

PLATINUM

August 2019
Strata Titling

**Mastermind
Event**

Brisbane

**Tamara Read &
Nicolle Beer**

QLD State Coaches



I LOVE
REAL ESTATE

PLATINUM

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
- Feel free to order food and drinks downstairs



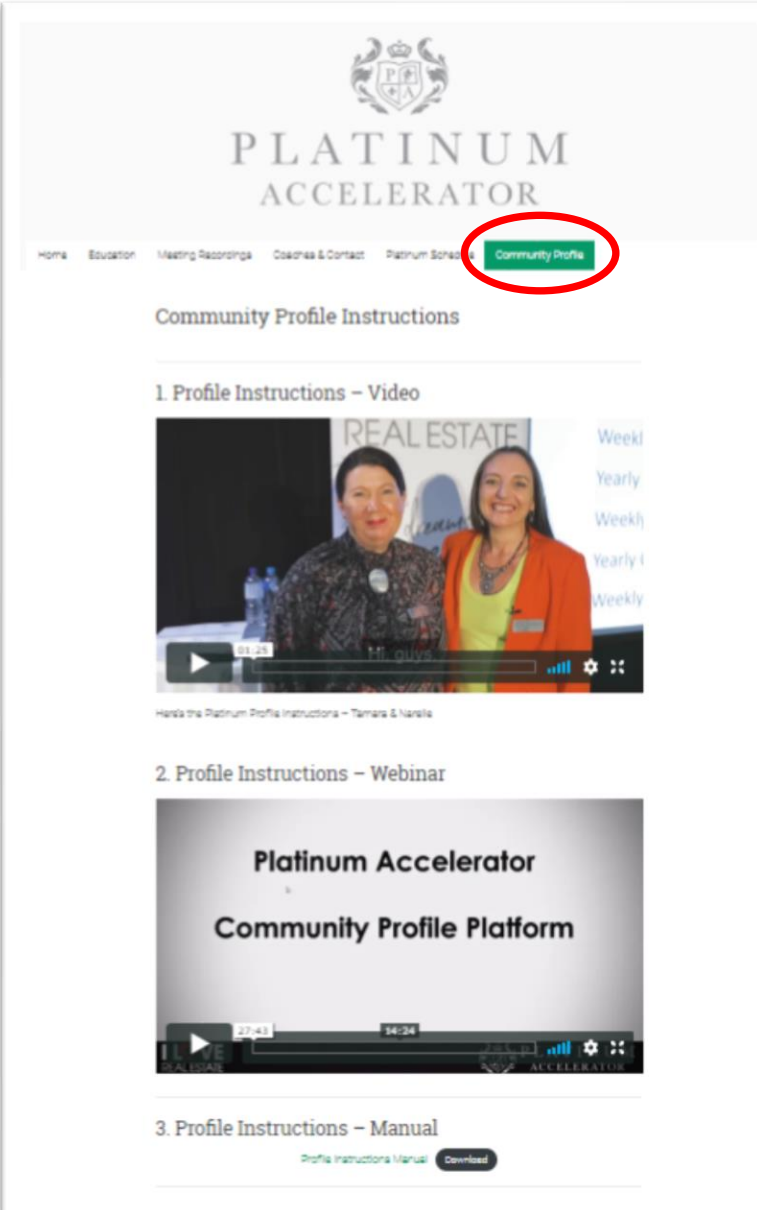
WELCOME NEW PLATINUM'S



Housekeeping

Community Profile Platform:

- ❖ Instructions Webinar & Manual on Website



The screenshot displays the Platinum Accelerator website. At the top, the logo features a crest with the letters 'P' and 'A' inside a shield, topped with a crown, and the text 'PLATINUM ACCELERATOR' below it. A navigation menu includes links for Home, Education, Meeting Recordings, Coaches & Contact, Platinum School, and Community Profile. The 'Community Profile' link is highlighted with a red circle. Below the navigation, the page is titled 'Community Profile Instructions'. It contains three sections: 1. Profile Instructions - Video, which includes a video player showing two women in front of a 'REAL ESTATE' backdrop; 2. Profile Instructions - Webinar, which includes a video player with a title slide that reads 'Platinum Accelerator' and 'Community Profile Platform'; and 3. Profile Instructions - Manual, which includes a 'Download' button for the 'Profile Instructions Manual'.

Housekeeping

Community Profile Platform:

- ❖ Complete YOUR Profile ASAP
- ❖ Regularly Search for Deals
- ❖ Regularly Search for JV's

The screenshot shows the Platinum Accelerator website interface. At the top, the logo features a crest with 'P' and 'A' and the text 'PLATINUM ACCELERATOR'. Below the logo is a navigation menu with items: Home, Education, Meeting Recordings, Coaches & Contact, Platinum Schedule, and Community (highlighted with a red circle). The main content area is titled 'My Profile' and features a large profile picture of a woman, a smaller circular profile picture, and the name 'Tamara Read' with 'QUEENSLAND' below it. A navigation bar includes 'About', 'Groups', 'Blog', 'Message' (with a notification icon), and 'Notification' (with a notification icon). Below this is an 'Edit Profile' button and a table of profile information.

Profile	PLATINUM GRADUATE	Platinum Graduate
Contact Information	LOCATION	Sunshine Coast, QLD
	PLATINUM YEARS	2016, 2017, 2015, 2014, 2013, 2012, 2011, 2010, 2009, 2018, 2019.
	PARTNER NAME	John
	OCCUPATION	Investor, Mentor, Educator
	BACKGROUND	Platinum Accelerator National Coach and

Housekeeping

○ Ultimate Purpose Charity

- ❖ Updated at National Conference
- ❖ Great Response
- ❖ Leadership Team to compile
- ❖ Charities to Shortlist



Ultimate Purpose Charity

You know that we are always talking about the opportunity to give back. To share the good fortune and bring some light into someone's world who is less fortunate.

This has always been done on a person to person basis in the community as each person reaches a place where they really want to give back and make an impact in other's lives. However, some time ago we started thinking bigger and more structured and have come up with a plan to make a huge impact.

We're so excited to be bringing this idea into reality, and have been looking for a way to make a massive change in the lives of people who need a little help. So, we are creating a charitable platform and we're looking for suitable charities to support.

It's thinking big time here and we're wanting to make a big impact... and we'd love your ideas. If you know of a charity that you believe is worthy, and it fits some or all of the criteria below, then please share a bit about it, as well as your contact details, so we can talk further with you about it during our selection process.

Can't wait to hear what you come up with,

Dymphna and Tamara

*Required

Email address *

Housekeeping

- 2019 Platinum National Conference Dates:
 - ❖ 30th Nov & 1st December – Sydney
 - ❖ KEEP Saturday night free
- 2019 Platinum Graduate Only Leadership Day Dates:
 - ❖ Friday (full day) prior to each National Conference: 29th Nov – Venue TBA (close to National Conf Venue)

Housekeeping

- 2019 Ultimate Bootcamp Dates – Note - Refer to Ultimate Website for Potential Future Dates:
 - ❖ Sydney: 27-29th Sept
 - ❖ Melbourne: 4-6th Oct
 - ❖ Brisbane: 11-13th Oct
 - ❖ Adelaide: 18-20th Oct
 - ❖ Perth: 25-27th Oct

Housekeeping

- 2019 Other Ultimate Dates:
 - ❖ I Love Realstate Super Conference – Sydney: 22-24th Nov
- 2019 Quantum Events: Check Ultimate Website

GRADUATING PLATINUM'S



PLATINUM

Changing Unwanted Habits



I LOVE
REAL ESTATE

**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.

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?”***

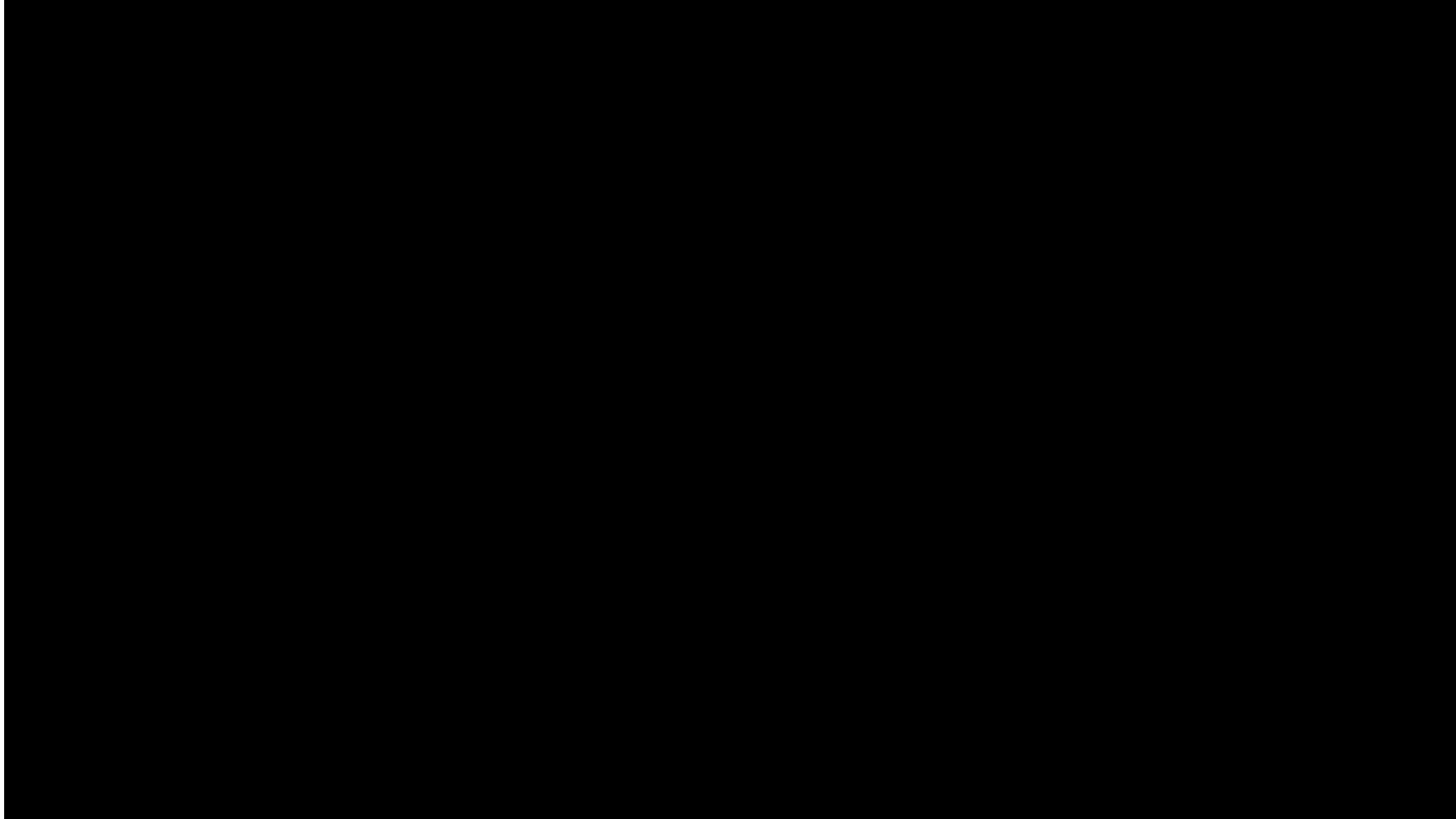
For example...

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



- <https://www.youtube.com/watch?v=CojSlsMwDOg>

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

Accountability
Monthly Goals



I LOVE
REAL ESTATE

Buddy Process Follow-Up



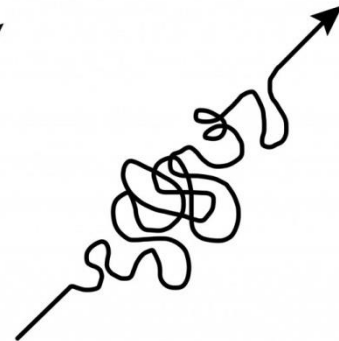
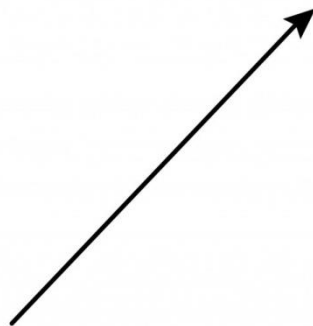
- Partner with someone you don't know
- Platinum Partners split up
- Exchange Mobile No.
- Schedule to "TALK" weekly
- Finishing students partner together

Last Month In Review

Share Your Successes and Challenges

SUCCESS

SUCCESS



what people think
it looks like

what it really
looks like

This Months Plan

Share Your
Key Goals For Month

Monthly
✓
goals

PLATINUM

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 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

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 units sell for \$180K (condition)
 - Average days to sell = 70 days
 - Built to upgrade to NCC (BCA)
 - All council fees, inspections, plans etc. = \$30K
 - All 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

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 carparks 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) _____

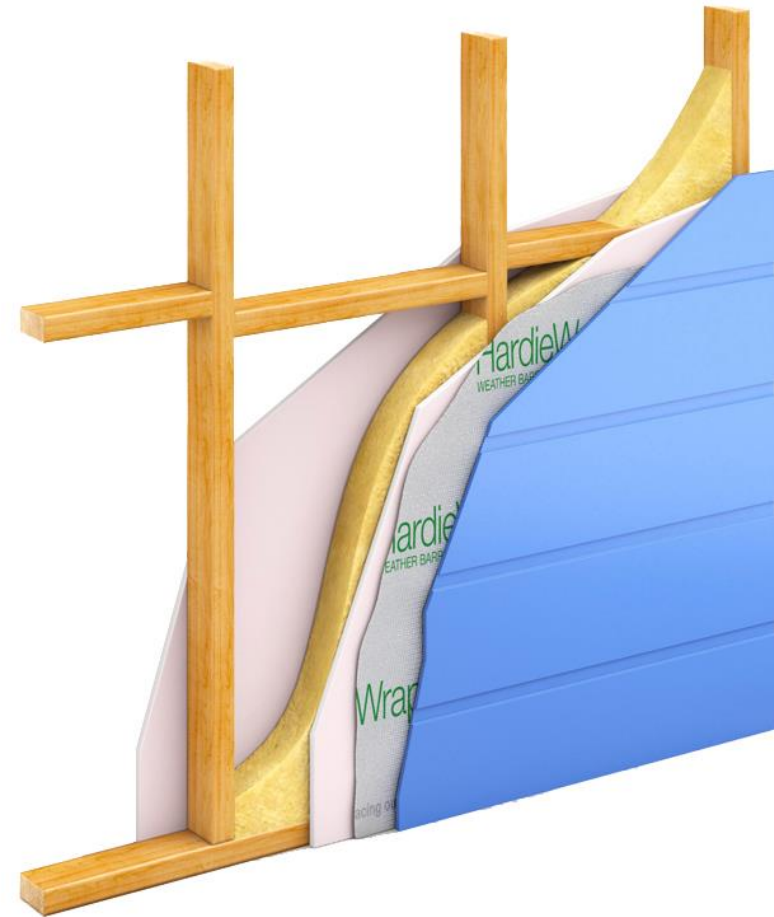
Question 10

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

1) _____

2) _____

3) _____

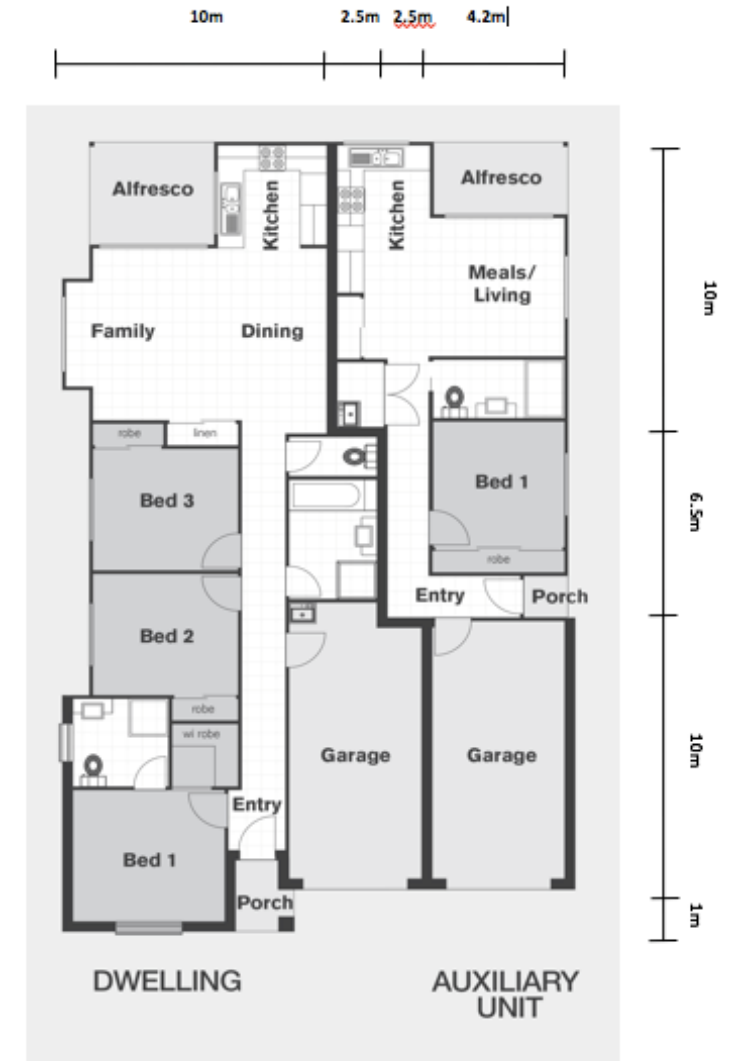


Question 11

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

1. Fyrecheck plasterboard @ \$75/m² installed
2. Wall (to the roof line) height of 3.6m

- Assume sheeting both sides of wall
- Assume flat roof

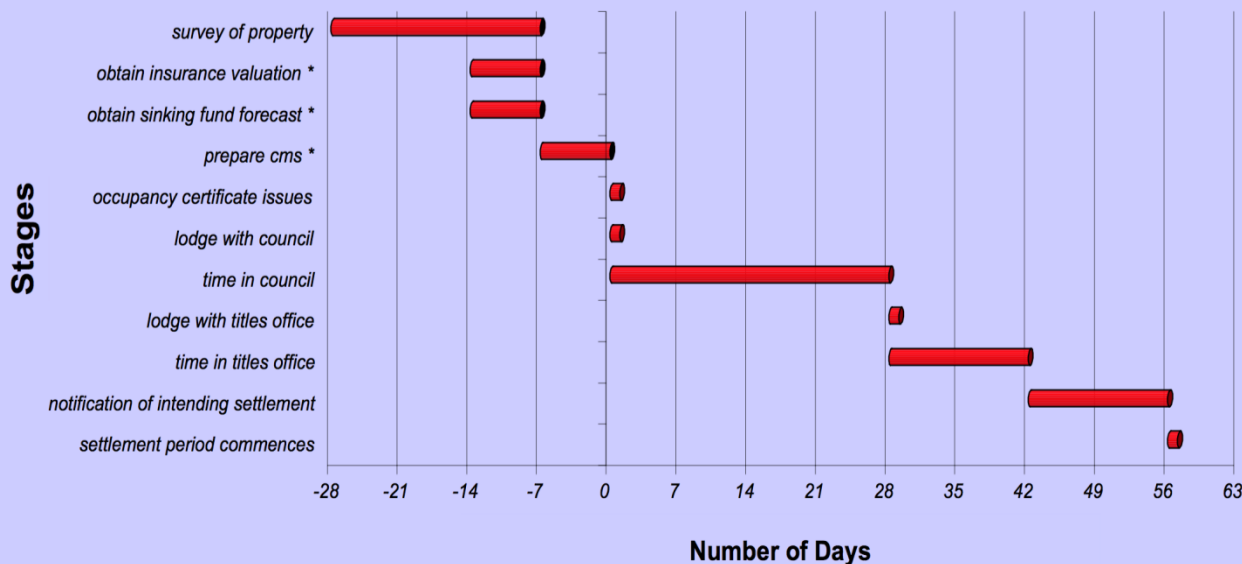


Question 12

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

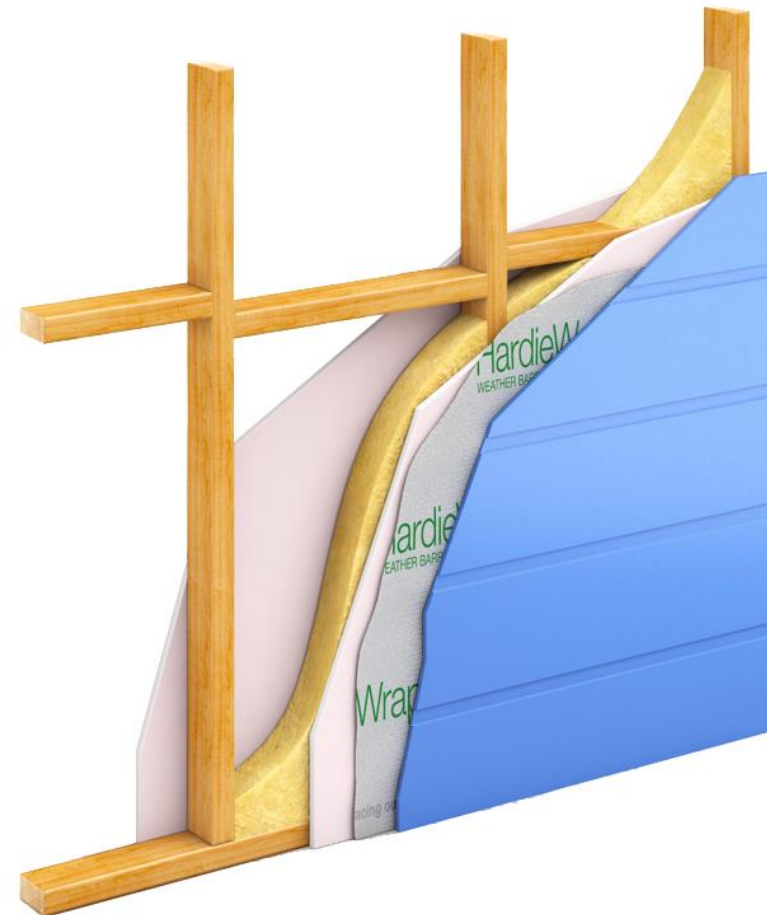
Fire rated doors

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

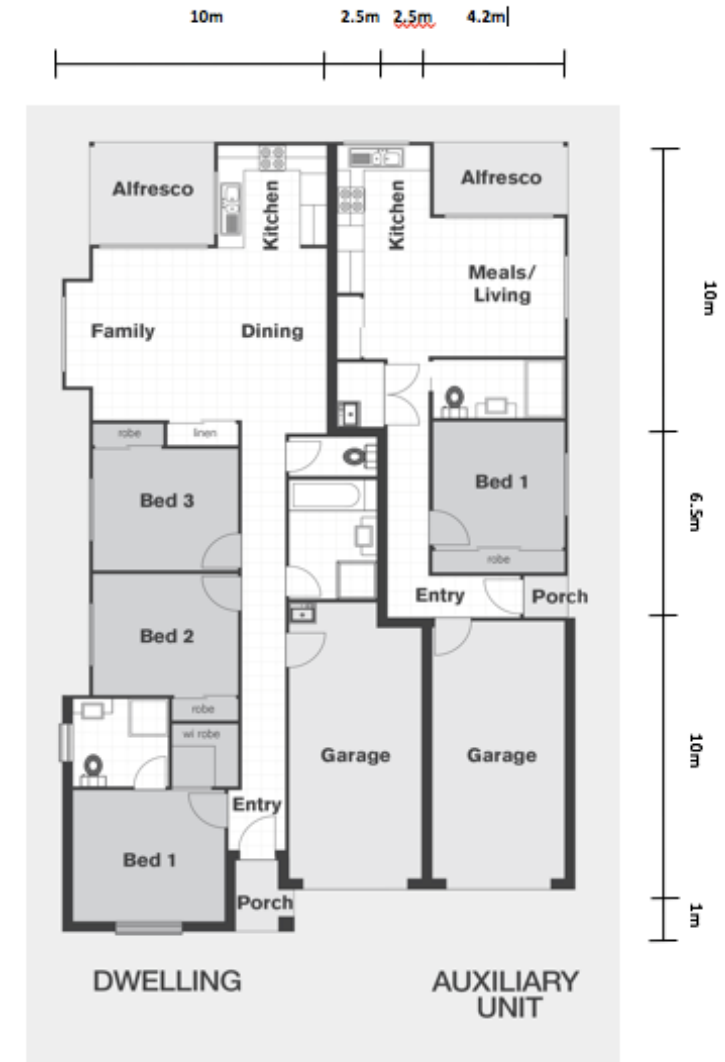
5 Points

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

1. Fyrecheck plasterboard @ \$75/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 x 2 walls. 226.8m² x \$75 = \$17,010)

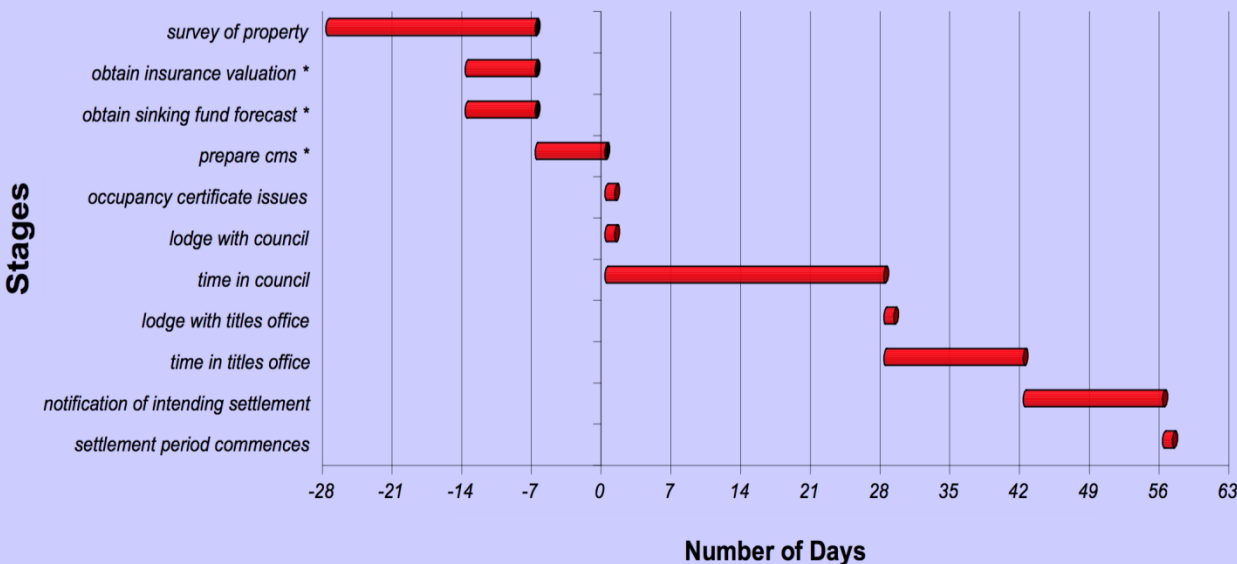


Question 12

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



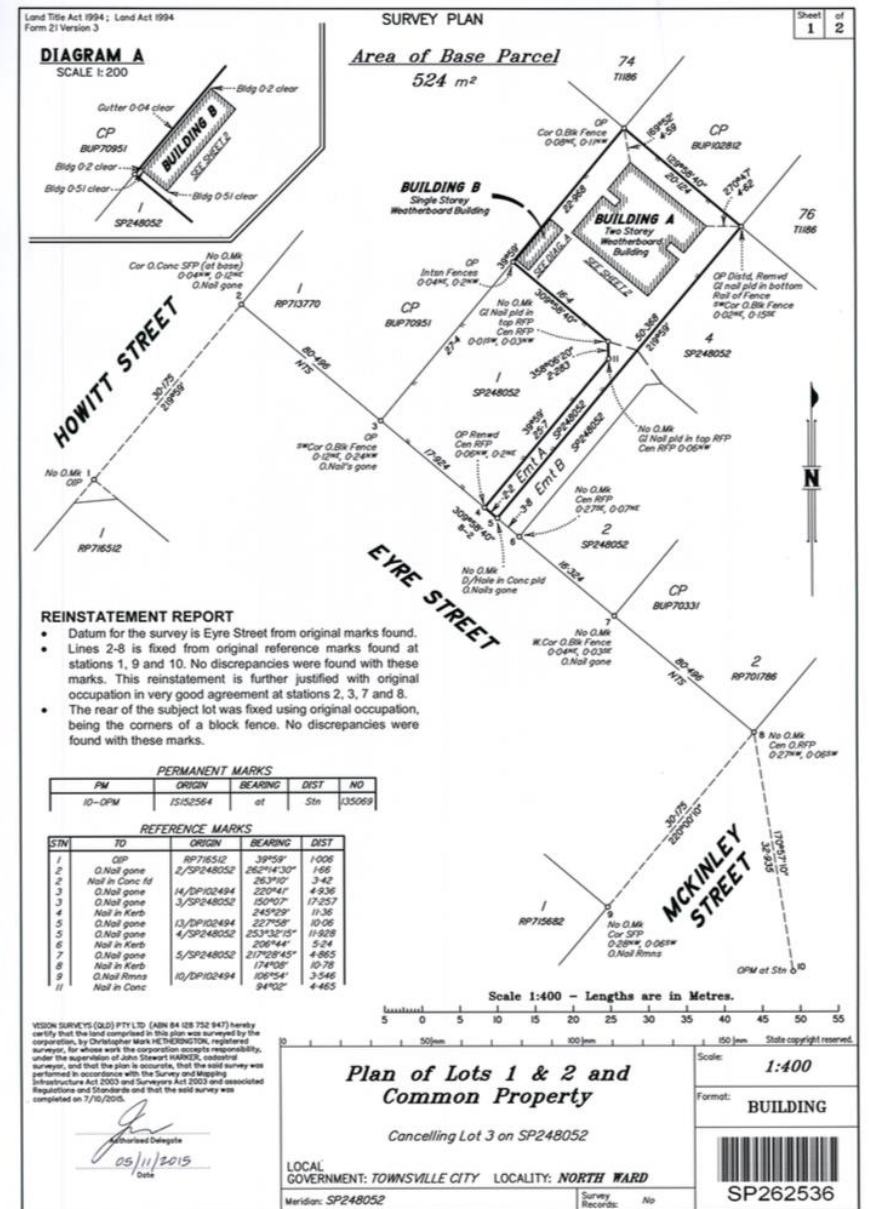
PHASE 3

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

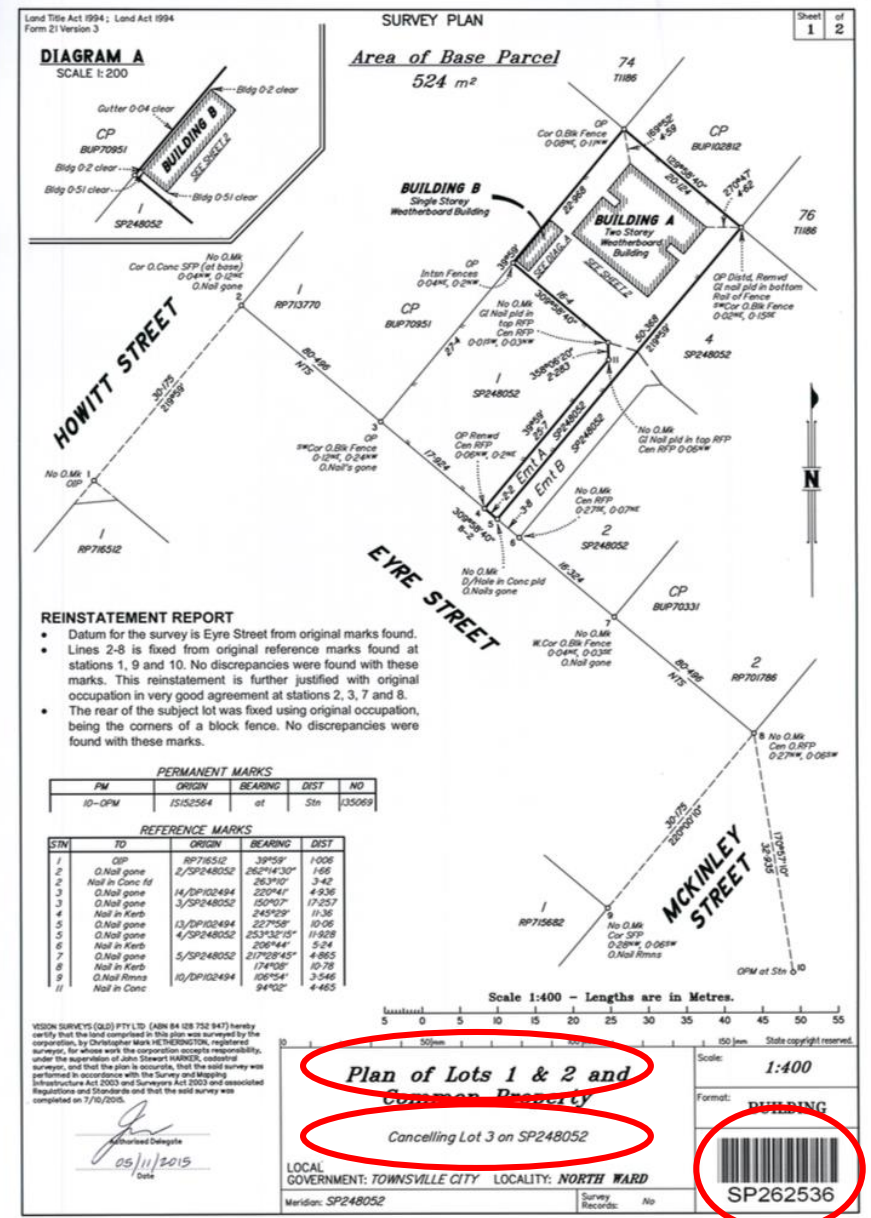
Reading off the survey plan:

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

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?