

financial viability workshop

DATE: Friday 24 October 2008
VENUE: Routledge Modise Attorneys
22 Fredman Drive, Sandton
TIME: 8:00 for 8:30
SPEAKER: To be advised

course fee (vat inclusive)

members: R820.00 incl VAT
non members: R1 570.00 incl VAT

course profile and objectives

This halfday workshop will provide the delegate with the different reporting types and the structure to a financial feasibility study.

Emphasis will be placed on financial feasibility studies for property developments and the requirements of lenders. The following concepts will be considered, cash flow formulation, marketability analysis, valuation techniques and financial ratios such as IRR's and NPV's.

- The role of the macro-economy
- Property Market Study
- Potential Tenants
- Financial Feasibility (IRR's)
- Funding Proposals

Delegates are encouraged and expected to participate in discussions.

property tax workshop

DATE: Friday 28 November 2008
VENUE: Routledge Modise Attorneys
22 Fredman Drive, Sandton
TIME: 8:00 for 8:30
SPEAKER: To be advised

course fee (vat inclusive)

members: R820.00 incl VAT
non members: R1 570.00 incl VAT

course profile and objectives

This halfday workshop will discuss Income, Capital Gains and value added tax. What allowances and deductions are allowed. How are acquisitions and disposals of property affected.

Delegates are encouraged and expected to participate in discussions.

sapoa halfday workshops 2008

2008 sees the continuation of a series of specially focused seminars and workshops at which important issues of the day in the property field will be discussed and opened up for debate by all interested parties.

SAPOA's members were instrumental in initiating the running of these seminars and workshops due to the demand within the industry.

These workshops provide the ideal forum for all in the property industry to keep up to date with current trends.

The attached pages provide a synopsis of the workshops SAPOA will be running this year as well as a registration form. The number of delegates attending each workshop is limited, and it is recommended that application forms are processed and submitted urgently in each instance.

Please make copies of the registration form for your own records.

for more information:



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HALFDAY WORKSHOPS 2008
Paddock View Hunt's End Office Park
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S A P O A

2008

HALFDAY WORKSHOPS

SAPOA'S PRIMARY MISSION IS TO ACTIVELY AND RESPONSIBLY
PROMOTE THE INTERESTS OF THE COMMERCIAL PROPERTY
INDUSTRY THROUGH EFFECTIVE LEADERSHIP, PROFESSIONAL
DEVELOPMENT AND ADVOCACY.

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property finance workshop

DATE: Friday 7 March 2008
VENUE: Routledge Modise Attorneys
22 Fredman Drive, Sandton
TIME: 8:00 for 8:30
SPEAKER: To be advised

course fee (vat inclusive)

members: R820.00 incl VAT
non members: R1 570.00 incl VAT

course profile and objectives

PROPERTY FINANCING METHODS

This halfday workshop will assist delegates in determining financial needs and methods when financing a project.

STRUCTURED FINANCE

How, when and when to structure. Discountable lease?

Understanding a Bare Dominium and Compulsory Convertible Loan

Delegates are encouraged and expected to participate in discussions.

property law workshop

DATE: Friday 20 June 2008
VENUE: Routledge Modise Attorneys
22 Fredman Drive, Sandton
TIME: 8:00 for 8:30
SPEAKER: To be advised

course fee (vat inclusive)

members: R820.00 incl VAT
non members: R1 570.00 incl VAT

course profile and objectives

This halfday workshop will discuss property rights, the essentials of a valid contract, operation and termination of a contract and the essential terms and conditions of a sale and lease agreement etc.

Topics to be discussed include:

- Contract Law
- Legislation impacting on property transactions. Including the DFA, Land Restitution, Competition Act, and what is expected in the pipeline.
- The legal aspects of financial structuring.

Delegates are encouraged and expected to participate in discussions.

property investment workshop

DATE: Friday 29 August 2008
VENUE: Routledge Modise Attorneys
22 Fredman Drive, Sandton
TIME: 8:00 for 8:30
SPEAKER: To be advised

course fee (vat inclusive)

members: R820.00 incl VAT
non members: R1 570.00 incl VAT

course profile and objectives

This halfday workshop will assist delegates in understanding property as an investment class. Identify goals, objectives and decision making criteria. Understanding cash flows, return on investment, internal rate of return. Introduction of various approaches to decide the financial feasibility of an investment. How one measures and evaluates risk and return.

Delegates are encouraged and expected to participate in discussions.

property asset management workshop

DATE: Friday 9 May 2008
VENUE: Routledge Modise Attorneys
22 Fredman Drive, Sandton
TIME: 8:00 for 8:30
SPEAKER: To be advised

course fee (vat inclusive)

members: R820.00 incl VAT
non members: R1 570.00 incl VAT

course profile and objectives

This halfday workshop will define Property Asset Management. It will discuss the reasoning for asset management and look at the various functional areas i.e. Risk, maintenance, marketing and financial management.

Delegates are encouraged and expected to participate in discussions.

property economics workshop

DATE: Friday 31 July 2008
VENUE: Routledge Modise Attorneys
22 Fredman Drive, Sandton
TIME: 8:00 for 8:30
SPEAKER: To be advised

course fee (vat inclusive)

members: R820.00 incl VAT
non members: R1 570.00 incl VAT

course profile and objectives

This halfday workshop will discuss how national, regional, community and neighbourhood trends impact on real estate values. It will also discuss new trends in both the office, retail and industrial markets.

Delegates are encouraged and expected to participate in discussions.

property valuation workshop

DATE: Friday 26 September
VENUE: Routledge Modise Attorneys
22 Fredman Drive, Sandton
TIME: 8:00 for 8:30
SPEAKER: To be advised

course fee (vat inclusive)

members: R820.00 incl VAT
non members: R1 570.00 incl VAT

course profile and objectives

This halfday workshop will discuss the need for property valuations and will introduce the delegates to certain valuation methods:

- Comparable Sales Approach
- Cost and invest approach to value
- Capitalisation Method and rates etc
- Residual land valuation method
- Discounted Cash Flow (DCF)
- International Valuation Standards (IVS)
- The Property Rates Bill

Delegates are encouraged and expected to participate in discussions.