

A vibrant field of yellow tulips in full bloom, set against a backdrop of lush green trees and a clear blue sky. The scene is brightly lit, suggesting a sunny day in spring. The tulips are the central focus, with some in sharp focus and others blurred in the background, creating a sense of depth. The overall mood is cheerful and fresh.

Spring

2025

Today's Topics

The Spring Webinar will cover ...

- ▶ **Processing Commercial Leases & Properties?**
- ▶ **How to Prepare Your Finance Proposal?**
- ▶ **How to Release a Property's "Super" Growth?**
- ▶ **Book Summary: "The Art of Thinking Clearly"**

Processing Commercial Leases & Properties

Commercial Leases & Properties

The Importance of Questions

Communication is vital

Engage with experts



Commercial Leases & Properties

Who Drafts Your Lease?

AGENTS:

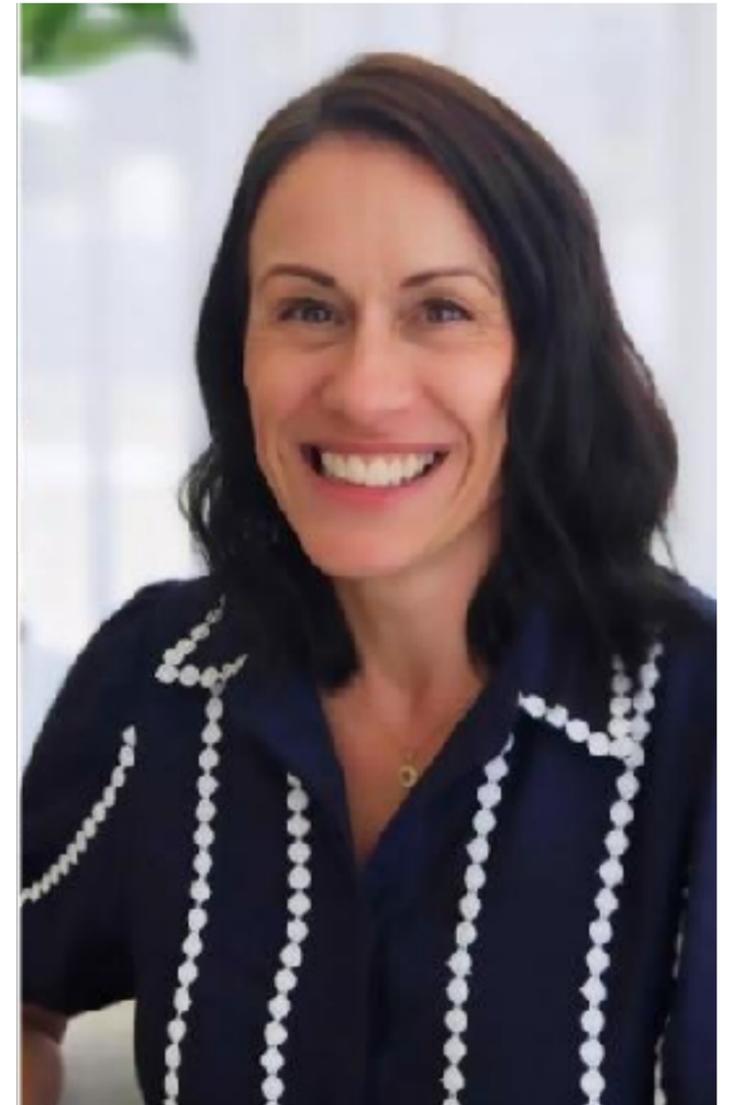
Quick & cheap templates

SOLICITORS:

In-depth legal advice to protect your interests



Solicitor



Real Estate Agent

Commercial Leases & Properties

Compliance Issues

Landlord & Tenant Act

Retail Leases Act

→ *Additional Disclosure*



Commercial Leases & Properties

The Role of Due Diligence

Secure the Property FIRST

Conduct DD during settlement

A 2nd chance to renegotiate



Commercial Leases & Properties

Engaging Building Consultants

Across 5 Key Areas

- Architectural
- Structural
- Mechanical
- Electrical
- Hydraulic



Commercial Leases & Properties

The Cost of Due Diligence

Varies by size ...

- Small Building
~ \$4,000
- Larger Building
~ \$6,000



**Commercial
office spaces**



**Industrial
properties**



**Retail
spaces**

Commercial Leases & Properties

The Advantage of Quick Decisions



Speed is essential

Gives you a competitive edge

Effective Due Diligence

Commercial Leases & Properties

In summary ...



Preparation
&
Communication

How to Prepare Your Finance Proposal

Your Finance Proposal

The 6 Key Factors

- Economic Viability
- The Right Lender
- Building Rapport
- Following Guidelines
- Know Your Numbers
- Honesty is Vital



Your Finance Proposal

Crafting Your Proposal

Title and Cover page

This sets a positive tone

**Proposal For
FINANCE**

Property Address



Your Finance Proposal

Crafting Your Proposal

Table of Contents

The Appendix

*Contains any additional
useful information*

Contents

Overview

Property Description

Portfolio Summary

Cash Flow

Assets & Liabilities

Your Finance Proposal

Crafting Your Proposal

After-tax Projections

Demonstrates you have
done your homework

Contents

Overview

Property Description

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Appendix

Your Finance Proposal

TAKING CONTROL



View it as a reciprocal arrangement where both parties Benefit

Your Finance Proposal

**Working with a Finance
Broker can provide
valuable insights**

**View it as a reciprocal
arrangement where
both parties Benefit**

Confidence is the Key

How to Release Your Property's "Super" Growth?

Your Property's "Super" Growth

You need to be Proactive

Hoping just won't cut it!



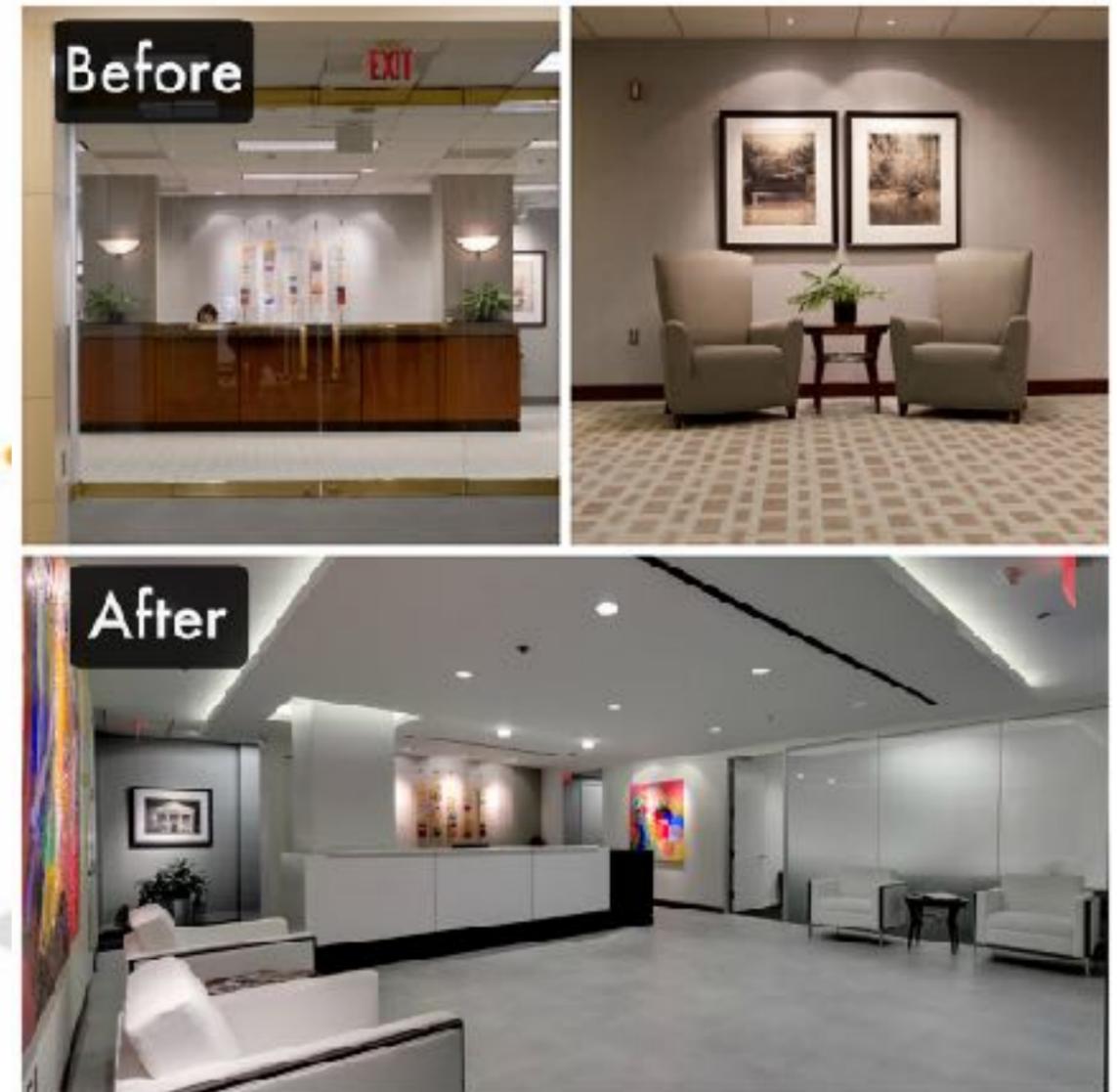
Your Property's "Super" Growth

SEVEN Simple Strategies

1. Refurbishing or Upgrading

NOT straight away

Upgrading Adds Value



Your Property's "Super" Growth

SEVEN Simple Strategies

2. Upcoming Rent Review

Enhance curb appeal

Foster positive relationships



Your Property's "Super" Growth

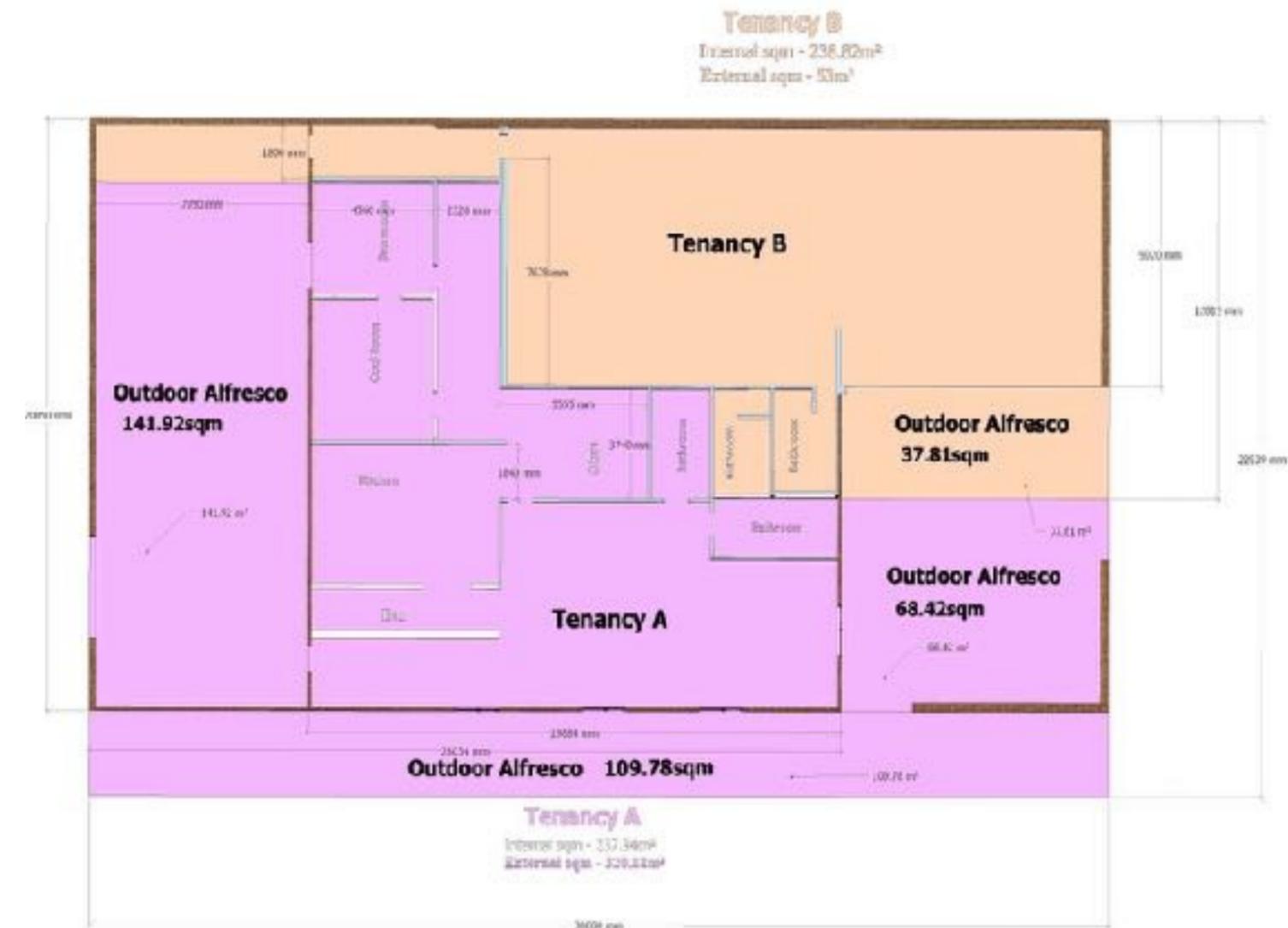
SEVEN Simple Strategies

3. Subdividing the Property

Create smaller Units

Wholesale >> Retail

Greater Flexibility



Your Property's "Super" Growth

SEVEN Simple Strategies

4. Essential Services Compliance

Showcases good management

Provides a piece of mind

Worth the effort

| | | | | | | | | |
|--|------------------------|--|----|---|-----|--|--|--|
| Building ID: | Type: | | | | | | | |
| Address: | | | | | | | | |
| Date of inspection: | Purpose of inspection: | | | | | | | |
| Owner/Manager: | Contact information: | | | | | | | |
| Instructions (X= Action Needed - N/A= Not Applicable) | | | OK | X | N/A | | | |
| Exterior Inspection | | | | | | | | |
| Building facade: Check for cracks, signs of water damage, or structural issues. | | | | | | | | |
| Roof: Inspect for leaks, missing or damaged shingles, and signs of wear. | | | | | | | | |
| Windows and doors: Ensure proper sealing, functionality, and security. | | | | | | | | |
| Parking lot and sidewalks: Check for cracks, potholes, and trip hazards. | | | | | | | | |
| Exterior lighting: Verify functionality and proper illumination. | | | | | | | | |
| Structural Inspection | | | | | | | | |
| Foundation: Look for cracks, settlement, or signs of instability. | | | | | | | | |
| COMMERCIAL BUILDING INSPECTION CHECKLIST | | | | | | | | |
| Outlets and switches: Test functionality and safety. | | | | | | | | |
| Emergency lighting: Verify proper operation in case of power failure. | | | | | | | | |
| Plumbing Systems | | | | | | | | |
| Pipes: Check for leaks, corrosion, and water pressure issues. | | | | | | | | |
| Drains: Ensure proper drainage and look for signs of blockages. | | | | | | | | |
| Fixtures: Inspect sinks, toilets, and faucets for leaks or damage. | | | | | | | | |
| Water heaters: Verify functionality and check for signs of corrosion. | | | | | | | | |
| HVAC Systems | | | | | | | | |
| Heating systems: Inspect furnaces, boilers, and heat pumps for proper operation and maintenance. | | | | | | | | |
| Cooling systems: Check air conditioning units, evaporative coolers, and fans for functionality. | | | | | | | | |
| Ventilation: Ensure proper airflow and ventilation in all areas of the building. | | | | | | | | |
| Ductwork: Inspect for leaks, damage, or obstructions. | | | | | | | | |

Your Property's "Super" Growth

SEVEN Simple Strategies

5. Preventive Maintenance

Map out a strategy

Spread out your costs

Some costs are recoverable



Your Property's "Super" Growth

SEVEN Simple Strategies

6. Renegotiating Leases

Security for your tenant

Chance to increase rental

Provides mutual benefits



Your Property's "Super" Growth

SEVEN Simple Strategies

7. Changing the Use

Take advantage of Mixed-use

Ground floor for Retail

Adapt to market demand



Your Property's "Super" Growth

To quickly recap ...

It's all about adding value

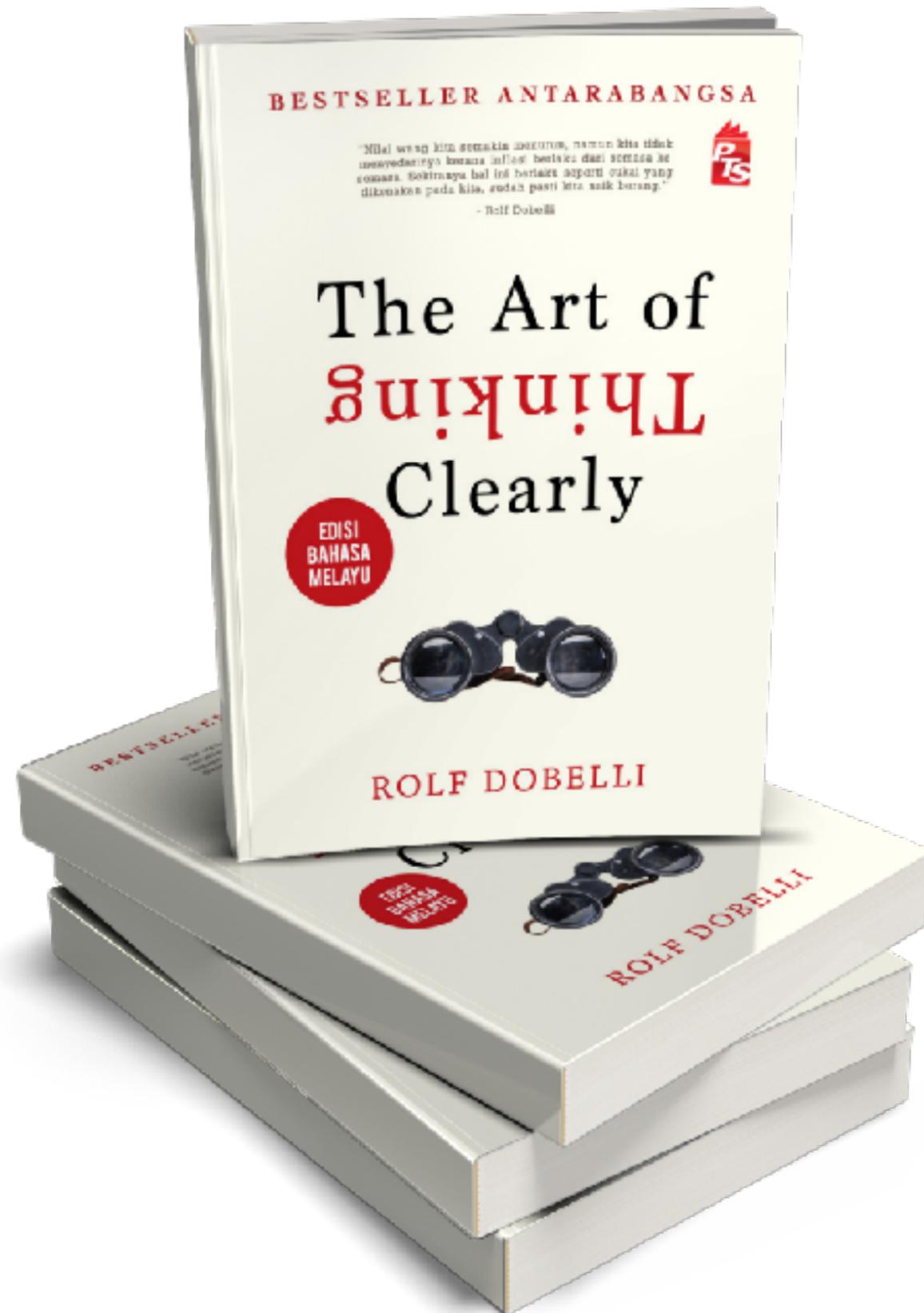
Adopting a proactive approach

Having the right managing agent



The Art of Thinking Clearly

Rolf Dobelli



Navigating Cognitive Traps



The Art of Thinking Clearly

Cognitive biases distort your judgment and impact decision-making.



Learn to Recognise and Overcome these biases

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Understanding Cognitive Biases

They simplify your decision-making but can lead to mistakes.

You must understand the various Biases.

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Common Cognitive Biases

Confirmation Bias

Favouring information that supports your existing beliefs

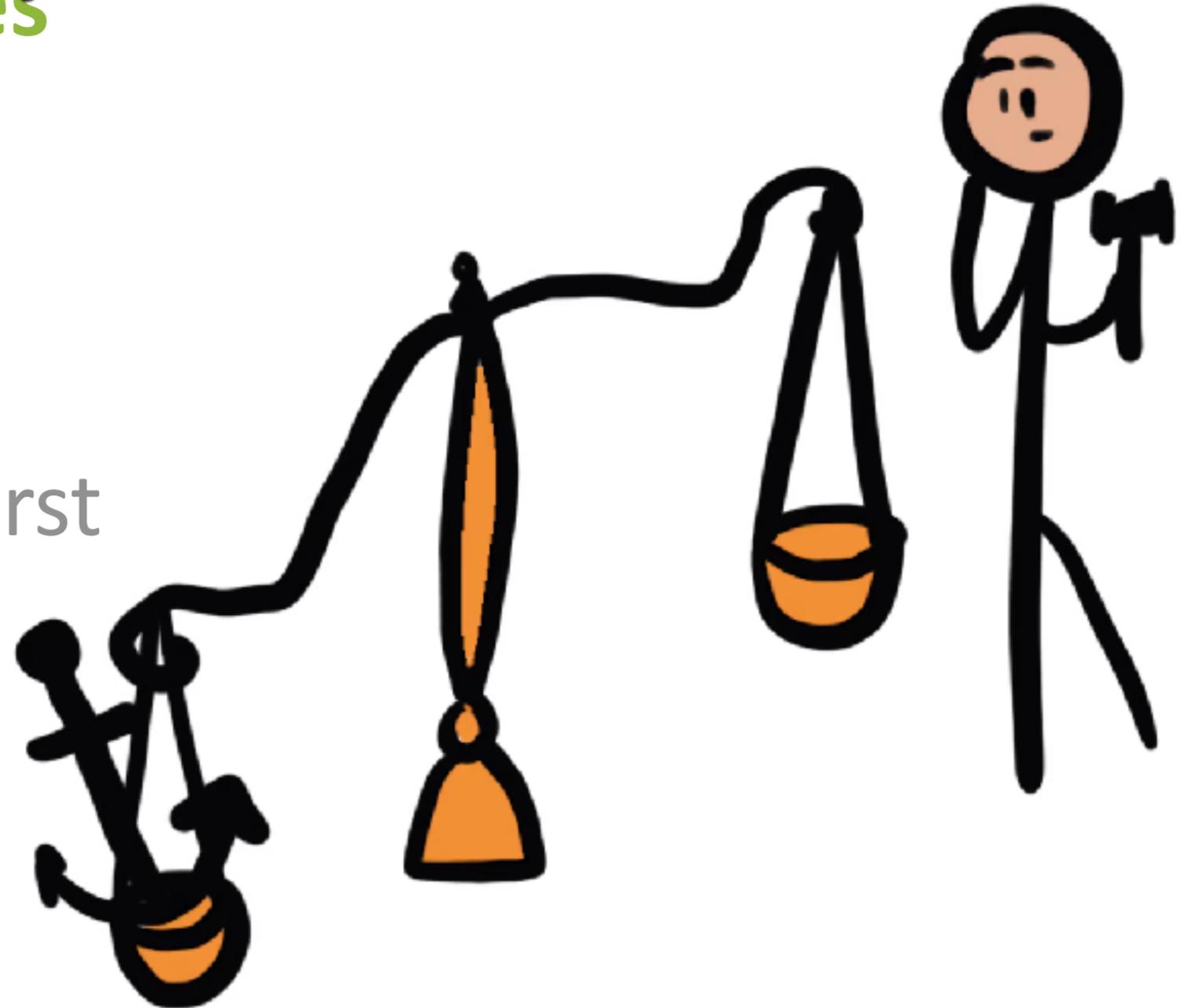


The Art of Thinking Clearly

Common Cognitive Biases

Anchoring Bias

Relying too much on the first piece of information



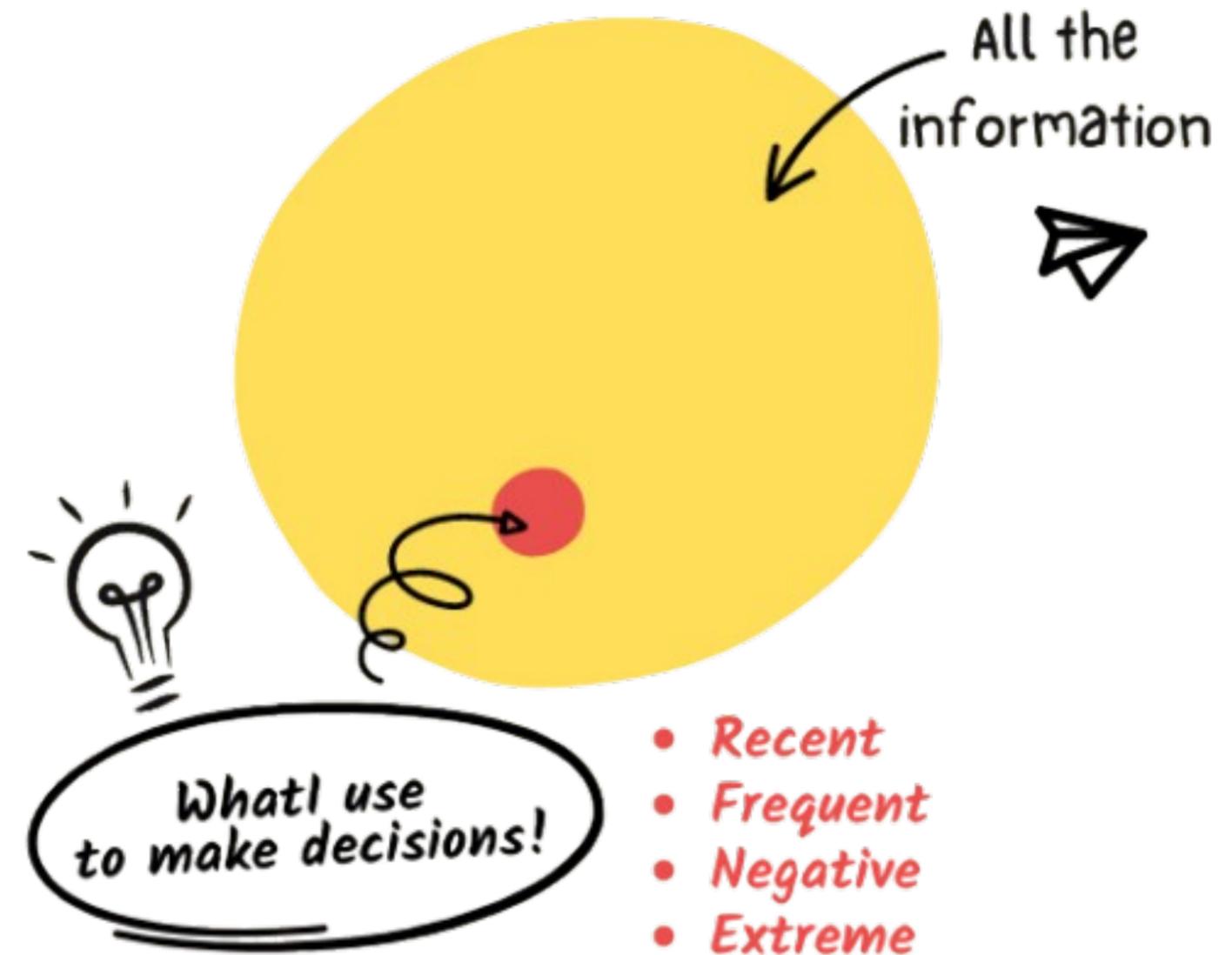
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Common Cognitive Biases

Availability Heuristic

Overestimating the likelihood based upon your memory

Awareness & Reflection



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The Anchoring Effect



Strategies to minimise the impact:

Expand your Information base

Question your Anchors

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Loss Aversion



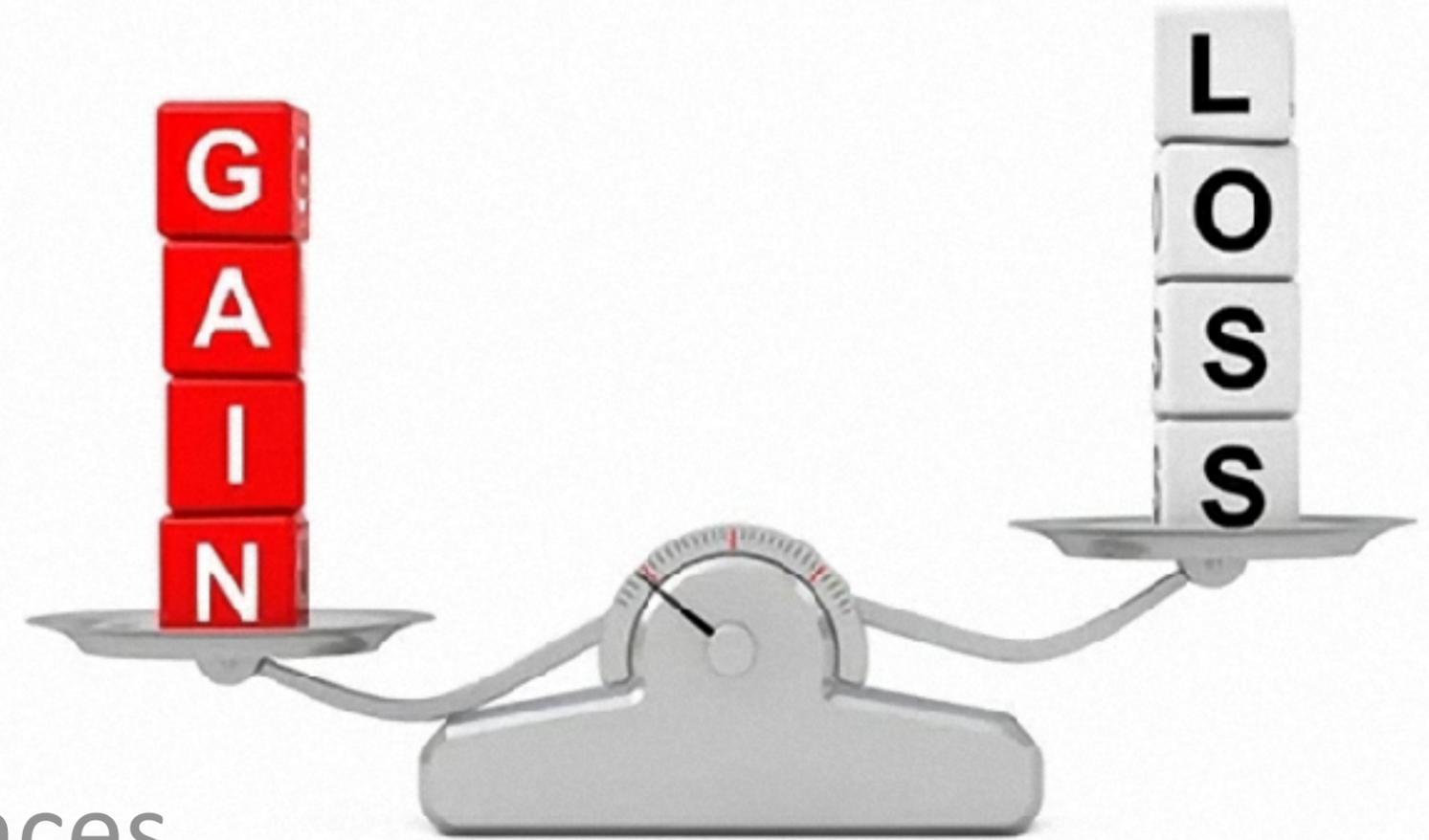
The Art of Thinking Clearly

Loss Aversion

Strategies to Counter this:

Reframe your decisions

Consider long-term consequences



The Art of Thinking Clearly

The Sunk Cost Fallacy



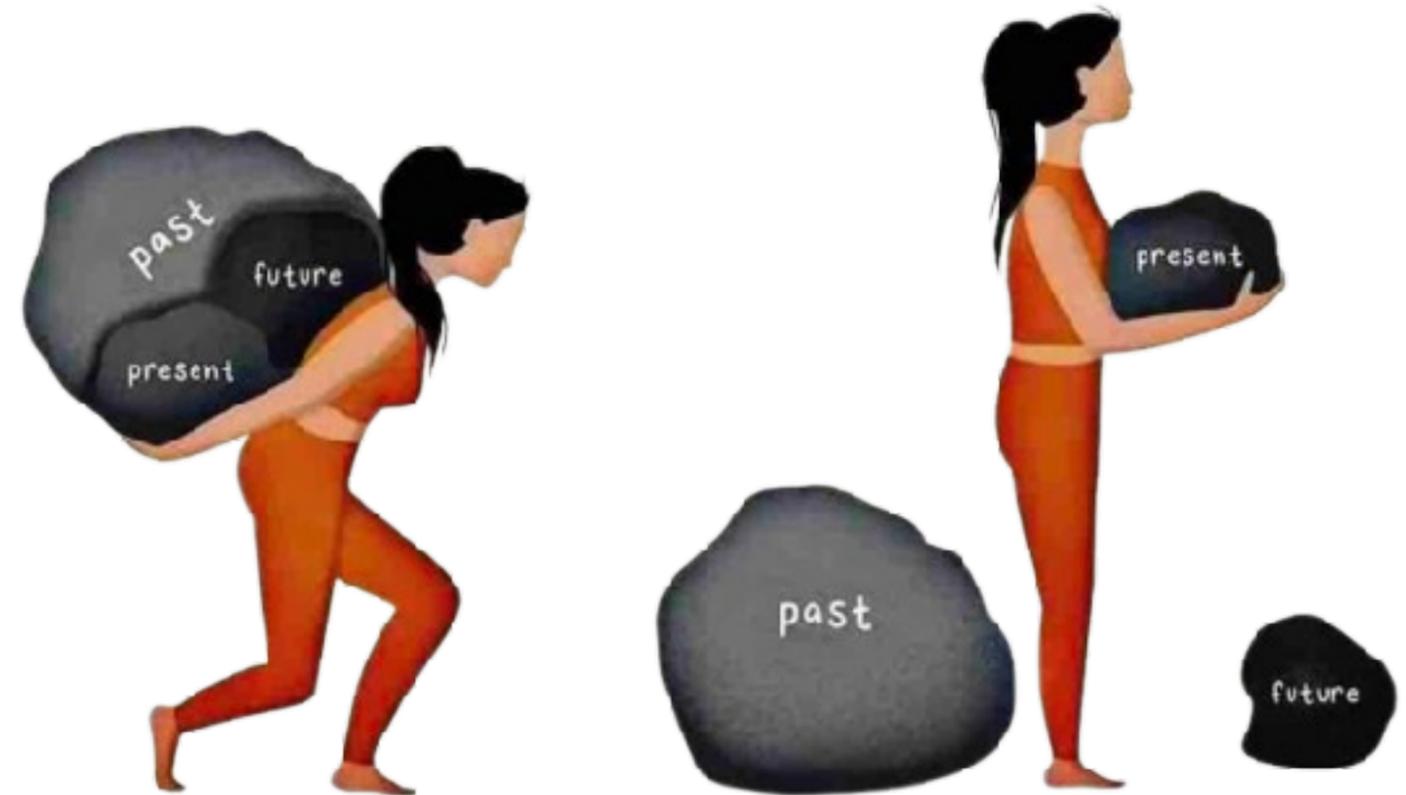
The Art of Thinking Clearly

The Sunk Cost Fallacy

To Break Free:

Evaluate future Costs & Benefits

Cultivate a Letting-go Mindset



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Overconfidence Bias

Combat Strategies:

Practice Humility
& Seek Feedback

Plan for Uncertainty



The Art of Thinking Clearly

Social Proof ... *simply following the crowd*

Improve Decision-making by:

Seeking diverse Perspectives

Practice Critical Thinking



The Art of Thinking Clearly

Gambler's Fallacy

Counteract this by:

Understand independent events

Focus on objective data



The Art of Thinking Clearly

Hindsight Bias

Minimise its impact by:

Documenting your
Decision-making

Embracing Uncertainty



The Art of Thinking Clearly

In Conclusion ...

Recognising & Overcoming Biases

Encourage diverse perspectives

Document decision-making

Maintain a growth mindset

