

## A new programme of one-day seminars for residential practitioners

**The current recession has taught many residential practitioners one valuable lesson: never rely on a narrow range of activities for your income. During the good times, most practices relied on a steady flow (and sometimes a flood) of well paid lending work. Once the recession hit, these instructions simply disappeared. Although this hit the whole sector, it is clear that those firms who maintained a broader 'general practice' are currently in better shape.**

### Future uncertainty – it's not over yet

The policies of the new coalition government are unlikely to give quick results. The rise in VAT and concern over the national 'belt tightening' may cause cautious clients to defer spending decisions. While the economists argue about 'double-dip recessions', the message for the residential sector is clear: we are not out of the woods yet. Riding out the bad times may have been an appropriate strategy 18 months ago but as reserves run low, many have recognised the urgent need to diversify.

### Planning for diversity

Diversification is not easy and it brings risks as well as opportunities. For example, expansion on too many fronts with limited resources will not only result in the failure of the new initiatives but can hurt the core business as well. Consequently, we have chosen our new programme carefully. The topics are familiar and cognate. They focus on established professional roles that are defined, proven, and sustainable.

### The seminar programme

For our autumn 2010 programme, we have chosen three distinct topics:

### 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' products, but building surveys 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.

This seminar is designed for the experienced residential practitioner who now wants to offer this challenging but rewarding service. We will not have time to cover everything, but at the end of the event, you will be able to confidently identify and fill any gaps in your knowledge and experience.



**Special offer:** Book on all three 'Diversifying' seminars for the discounted price of £450 plus VAT.

### Details

#### Getting the work done

02/11/10 - Coventry  
09/11/10 - London

#### Building survey seminar

16/11/10 - Coventry  
25/11/10 - London

#### Party walls (Day 1)

30/11/10 - London  
06/12/10 - Coventry

#### Costs:

For each seminar  
**£170 + VAT**  
Book all three for a  
discounted rate of:  
**£450 + VAT**

For further information  
please contact:

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**0845 260 3500**  
and select 'training' option



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### **Getting the work done – organising building work for your client.**

Homebuyer and Building Survey Reports identify essential property repairs and improvements often costing thousands of pounds. Most reports advise clients (whether private or 'buy to let' developers) to ask an 'appropriately qualified person' to carry out the necessary work. Yet the plethora of property-based TV consumer programmes suggests that owners are regularly ripped off and even endangered by a variety of 'rogue traders' and 'cowboy' builders.

This seminar will look how you can project manage the building work on behalf of your clients. Using the straight-forward JCT 'Homeowners' contract, the day will cover estimating costs; specifying the scheme; obtaining competitive quotes and appointing appropriate contractors and once the work is on site, how to control costs and ensure quality.

### **Party walls: developing your role as a party wall surveyor.**

Since 1996, the Party Wall Act has given a range of rights and responsibilities to building owners throughout the country. Despite this, thousands of extensions are built, chimneys demolished and chemical damp proof courses injected without proper agreement between neighbours. In most cases, this does not cause a problem but when it does go wrong, the acrimony created by a neighbour dispute is rarely matched.

The first of two one-day seminars is designed for those who want to move towards providing party wall advice. It will give an introduction to the Party Wall Act and the role of the Party Wall surveyor. A series of illustrated case studies will help you understand the role of the adjoining owner's surveyor in straight forward residential cases. The second day will take place in early 2011 (to be announced) and introduce more complex issues by considering the part played by the building owner's surveyor.

### **Location**

The seminars will be held in two locations:

- Nettle Hill Training Centre near Coventry, close to the M6 and M42, and;
- 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.

### **The presenters**

Phil Parnham will present the *Getting Work Done* and *Building Survey* courses and Larry Russen will deliver the party wall course. Both Larry and Phil are directors of BlueBox partners.

*For more information, please contact the BlueBox office or download leaflets and a booking form from our website at [www.blueboxpartners.com](http://www.blueboxpartners.com)*

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