



**PLATINUM**  
ACCELERATOR



**I LOVE**  
REAL ESTATE

December 2017

**Subdivision**

**Mastermind**  
**Event**

Adelaide

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**Michael Tiemens**  
*SA State Coach*

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**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 Subdivision


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**Workshop Format**

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


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Time To Create  
Healthy Beliefs For  
The  
New Year

  
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Merry Christmas Beautiful Platinum's



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**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



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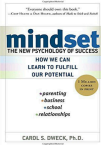
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**Carol Dweck** is a researcher and author at Stanford University is well-known for her work on "**the fixed mindset vs. the growth mindset.**" Here's how Dweck describes the difference between these two mindsets and how they impact your performance...

- 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.

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- 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.*"

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**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

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- 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.**



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**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 stories' 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!**

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

LEWIN'S EQUATION

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

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- 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 (1992)

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

where  
**B** = Behavior  
**P** = Factors Internal to Person  
**E** = Factors in External Environment

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### 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.**

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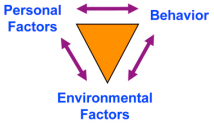
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- Lewin, however, said something different.
- He said that **it is not just your personal characteristics, but also your environment that drives your behavior.**
- Your habits are highly dependent upon context. In many cases, your environment will 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



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### 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](#).



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### 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.



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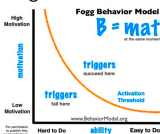
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### Example 1

- 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.



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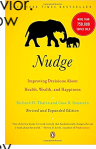
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### Example 2

- 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.




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### 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.




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### 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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### PLATINUM ACCELERATOR



### Accountability Monthly Goals

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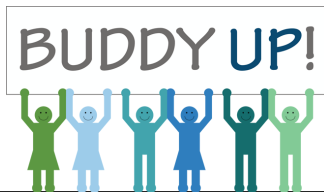
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### Buddy Process Follow-Up



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**Housekeeping**

- **Christmas Break:** 22<sup>nd</sup> Dec – 10<sup>th</sup> Jan inclusive
- **2018 Monthly Dates (Wednesday's):**
  - ❖ No January; 7<sup>th</sup> Feb; 7<sup>th</sup> March; 4<sup>th</sup> April; 9<sup>th</sup> May; 6<sup>th</sup> June; 4<sup>th</sup> July; 8<sup>th</sup> Aug; 5<sup>th</sup> Sept; 3<sup>rd</sup> Oct; 7<sup>th</sup> Nov, 4<sup>th</sup> Dec.
- **2018 National Conference Dates:**
  - ❖ 10 & 11<sup>th</sup> March – Melbourne
  - ❖ 4 & 5<sup>th</sup> August – Sunshine Coast
  - ❖ 24 & 25<sup>th</sup> November - Sydney



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**PLATINUM ACCELERATOR**

**Subdivision**

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**Subdivision Deal**

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



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### Part A - Location Research -



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

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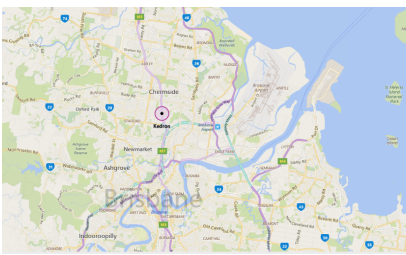
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### Location Research -



- 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 Chermside shopping precinct
- Bus Interchange
- Kedron Brook Parkland

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### The Deal -



- Close to services
- Good access to roads, transport

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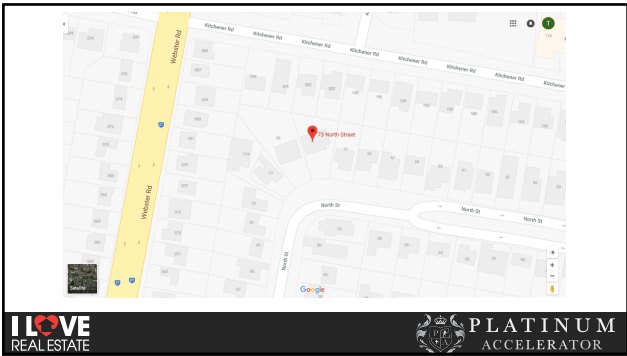
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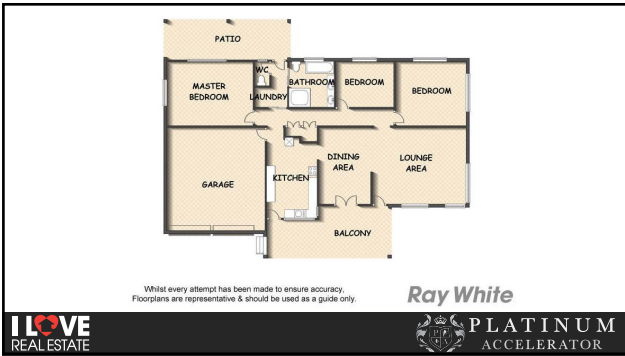
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### Part B - List Due Diligence Questions re Subdivision Potential?

- o 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
- o Where Answer From?
  - ❖ Town planner
  - ❖ Town planner
  - ❖ Town planner
  - ❖ Town planner
  - ❖ Town planner
  - ❖ Town planner
  - ❖ Council mapping
  - ❖ Dial Before You Dig
  - ❖ Comparables/Reverse Feas



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### Town Planner's Answers -

- o Zoning: Low Density & Low to Medium Density Plus
- o Land size – original parcel: Low Density = 800m<sup>2</sup>
- o Land size – end product: 400m<sup>2</sup> frontage lot; 600m<sup>2</sup> rear lot
- o Frontage: 10m min for frontage lot end product; 3.5m battle-axe driveway for rear lot
- o Capacity to move house: Not if built pre 1945
- o Site cover: 50%



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



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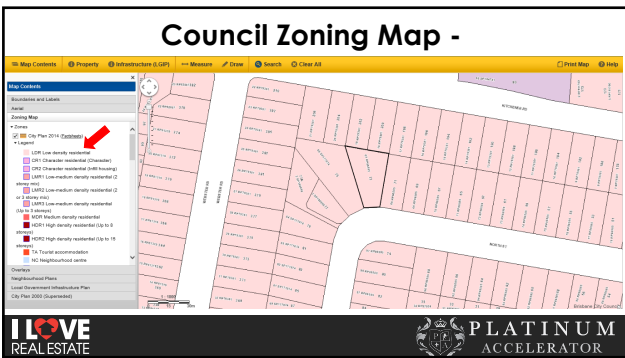
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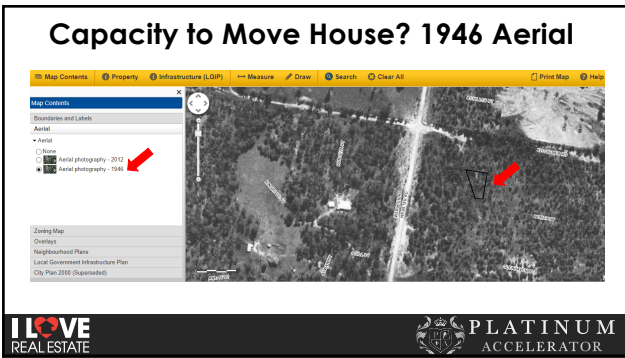
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### Can the Site be Subdivide?

Discuss on the Table:

- Zoning –
  - ❖ Low Density ✓
- Land size –
  - ❖ 893m<sup>2</sup> ✓
- Frontage –
  - ❖ 11.5m ?
- Battle-axe –
  - ❖ Insufficient land ✗
- Capacity to move house –
  - ❖ Yes ✓



Where to put subdivision line?

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### 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.



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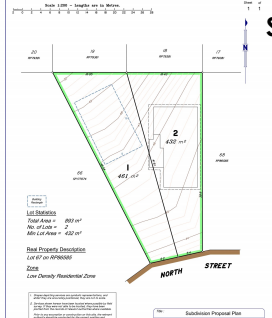
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### Proposed Subdivision Plan



- ❖ Block meets all relaxation requirements e.g. A) 11.6m front boundary + 32.5m rear boundary = 44.1m/2 = 22.05m average width. B) Fit 9x15m rectangle per lot.
- ❖ Additional requirement – shared driveway from road to front property boundary to allow for council bins at road side.

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### List Overlay's To Research?

Discuss on the Table:

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




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### Council Contour / Slope Map -




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### Council Flood / Water Ways Map -




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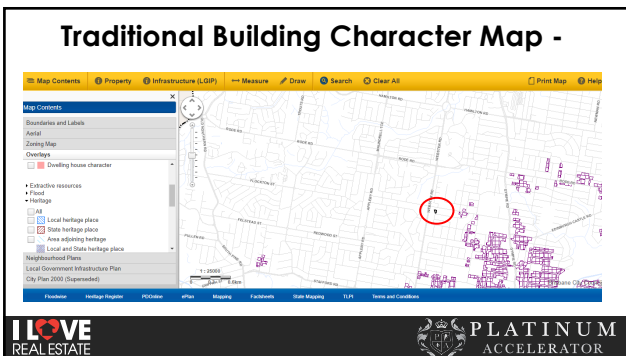
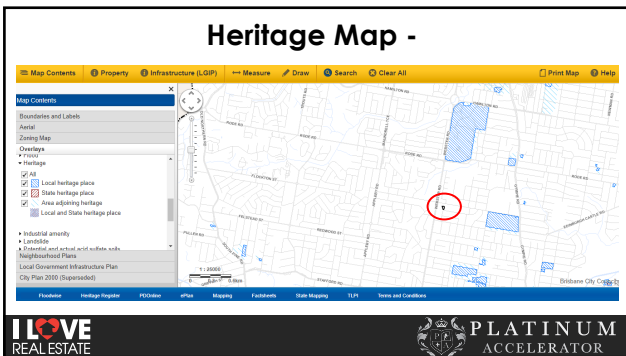
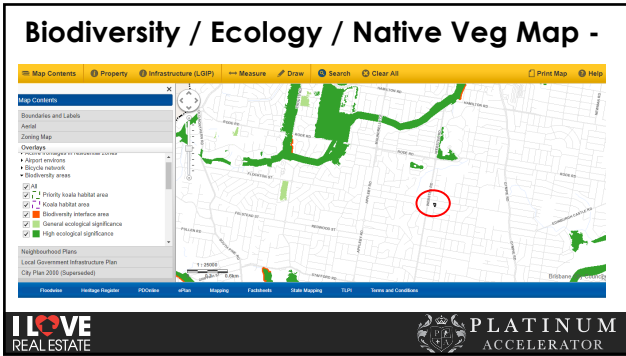
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### Services Location -

Discuss on the Table – What Services?:

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

Where get this info from?







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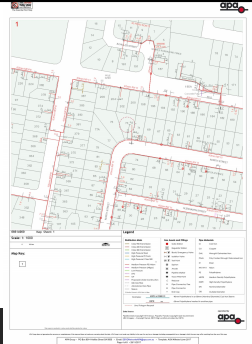
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### Gas & Pipeline -



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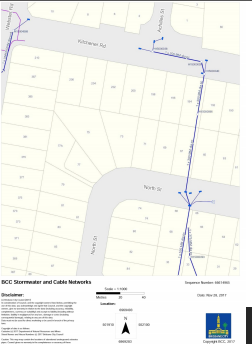
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### Stormwater -





**Legend**

**Stormwater Network**

- Stormwater Drain
- Stormwater Gully / Roof/Factor Connection
- Future Stormwater Drain
- Stormwater Maintenance Hole
- Stormwater R/W/Inlet Pit
- Stormwater Gully Pit
- Stormwater Field Inlet
- Stormwater Quality Improvement Device
- Stormwater Culvert

**BCC Cable Network**

- Traffic Signal Cable
- Traffic Signal Ducting
- Traffic Light Conduit
- Fibre Optic Cable Location
- Flood Tolerant 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 020 320.

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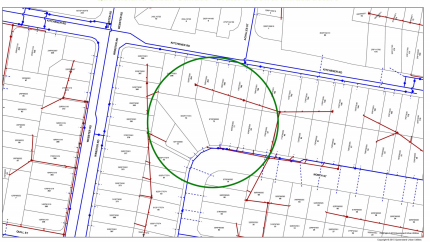
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**Water & Sewer-**

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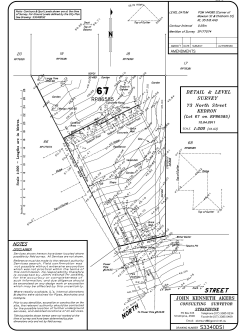
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**Site Contour & Detail Survey -**

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

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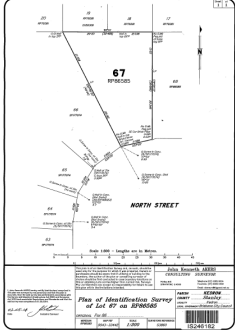
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**Identification (Ident) Survey -**

- 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

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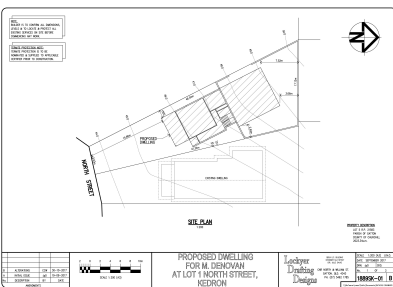
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**Proposed Plan of Subdivision & Position of Relocated Dwelling & New Build-**

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**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

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### Quotes Review Matrix -

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






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### Use a Quotes Review Matrix -

- o With partner - List out the individual line items under each heading

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### Quotes Review Matrix -

DESIGNER FEES	CONSULTANTS FEES
Liaison with Council & Pre-Lodgement meeting +	Feature Survey & Re-Establishment Plan - Levels to A.H.D. +
Town Planning Report +	DGA Consultant
Neighbourhood & Site Description	Landscaping Consultant
Design Concept Sketch Plans +	Arboret
Town Planning Documentation	Acoustic Engineer
Shadow Diagrams	Traffic
Material & Colour Schedule	Heritage
Property Information	ESD (Environmentally Sustainable Design)
Presentation Perspective (3D Renders)	WMP (Waste Management Plan)
Printing	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
	Costechnical Engineer
	Surveyor Proposed Plan of Subdivision +
	Surveyor Final Plan of Subdivision +

+ Standard items

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**Quotes Review Matrix -**

<b>COUNCIL &amp; AUTHORITY FEES</b>
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

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**Surveyor Quotes – Questions**

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**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?

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**Engineer Quotes – Questions**

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**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?

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**Town Planner Quotes – Questions**

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### 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



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QUESTIONS?



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