



ARE YOU AN ASPIRING PROPERTY ENTREPRENEUR?

REGISTER FOR THE
SAIBPP/ UCT PROPERTY ENTREPRENEURSHIP PROGRAMME

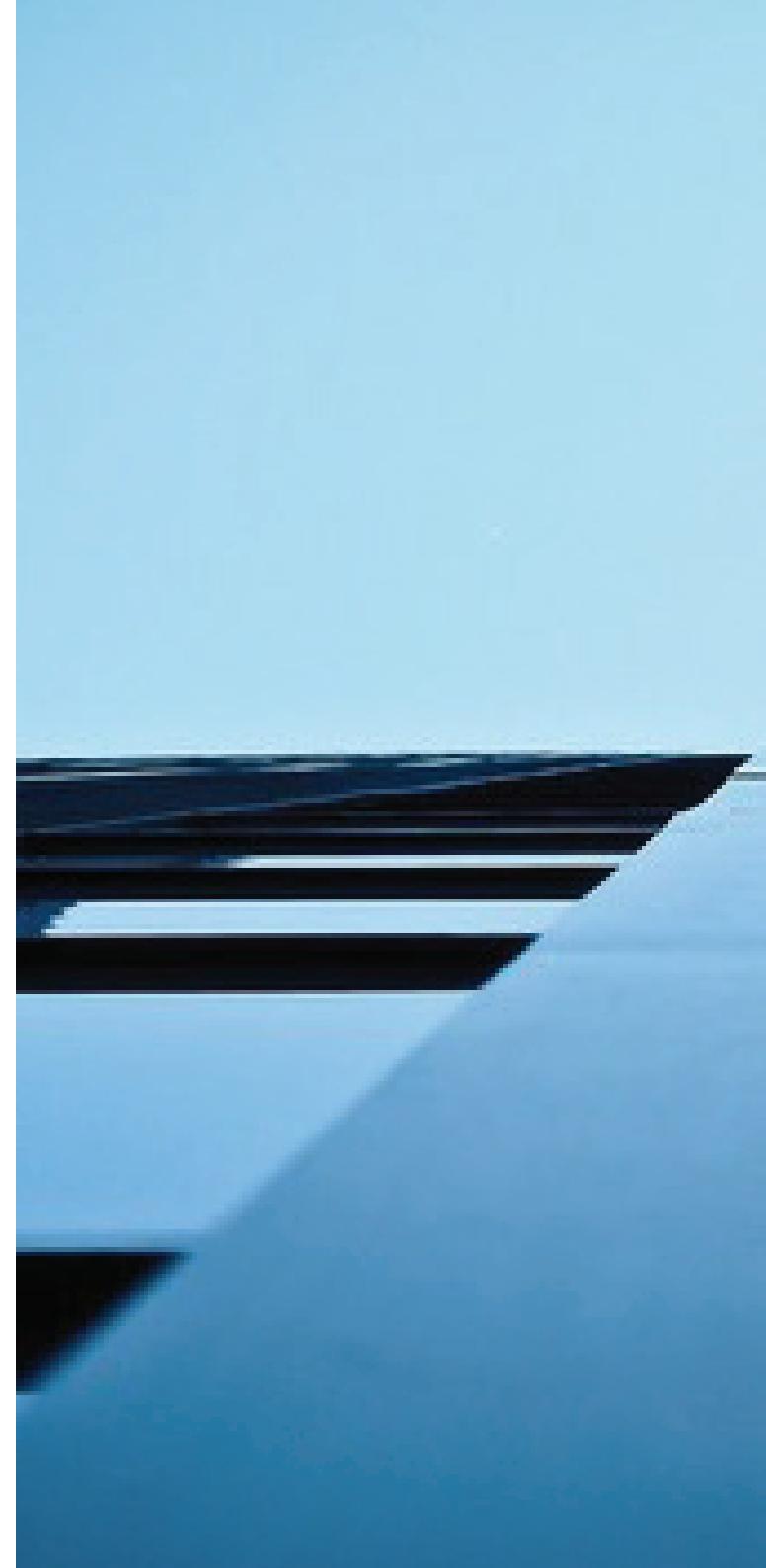
ABOUT SAIBPP

The South African Institute of Black Property Practitioners (SAIBPP) is a South African-based non-profit organisation tasked with advocating for and facilitating socio-economic transformation within the property sector and built environment. Now in its 23rd year of existence, SAIBPP is a well-established entity that has been instrumental in shaping key national policy pertaining to B-BBEE legislation and driving SMME development in the property sector and continues to lead the charge in this regard.

ABOUT UCT

UCT is an inclusive and engaged research-intensive African university that inspires creativity through outstanding achievements in learning, discovery and citizenship; enhancing the lives of its students and staff, advancing a more equitable and sustainable social order and influencing the global higher education landscape.

SAIBPP &UCT have partnered to bring you a Property Entrepreneurship Program that will equip you with all that you need to know, to get where you want to be, as an aspiring Property Entrepreneur.





3 day face-to-face workshop format & 1 week self study



DATES: Friday, 8 March 2019, Saturday, 9 March 2019 and Saturday, 16 March 2019

LOCATION: FNB CONFERENCE & LEARNING CENTRE , SANDTON JOHANNESBURG



Fees, R7 500

LEARN **9** INDUSTRY TOPICS

COURSE OUTLINE

- 1. Generate Property Investment ideas - An Overview of the Property Industry**
- 2. Owners & Users**
- 3. Entrepreneurship & Property**
- 4. Legal Considerations**
- 5. Understanding Cash-flows & Property Investment**
- 6. Valuation**
- 7. Property Financing**
- 8. Understanding Property Development**
- 9. The Final Step - Property Management**

ABOUT THIS COURSE:

- Day 1 & Day 2 (8 & 9 March 2019) - Introduction to the course
- 1 Week (8 - 15 March 2019) Self study
- Day 3 (16 March 2019) - last day of course
- A UCT certificate of attendance will be issued and this course is registered with the Engineering Council of South Africa (ECSA) for the award of CPD points.

YOU WILL LEARN HOW TO:

- **Analyze the characteristics** of commercial and residential property
- **Understand how property** differs from other types of investments
- **Compare investment opportunities** and analyze trends affecting the property industry
- **Analyze property cash flow** and investment options
- **Prepare property funding proposals** and property finance fundamentals
- **Evaluate how value is derived**, what impacts it, and the different approaches to valuation
- **Create a commercially-viable property development plan** using market research, a feasibility study, a development team, and development financial returns
- **Earn passive** income from property investments
- **Manage and market** a property development or property successfully



François Viruly
Head Lecturer of the SAIBPP / UCT Property Entrepreneurship Program

François is a well-known South African property economist and professor in Property Economics, Property Investment and Property Finance, with over 20 years' experience.

Professor Viruly has undertaken extensive research into the South African property cycle, the development of township commercial properties, and the application of Institutional Economics to the analysis of property markets in emerging countries.



UNIVERSITY OF CAPE TOWN
IYUNIVESITHI YASEKAPA • UNIVERSITEIT VAN KAAPSTAD



FNB
First National Bank

CONTACT MARKETING@SAIBPP.CO.ZA