

You are invited to attend our next General Meeting



Getting Our Business Ready for 2021

Knowing the Market Place - NSW Surveying Taskforce Craig Turner – Chairman ACS NSW & Member NSW Surveying Taskforce

The Association of Consulting Surveyors NSW is the representative body for the private sector surveying firms in NSW. They provide a range of services for members in the establishment, running and promotion of businesses as well as advising and lobbying industry and government bodies on behalf of the profession. Craig Turner, chairman of Association of Consulting Surveyors NSW will provide an update on ACS, CSN the demand study and the NSW Surveying Taskforce.

Motion for consideration: The NSW Surveying Taskforce has requested that the Cumberland Group of Surveyors provide \$5000 funding towards the activities of the Taskforce for the 2015-16 financial year.

Buy, Hold or Sell - The Realities of Succession Planning Sean Wolrige – Business Broker & Valuer LINK NSW

Over the last 10 years Sean has worked with over 40 surveying companies in NSW & QLD to help them grow through acquisition, value their business in preparation for exit and assist in negotiating & selling their businesses to qualified buyers for maximum value. Sean is at the coal face of transactions talking with buyers and sellers on a daily basis and knows first-hand what buyers are looking for, what survey practices are selling for and where the value drivers lie in surveying practices. This presentation will be a great insight into what to consider if you are thinking about buying a surveying practice, buying into a surveying practice or selling your surveying practice, now or in the future.

Profitable Business: Financial Analysis of Fees & Salaries Craig Turner – Chairman ACS NSW

In 2013 the Association of Consulting Surveyors NSW began their annual hourly rates and salary surveys of member firms to help in understanding what NSW surveying businesses were really charging in relation to fees and what were staff really being paid. This interactive presentation will review the two surveys and its implications with real life case studies and examine its impact on the profitability of all surveying businesses to ensure your company is well prepared for 2021.

The night will finish with an open discussion panel including the presenters and other surveying business owners.

Also on the night reports from; the Institution, SMIC, BOSSI, Seniors Group and the Young Surveyors Group.

TIME: 6pm for 6.30pm Buffet Dinner – Presentations will commence at 7:30pm

DATE: **WEDNESDAY 9 September 2015**

WHERE: PARRAMATTA LEAGUES CLUB, 13-15 O'Connell Street Parramatta

CPD: **To Be Advised** Estimate 2 Survey Practice

COST:	ISNSW / SSSI members:	Non ISNSW / SSSI members:
	\$55 (inc GST) Dinner + Meeting	\$110 (inc GST) Dinner + Meeting
	\$30 (inc GST) Meeting only	\$60 (inc GST) Meeting only

To book please email the following information to: treasurer@cumberlandgroup.com.au

Name: _____

Organisation: _____

Contact number: _____

email address: _____

I am/am not* a member of the Institution of Surveyors or SSSI and wish to attend Dinner/Meeting or Meeting Only *

*Delete where necessary

Payment Options:

- prior to event - EFT: Cumberland Group of Surveyors BSB: 112 879 Account #: 1769 1442 Reference: Your Name
a copy of the EFT receipt is to be emailed to treasurer@cumberlandgroup.com.au with registration form
- on night of event - Cash or Cheque made payable to Cumberland Group of Surveyors

Notes:

- **Bookings must be received by close of business Tuesday 1 September 2015**
- 'No-shows' and late cancellations will be charged the same rate we are charged by the venue (ie full price)