

## What's the difference? - moving from the HomeBuyer Report to the building survey.

**As valuation work dropped like a stone, many practitioners switched to condition assessment products. This may be acceptable for Homebuyer Reports and other 'level two' services, but building survey reports are a different matter. Not only are the inspections more extensive and the reports longer, the nature of the advice demands a deeper understanding of technical issues. Without this, practitioners quickly become vulnerable because clients and courts have higher expectations of those who carry out building surveys.**

Over the years, we have come across many misconceptions about building surveys and inappropriate practice. Here are just a few:

*'I carry out the same inspection for the HomeBuyer Report and a building survey. Only the report is different.'*

*'The main bulk of my work is mortgage valuations. I do the occasional HomeBuyer but will only do a building survey when I have to.'*

A 10 page building survey report that cost the client over £1 000 included the following text in the 'roof structure' section: 'The roof structure is very complicated'. No further explanation was included.

It is unfair to take isolated comments out of context but these do illustrate how inadequate some building survey reports can be. This one-day seminar will investigate these and other issues by 'deconstructing' the residential building survey so practitioners can review and evaluate their own approach.

### Seminar objectives and content

At the end of the seminar, you should:

- Be familiar with the guidance and advice for the building surveys published by the RICS;
- Understand the knowledge and skills required to provide an effective building survey service;
- Be able to define the nature of the building survey inspection;
- Have a clear understanding of the content of a typical building survey report, and;
- Be aware of ways this new service can be offered to clients.

### Who should attend?

The course will be of interest to those who are:

- Taking their APC and want an insight into this popular and challenging professional service;
- Currently carry out valuations and HomeBuyer Reports and want to broaden and deepen their skills so they can provide building surveys in the future, and;
- Already providing building surveys for their clients but want to evaluate their own practice.



### Details

**Date:** 16 November '10  
**Location:** Nettle Hill Training Centre, Brinklow Road, Ansty, Coventry, Warwickshire. CV7 9JL

**Date:** 25 November '10  
**Location:** Hamilton House, Mabledon Place, London, WC1H 9BD

**Cost:** £170 + VAT



For further information please contact:

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### What will the day include?

Before the event you will receive a number of documents that will help you get the most out of the day. We will provide a list of references and sources of information you will have to obtain if you plan to offer building surveys.

The event will be structured around a number of workshop sessions where you can develop your practical 'hands-on' skills. Many of the tasks and exercises will be based on illustrated case studies from our own portfolio.

The day will typically include the following sessions:

- A review of standard guidance and the court's expectations;
- Terms, conditions and fees - what should you charge?;
- Pre inspection checks and research;
- The inspection - the differences with the HBR inspection;
- Inspection equipment - how to carry it all and what to do with your marbles;
- Writing the report - why building survey reports do not have to be complicated;
- Estimating the cost of repair - adding value and cutting down on the 'white vans';
- Services in the building survey - to test or not to test; that is the question;
- 'client' care - dealing with post report enquiries and providing additional and continued services when clients have become the 'owner';
- Marketing building survey reports - how to get your clients to spend more.

After the seminar, you will be able to download pdf versions of all the presentations used during the day. Lunch and appropriate refreshments are included in the price.

### Post seminar 'discussion' forum

Following the success of our dampness discussion forum, we will be setting up a discussion group on the professional networking website called 'LinkedIn'. This will allow the debate to go on even though the course is over. It is also a great way to network with fellow professionals.

### The workshop leader

The day will be led by Phil Parnham, Chartered Building Surveyor and Director of BlueBox partners. Phil has many years experience of inspecting and assessing buildings and will bring this experience into the seminar room.

### Location

The seminars will be held in two locations: the Nettle Hill Training Centre near Coventry (close to the M6 and M42); and at Hamilton House, Mabledon Place, London WC1 which is conveniently located for main line railways. Both provide top class facilities with excellent food - a very important part of any successful training course.

*For more information, please contact the BlueBox office or download a booking form from our website.*

