



2026

SUMMER

Today's Content

The Summer Webinar includes ...

- ▶ **Only Buy Properties Close to Home?**
- ▶ **The Essentials of Commercial Property Investing?**
- ▶ **Book Summary: “Better Small Talk”**

Only Buy Close to Home?

Only Buy Close to Home?

Closer proximity allows you better oversight

And you'll save money!

The Catch:

You will find yourself quickly overwhelmed



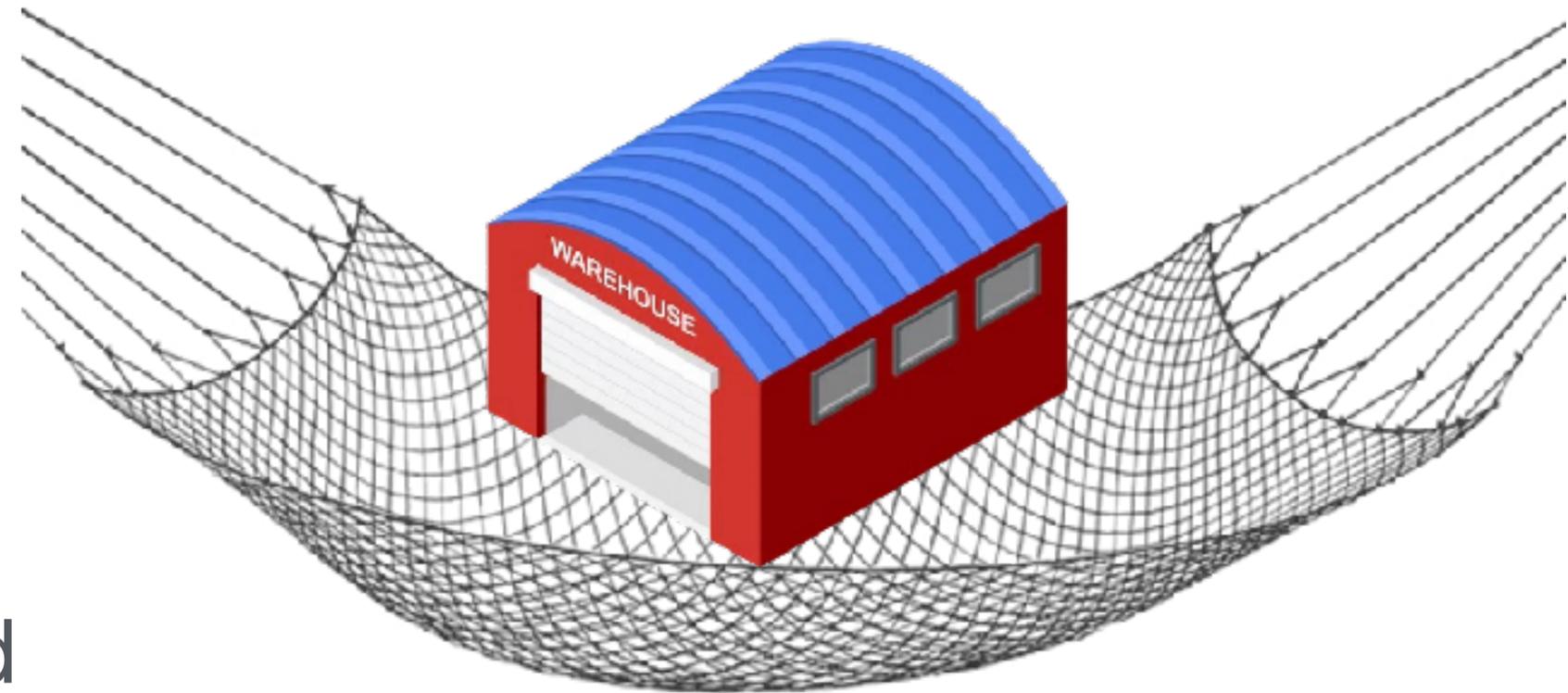
Only Buy Close to Home?

A Competent Property Manager

Acts as your Safety Net

Handles Compliance issues

The Cost can often be recouped

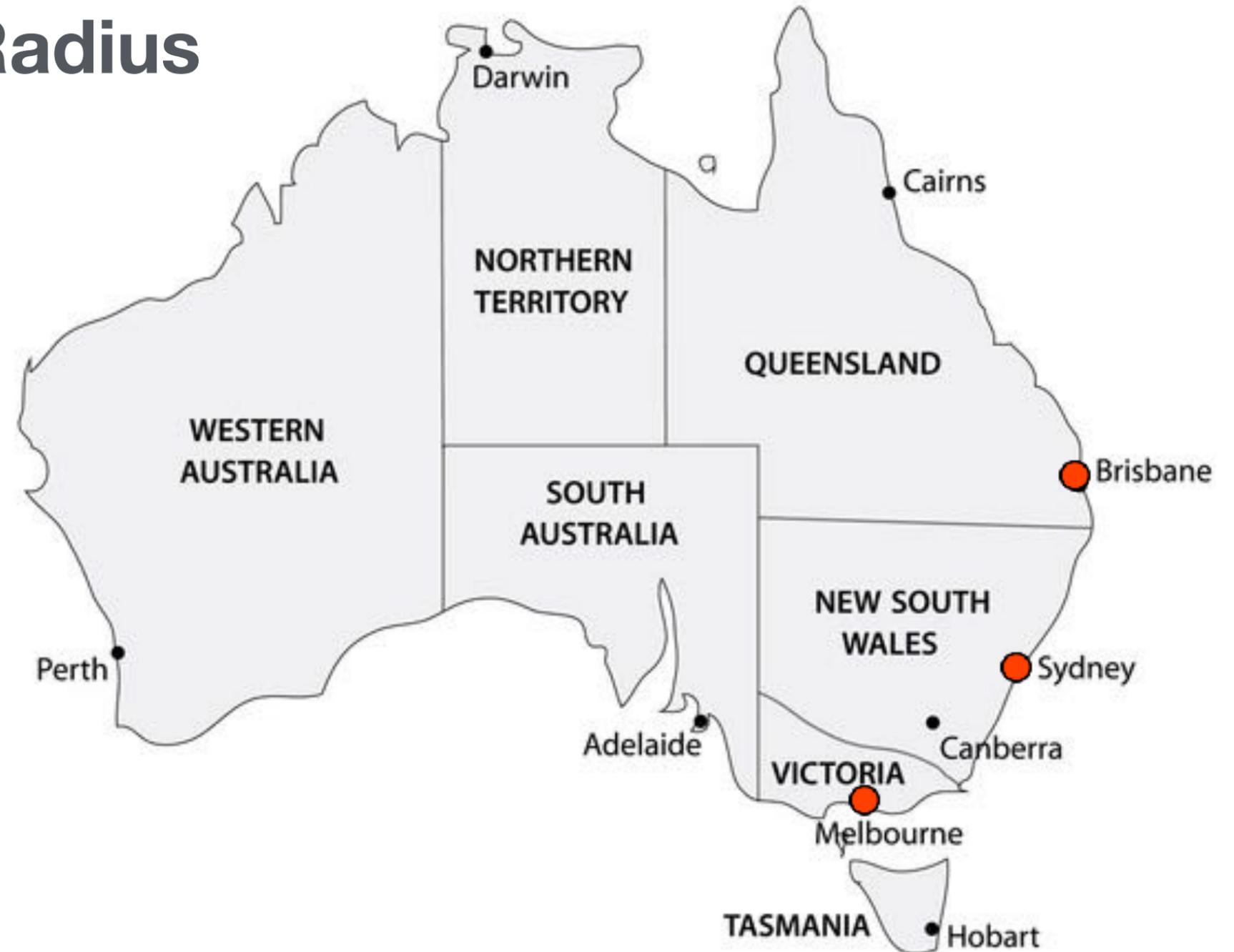


Only Buy Close to Home?

Expand Your Investment Radius

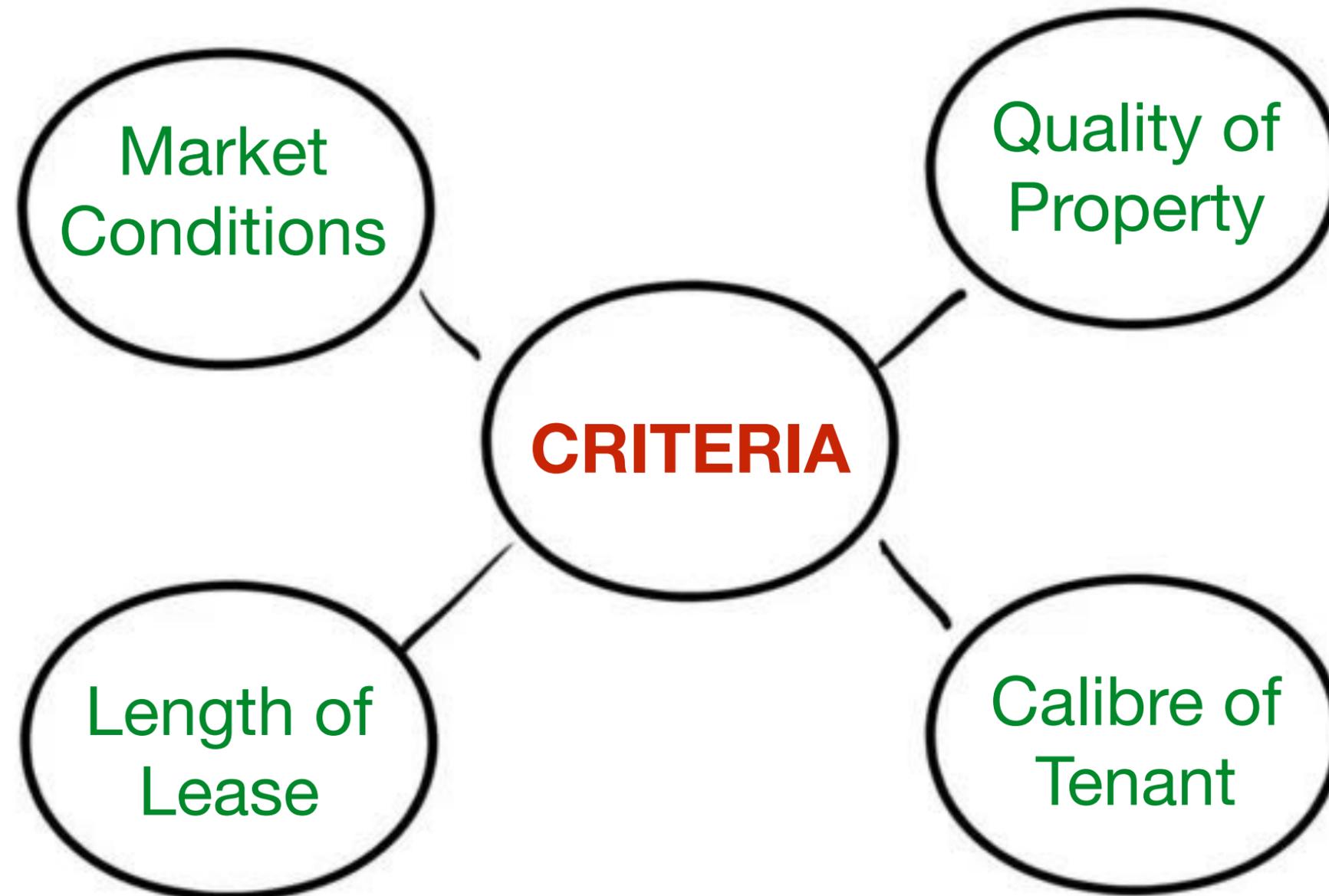
Now within a 20-minute Drive
from your Managing Agent

Broadens your options



Only Buy Close to Home?

Evaluating Investment Opportunities



Only Buy Close to Home?

The Role of a Property Advisor

Guides you through new Opportunities

Provides Market insights

Handles Negotiations

Helps you choose your
Property Managers



Only Buy Close to Home?

Think beyond your immediate Neighbourhood

Or you will restrict your Growth

A competent Property team allows
you to explore New Opportunities



Only Buy Close to Home?

Think beyond your immediate Neighbourhood

Or you will restrict your Growth

A competent Property team allows
you to explore New Opportunities

Start considering properties beyond
your present location



The Essentials of Commercial Property Investing?

Essentials of Investing

Importance of Understanding Risk

Residential Borrowing ... 90%

Net Return: 2% to 3% pa

Commercial Borrowing ... 70%

Net Return Retail property: 3% to 4%

Office/Industrial: 6% to 7%



Residential Property



Commercial Property

Essentials of Investing

Safeguarding Your Equity

Equity preservation should be your top priority

Return ON Capital **Vs** Return OF Capital

Securing your Capital comes first

Explore Insurance options as well

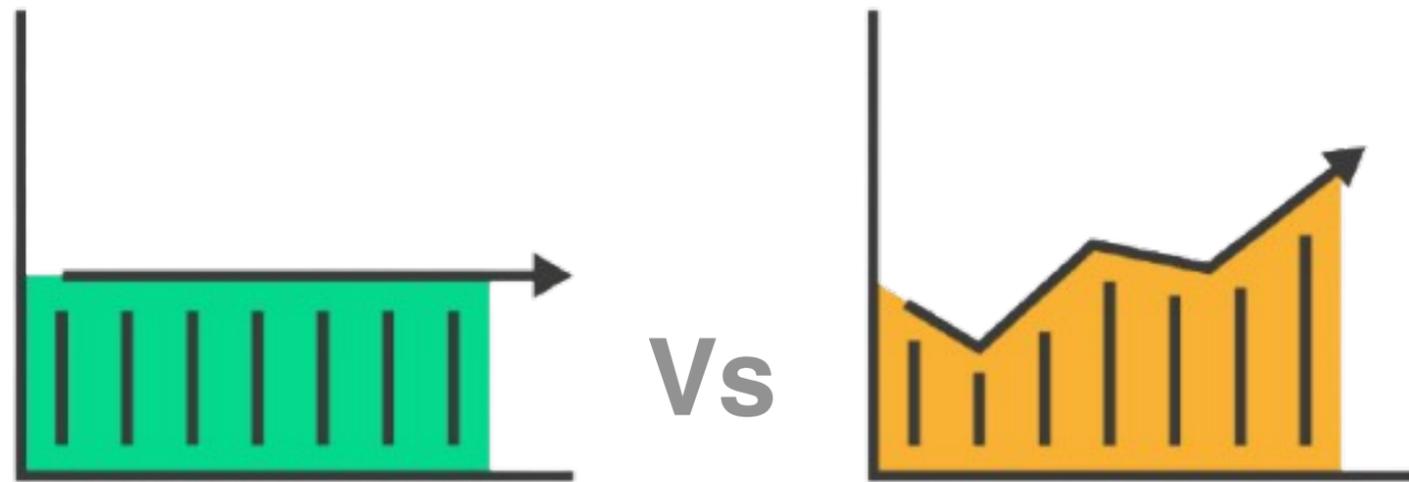
Consider Tenant security



Essentials of Investing

Managing Expenses and Liabilities

Your tenant should cover most expenses



Seek out non-recourse Loans

Essentials of Investing

The Importance of a Consulting Team

A reliable Team can save you time and money

- Property law
- Arranging finance
- Building construction

Establish your Team early on.



Essentials of Investing

Long-term Investment Perspective

Successful investors adopt a long-term view

- Value-add strategies, and
 - Good property management
- ... are the key to your success.

**Your Investments then
Work for You**



Essentials of Investing

Ensuring Quality Tenants

The calibre of tenant impacts your property's value

You need a plan for finding a replacement – quickly?



Essentials of Investing

Building Your Reputation

It's a close-knit community

- Clear communication
- Ethical dealings

Building a strong
Reputation is invaluable



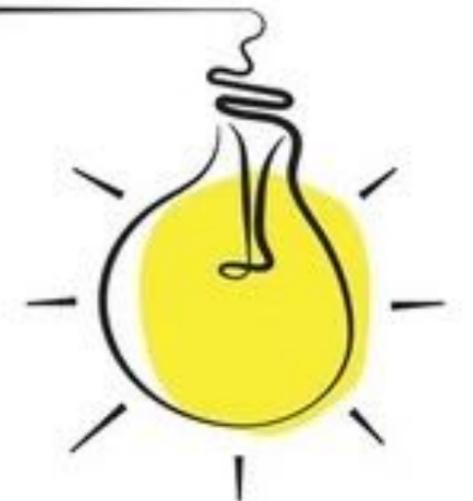
Essentials of Investing

In summary ...

Opportunities and challenges

- Understanding the Risks
- Safeguarding your Equity
- Managing Expenses wisely
- An expert Consulting team

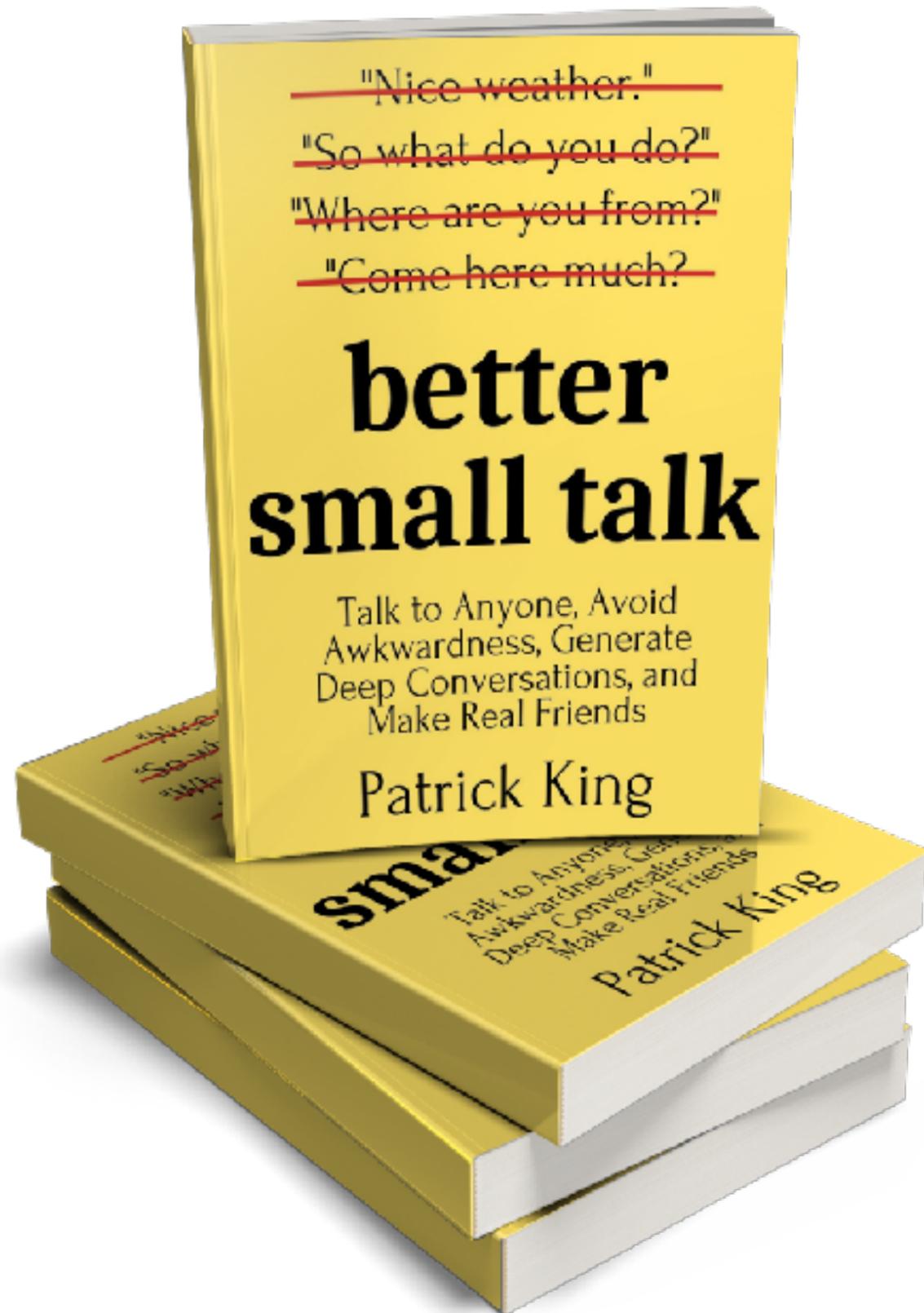
**Key
takeaways**



Adopt a long-term Perspective

Better Small Talk

Patrick King



**You just need a few
Simple Techniques**

... to become a Pro

Better Small Talk

Tackling Social Anxiety

You're not alone ...

Practice deep breathing

Gradually expose yourself
to social situations



Better Small Talk

Overcoming Nervousness

Simply accept those feelings

Ask open-ended questions

Show genuine interest



Better Small Talk

The Power of Active Listening

Tune into the conversation

Use verbal & non-verbal cues:

- Nodding
- Eye contact
- Encouraging phrases

Avoid interruptions



Better Small Talk

Crafting Insightful Questions

Make conversations meaningful

Ask “How”, “What” or “Why”

Show genuine curiosity



Better Small Talk

Finding Common Ground

Build rapport by uncovering shared interests

Be prepared to dive deeper



Better Small Talk

Understanding Non-Verbal Communication

Pay attention to body language and facial expressions

Create a welcoming atmosphere



7 Body Language Cues to Look For in The Workplace

- #1 Lip Pursing**
People subconsciously do this when they are holding something back.

- #2 Eyebrows Raised**
Guilty people might raise them to show fear.

- #3 Touch**
A light touch on the arm is a great way to get someone to help you.

- #4 The Business Handshake**
The best handshakes are firm, but not domineering.

- #5 Territorial Claiming**
Whoever controls the food and drinks in an office gain attention and status.

- #6 Laughing**
Subordinates may laugh to appease superiors, while superiors may refrain from laughing to maintain status.

- #7 Sitting in a Chair**
If an employee is sitting in a chair, it makes it easier to reprimand them.


Better Small Talk

Conversation Starters

Don't be shy about initiating

Comment on your surroundings
or ask about their hobbies



Let's Get

Started



Better Small Talk

The Art of Storytelling

Elevate conversations with personal stories



Better Small Talk

Navigating Awkward Moments

Embrace the awkwardness

Acknowledge the situation
and use humour to ease tension



Better Small Talk

Being Authentic & Vulnerable

Share your experiences
to encourage openness

Validate others' emotions
to strengthen your bond



Better Small Talk

Building Meaningful Relationships

Regular Communication
and support are key

Embrace growth and
change in relationships



Better Small Talk

You're now equipped to master small talk & build meaningful connections

