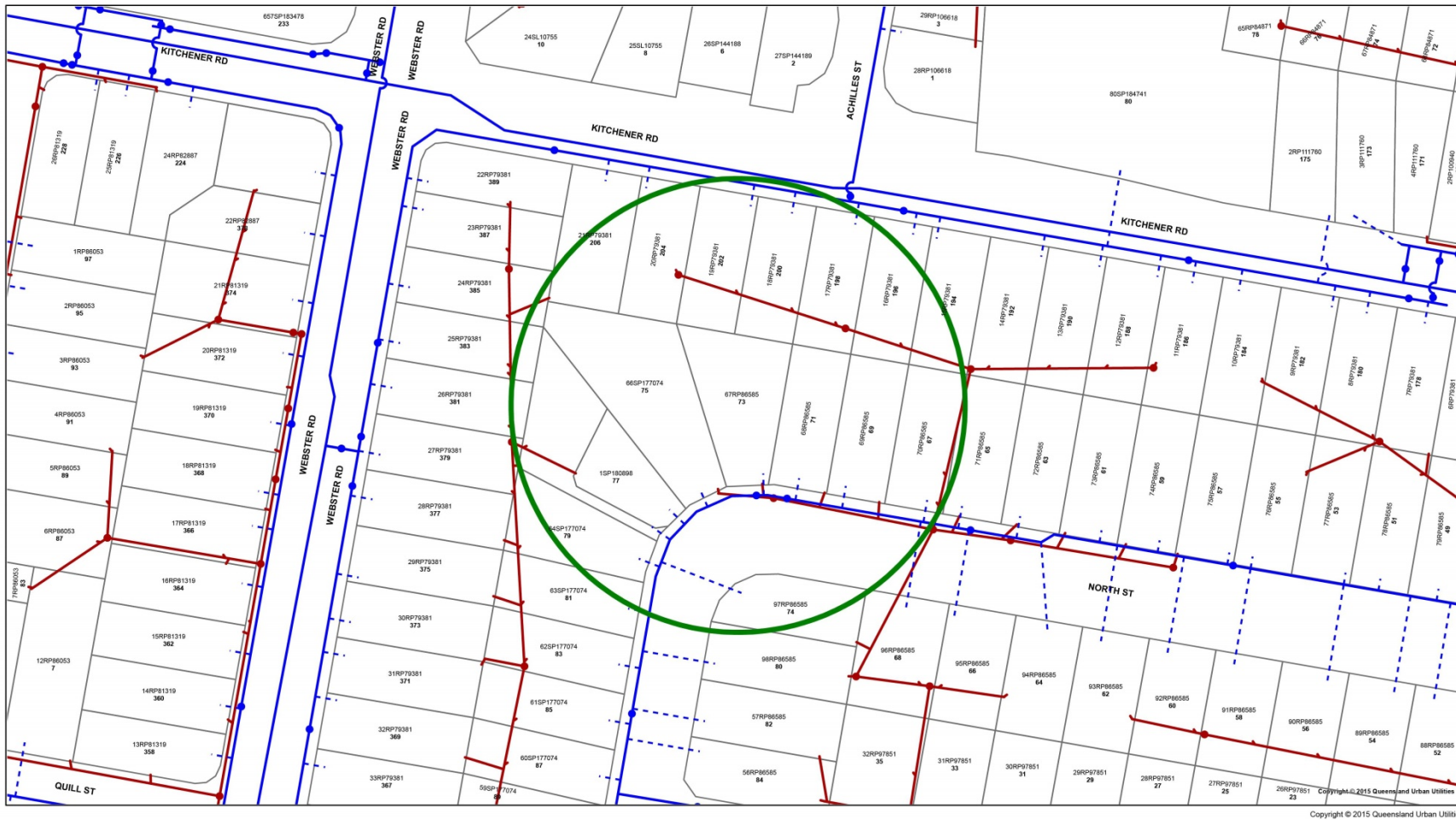




Emergency Contacts

You must immediately report any damage to **nbn™** network that you are/become aware of. Notification may be by telephone - 1800 626 329.



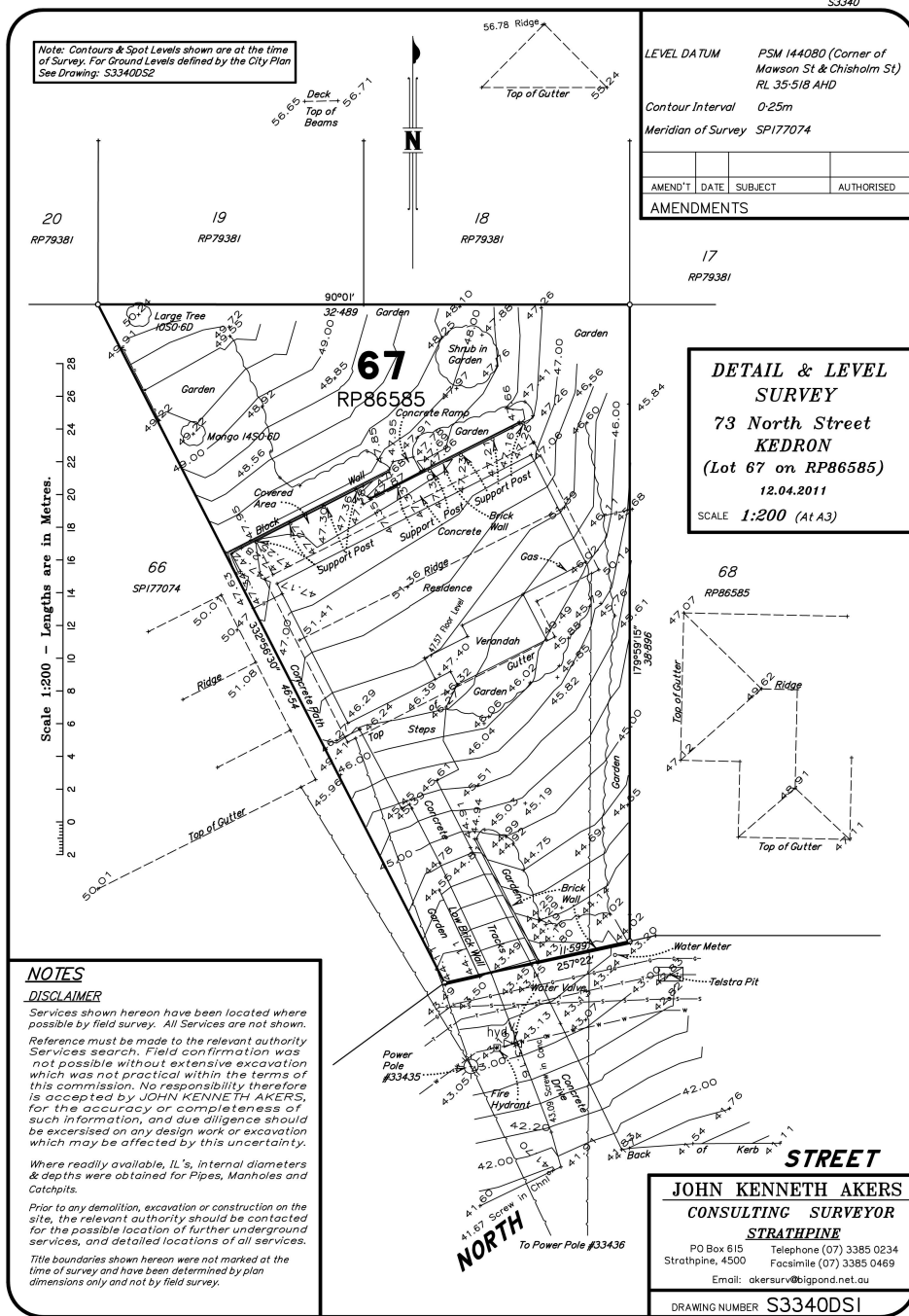
Water & Sewer-



<p>DBYD - Queensland Urban Utilities Water & Sewer Infrastructure</p> <p>DBYD Reference No: 66614971</p> <p><small>Date DBYD Ref Received: 28/11/2017 10:45:00 AM Date DBYD Job in Commence: 30/11/2017 12:00:00 AM Date DBYD Map Produced: 28/11/2017</small></p> <p><small>Produced By: Queensland Urban Utilities</small></p> 	<p>Sewer</p> <ul style="list-style-type: none"> ● Infrastructure ◆ Major Infrastructure — Network Pipelines - - - Recycled Water Pipelines ▨ Network Structures 	<p>Water</p> <ul style="list-style-type: none"> ● Infrastructure ◆ Major Infrastructure — Network Pipelines ▨ Network Structures 	 <p>Map Scale</p> <p>1:1000</p> <p><small>The plans are indicative and approximate only and provided without warranties of any kind, express or implied, including in relation to accuracy, completeness, construction, content or fitness for purpose. QUU takes no responsibility and accepts no liability for any loss, damage, costs or liability that may be incurred by any person acting in reliance on the information provided on the plans. This plan should be used as guide only. Any dimensions should be confirmed on site by the relevant authority. Based on or certain data provided by the State of Queensland (Department of Natural Resources and Mines) (2015). In consideration of the above permitting the use of this data you acknowledge and agree that the State gives no warranty in relation to the data (including accuracy, liability or negligence) for any loss, damage or costs (including consequential damages) resulting in any way from the use of this data. Data must not be used for direct marketing or be used in breach of the privacy laws. © State of Queensland Department of Natural Resources and Mines (2015) For further information, please call Queensland Urban Utilities on 13 25 37 (7am-7pm weekdays). Facts and emergencies 13 25 94 (24/7). www.urbanutilities.com.au ABN 98 673635 011</small></p>
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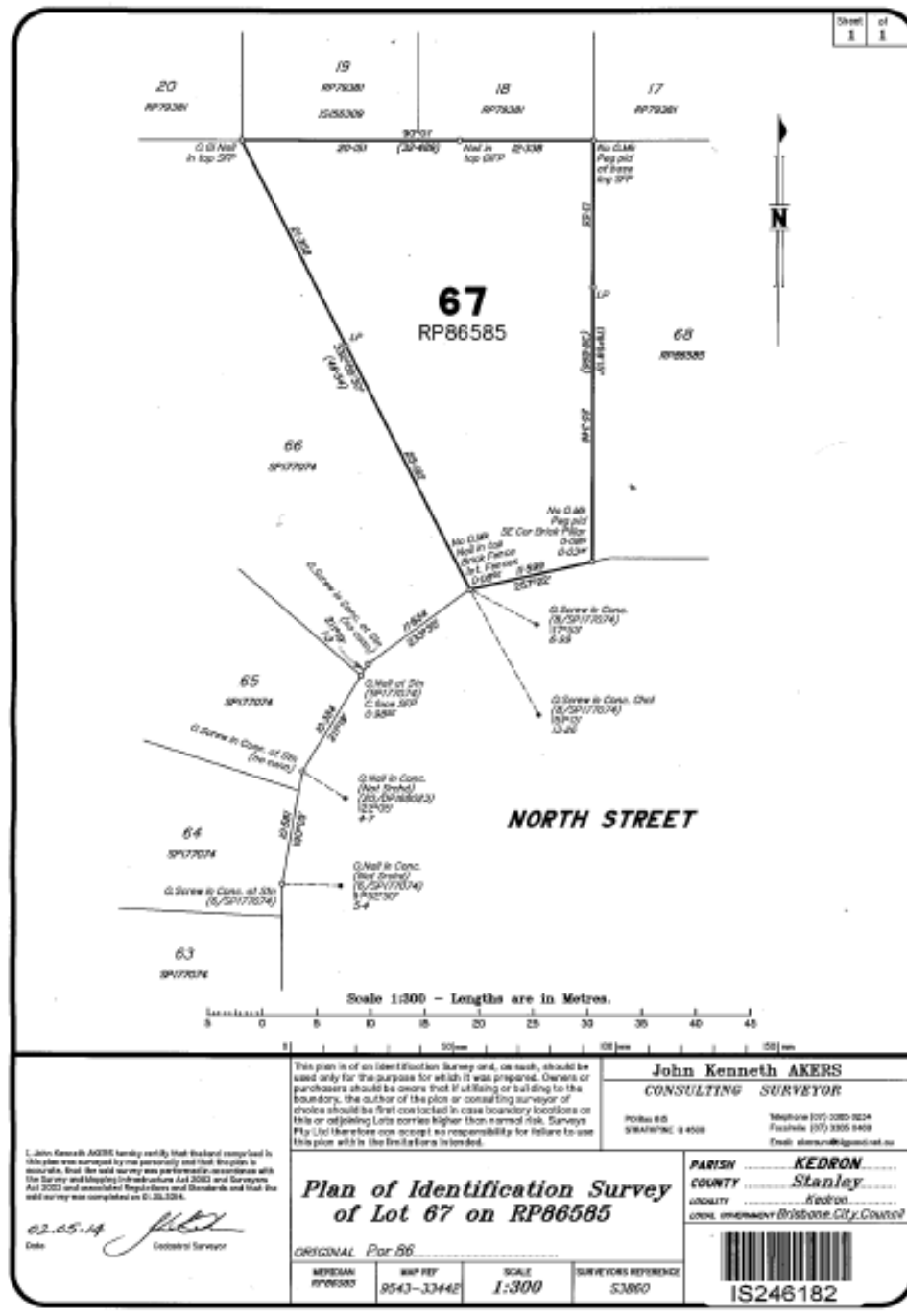
Site Contour & Detail Survey -

Discuss on Table – What Info Observed?:

- Exact slope $49.9 - 43.5 = 6.4m$
- Exact boundary dimensions
- No boundary encroachment
- Power pole, Telstra pit, water meter, fire hydrant position
- House dimensions
- Land size???
- Aspect
- Trees to remove

Identification (Ident) Survey -

- Exact boundary markers (latitude & longitude)
- Plan lodged with Titles Department
- More expensive than site contour & detail survey
- Need to decide if required at beginning or only at end after subdivision



Part C - Quotes Review -

- Partner up
- 1 Print-out per couple

- DA Phase Example (Similar subdivision deal to Part A & B):
 - ❖ 2 x Engineer Quotes
 - ❖ 2 x Surveyor Quotes
 - ❖ 3 x Town planner Quotes

Quotes Review Matrix -

- Are you comparing **apples with apples**?
- Provide **itemised scope** in your initial quote request
- Still have to **dissect each quote** to confirm scope, price, inclusions & exclusions
- **Identify questions** to clarify quote & additional information required



Quotes Review Matrix -

DESIGNER FEES
Liaison with Council & Pre-Lodgement meeting ✨
Town Planning Report ✨
Neighbourhood & Site Description
Design Concept Sketch Plans ✨
Town Planning Documentation
Shadow Diagrams
Material & Colour Schedule
Property Information
Presentation Perspective (3D Renders)
Printing

CONSULTANTS FEES
Feature Survey & Re-Establishment Plan - Levels to A.H.D. ✨
DDA Consultant
Landscaping Consultant
Arborist
Acoustic Engineer
Traffic
Heritage
ESD (Environemntally Sustainable Design)
WMP (Waste Management Plan)
CHMP(Cultural Heritage Management Plan)
EMO(Erosion Management Plan) ✨
BMO(Bushfire Management Plan)
Civil Engineering ✨
Services Engineers - Elec, Hydraulic & Mech
Services Engineers - Fire
Structural Engineer
Geotechnical Engineer
Geotechnical Engineer
Surveyor Proposed Plan of Subdivision ✨
Surveyor Final Plan of Subdivision ✨

✨ Standard items

Quotes Review Matrix -

COUNCIL & AUTHORITY FEES
Town Planning Application Fees ✦
Metropolitan Planning Levy (Over \$1.013m Construction)
Town Planning Advertising Fees - Allow
Developer Contribution fees ✦
New water connection contribution
New sewer connection contribution
Power connection

Surveyor Quotes – Questions

- _____
- _____
- _____
- _____
- _____
- _____
- _____

Surveyor Quotes – Questions

- Contour Detail Survey vs **Ident** Survey?
- **dwg files** & pdf file formats?
- Covers all site details – trees, concrete paths, retaining, fencing , site features etc.?
- **Location of services** – Visual, Council records, DBYD?
- Calc of proposed **subdivision areas**?
- Lead **time**?
- **Delivery** timeframe?
- **Payment** terms? – Deposit then balance on completion (avoid paying 100% upfront)
- **Printing** costs?

Engineer Quotes – Questions

- _____
- _____
- _____
- _____
- _____
- _____
- _____

Engineer Quotes – Questions

- Site inspection?
- Pre-application consultation with Council & subsequent liaison?
- Plan set – site plan, services plan, preliminary stormwater management plan, preliminary erosion & sediment control plan, driveway design, sewer connection design?
- dwg files & pdf file formats?
- No. of amendments allowed for?
- Allows for liaison with town planner?
- Allowance for information request input?
- Allowance for review of DA conditions?
- Lead time?
- Delivery timeframe?
- Payment terms? – Deposit then balance on completion (avoid paying 100% upfront)
- Printing costs?

Town Planner Quotes – Questions

- _____
- _____
- _____
- _____
- _____
- _____
- _____

Town Planner Quotes – Questions

- Includes them preparing **plan of subdivision** or the surveyor?
- **Site inspection** allowed for?
- No. of **amendments** allowed for?
- Allows for **liaison with engineer**, surveyor, Council?
- No. **meetings / consults** allowed for with **client**?
- **Services beyond DA lodgment** e.g. a) Information request response allowed for & how much liaison with council, client etc. b) Negotiated decision, c) Review of DA Conditions.
- Lead **time**, delivery timeframe, payment terms, printing costs

QUESTIONS?