



# Demystify Valuations

Workshops to Help Maximise your  
Properties' Performance



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Many influences can change the value of commercial property, some outside of your control and some by your own decisions. Understanding this can help you maximise the performance of property, grow value within your portfolio, build investor trust and improve your business

To help your, and your team's understanding of property valuation, join us for our most popular workshops: **Valuation for Non-Valuers** and **Discounted Cash Flow (DCF) for Non-Valuers**.

Presented by Richard Lawson, Director & Registered Valuer. These two workshops are used by many of ANZ's largest property owners, fund managers and property industry companies within the office, retail and industrial property sectors.

**The training is particularly relevant for the following property professionals:**

- Asset and Investment managers
- Property managers
- Facilities managers
- Property and Trust accountants
- Corporate real estate advisors
- Selling agents
- Leasing agents
- Architects
- Building consultants
- Property lawyers
- Banking and finance professionals
- Professional services firms (accounting, audit, advisory, etc)
- Local and central government and property professionals

## Workshop Content

### Valuation for Non-Valuers ½ Day : 4 hours CPD

- Main drivers affecting value
- Main valuation methods
- Importance of cashflow timing
- How valuations are used and by whom
- How to maximise value and minimise risk
- Value using the Capitalisation Method
- Analysing cashflow components
- How your decisions affect value
- Strategies to maximise property performance
- Challenging your external valuer's assumptions

### Discounted Cash Flow (DCF) for Non-Valuers ½ Day : 4 hours CPD

- Understand DCF and when it is used
- Assumptions used in DCF valuations
- Time value of money and DCF time horizons
- Learn DCF terms and their meaning
- View an income producing DCF model demonstration
- Analyse a live DCF model for a development project

- Many participants attend both workshops starting with Valuation for Non-Valuers. All courses are delivered in collaboration with the Property Council of New Zealand
- The training is recognised for annual real estate licence CPD requirements in various jurisdictions (please contact RICS for details)
- Training can be delivered in your company boardroom or individual staff may attend an open workshop



## Richard Lawson

Director & Registered Valuer, MRICS, BProp, ANZIV, SPINZ

Richard is a general practitioner covering a broad range of property classes. Particular areas of specialisation are as follows.

- Central city commercial and retail property – consultancy, mortgage security, rental review and negotiation and insurance assessments.
- A range of market opinions concerning Central and South Auckland industrial properties.
- Compensation valuations and consultancy in line with the Public Works Act 1981; currently providing expert independent advice in respect of the City Rail Link Project.
- Development funding instructions for a range of mixed use and proposed apartment developments within the central suburbs of Auckland.
- Specialist property value assessments and general consultancy.
- Residential property assessments throughout the Auckland western city fringe, in particular Freemans Bay, Ponsonby, Grey Lynn and Westmere.

*“Richard has experience in a wide range of valuation and consultancy assignments throughout Auckland and nationwide.”*

### Comments from attendees to these workshops across the region

“Great course to understand high-level insights into valuation” – **Lendlease**

“Great refresher course. Very useful. Appreciate the real life examples” – **GPT**

“Very useful. Would recommend to others” – **AMP**

“Extremely informative course, stories and examples were very effective to explain concepts. Involved participants well” – **Charter Hall**

“As a non-valuer, this was an excellent primer for upcoming budget discussions with my team. Very informative” – **Mirvac**

“Extremely useful, lots of working examples and audience participation, very engaging” – **CBA**

“Really enjoyed the course from a fund management perspective. I believe this will add value to me as an employee” – **Investa**

“After being in property for 12 years, this course provided me with an understanding I’ve never received before. I’ve been waiting to do this course for years!” – **Brookfield**

“Very educational. I now understand a lot of the thinking behind a valuer’s figure” – **Knight Frank**

Great relevance and good insight of how valuers value investment and development properties” – **Ascendas**

“Very useful and practical course. Would recommend to anyone looking to gain an understanding of DCF” – **Cromwell**

“Very useful in order to add value as an agent. Good mix of content for a cross-section of departments and roles. Well summarised and concise” – **JLL**

“I now have a greater understanding and using the advice will help us stand out from our competitors as more knowledgeable agents. Everything was covered and relevant to our everyday work. Simple layout, well explained. Perfect level of interaction. I would recommend this to all people in the industry” – **Colliers International**

“The training was very beneficial and was imperative to our Office Leasing team to understand the various aspects and valuation terminology. We shall be putting a few techniques into practice and hopefully provide a more rounded service to current and future clients” – **CBRE**

“Very helpful to cement my current learnings of DCF. Excellent level of pitch” – **KPMG**



### Bookings

To book an upcoming workshop for you or your team, please contact Mike Stevens in the RICS Training team: +64 27 425 1633 or [mstevens@rics.org](mailto:mstevens@rics.org) [www.rics.org/oceania/training-events/](http://www.rics.org/oceania/training-events/)

# Delivering confidence

We are RICS. Everything we do is designed to effect positive change in the built and natural environments. Through our respected global standards, leading professional progression and our trusted data and insight, we promote and enforce the highest professional standards in the development and management of land, real estate, construction and infrastructure. Our work with others provides a foundation for confident markets, pioneers better places to live and work and is a force for positive social impact.

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