

# IRPM Annual Seminar and AGM



**Wednesday 19th October 2011 at 12:30pm**  
**The Law Society**

**Special Guest Speakers**

**100-113**  
**Chancery Lane**  
**London**  
**WC2A 1PL**

**Nick Jopling**  
**Ian Fletcher**  
**Liam O'Connell**

grainger plc



## Welcome to IRPM's 2011 Annual Seminar & AGM

We are delighted to announce that this year's seminar will include presentations from two of the key players in the world of commercial and institutional property ownership and investment:

Nick Jopling  
and  
Ian Fletcher

After lunch they will look at the roles that Institutional and Foreign investors are likely to play in residential property development in the coming years and the role of commercial landlords in residential property.

After the tea break please enjoy the inspirational 'Liam O'Connell Experience' before we revert to the more specialised area of leasehold block management with Brethertons presenting their interesting findings from their 'State of the Property Management Nation'.

The seminar provides an ideal opportunity for networking with other professionals over lunch and feel free to stay for a glass of wine with us at the end of the day.

### AGM & Seminar Running Order

12.30 - 12.50	Registration for AGM & Seminar
12.50 - 1.15	AGM and IRPM Update
1.15 - 2.00	Light Lunch
2.00 - 2.10	Introduction from Chair: Liam O'Connell
2.10 - 3.10	Nick Jopling: 'The Future of Institutional Investment'  Ian Fletcher: 'The role of the commercial Landlord in Residential Property'  Followed by Questions & Answers
3.10 - 3.25	BPF & Brethertons Awards Presentation
3.25 - 3.50	Tea Break
3.50 - 4.20	The Liam O'Connell Experience
4.20 - 4.50	Brethertons: 'State of the Property Management Nation'
4.50 - 5.15	SKY Presentation
5.15 - 5.30	Closing remarks
5.30 - 7.00	Drinks reception & networking

## Speakers



### Nick Jopling of Grainger plc

Nick joined Grainger plc in September 2010 as Executive Director of Property from CB Richard Ellis where he was Executive Director of Residential. Nick has broad experience in the residential property sector in the UK and abroad, including investment, development and the private rented sector, where his particular interest lies. Nick is also the chairman of the Urban Land Institute's UK Residential Product Council.

Grainger plc is the UK's largest specialist residential property owner and manager traded on the London Stock Exchange. Grainger has approximately £2.4bn of wholly-owned property assets and £3.1bn of assets under management. Grainger owns or manages over 40,000 properties in the UK and Germany. The UK residential business primarily consists of properties subject to a regulated tenancy. The portfolio is geographically widespread but with a strong concentration in London and the South East. This unique portfolio brings strong and stable cash flows from rental income and trading profits on the sale of property.

### Ian Fletcher of British Property Federation

Ian Fletcher is the British Property Federation's Director of Policy (Real Estate). Ian's brief at the BPF covers a wide range of housing issues, championing members' interests in the private rented sector, long leaseholds, student and other sub-sectors of the rental market, and mixed use development. He is Vice Chair of the National Approved Lettings Scheme (NALS), on the ANUK audit panel for private student biggest companies in the property industry - property developers and owners, institutions, fund managers, investment banks and professional organisations that support the industry - they are able to provide the knowledge and expertise accommodation, and London Mayor's Housing Forum.



### Get ready for the Liam O'Connell experience!

Liam O'Connell has many years experience in business and culture change, inspiring people to create great organisations and deliver fantastic customer service. Liam has implemented culture change programmes for businesses, large and small including one with a £100 million annual turnover. These initiatives have led to a direct positive increase in customer satisfaction, employee motivation and business performance. He has created successful internal cultural brands and inspirational change events for business throughout the UK. Liam is the published author of two successful books - 'Don't feed the ducks... Inspire your people', and 'My fire's gone out!' - has won a prestigious national training award and writes regularly for business publications. Most importantly Liam is real. He has worked on the customer service front line - he does achieve amazing results and he doesn't just talk about positive business change... he makes it happen.



# SKY HELPS LANDLORDS MAKE THE SWITCH

## Subsidies and expert support help take the stress out of digital switchover

The UK's digital switchover is now very much underway, with many regions such as the West Country, Wales and Granada already switched, and the remainder to follow by 2012.

According to Sky Communal TV Solutions, it seems that some private property managers are unclear on preparations and actions due to the perceived cost and no single point of contact who can manage the process.

Sky's Shared Dish solution, which is suitable for private apartment blocks, comes at a very competitive price and includes a dedicated project manager and expert installers to guide property managers through the entire installation process. In addition, in many cases Sky offers substantial subsidies starting at 50\*%, depending on the complexity of the installation and cabling work, to make the costs more manageable.

Sky's Shared Dish solution delivers digital satellite TV signals to flats in a block from a single discreet rooftop dish, so residents don't need their own mini dishes. Cables are run directly from the Shared Dish to the set-top boxes in the flats of Sky subscribers.

Crucially Sky will also help with the communication to residents as part of the Shared Dish package, as well as providing a quality guarantee for the system and a variety of maintenance options. Its dedicated Switchover Team has attended around 1,500 meetings with private landlords, managing agents and residents committee members since its launch last year, helping to explain the process and the benefits of an upgrade.

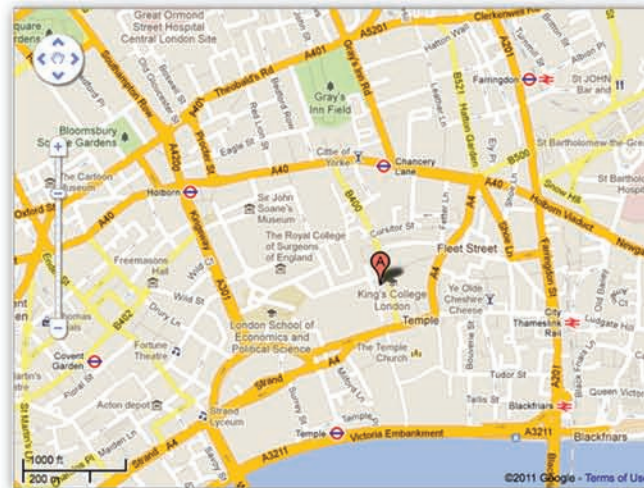
An alternative to the Shared Dish system is Sky's Integrated Reception System (IRS), which is a "platform-neutral" solution, offering huge flexibility and choice. It works by distributing signals to multiple flats from a single multi-purpose reception unit. A discreet faceplate is fitted in each flat, so that residents can choose either to watch free-to-air programmes on Freeview or Freesat (where available), or to subscribe to Sky TV (including Sky+ and Sky+HD). This cost-effective system comes with a variety of maintenance and leasing options. To find out more about preparations for digital switchover, property managers should visit [www.sky.com/managersor](http://www.sky.com/managersor) call 08442 410 331 for a free estimate, and get in touch with the Sky Switchover Team.



A survey will take five working days between booking and completion dates. All surveys will need to be booked a minimum of five days before offer expiry date. Shared Dish Subsidy: Only available on a Shared Dish system. This subsidy is based on a standard externally cabled system design and is inclusive of earth bonding. Sky will contribute towards the cost of materials. There could be other factors that could impact the cost of installation in your particular block, such as internal cabling costs. For certain blocks we will need a minimum of four residents to register before we go ahead with the install. IRS: The IRS maintenance and warranty will expire on the one year anniversary of the transfer of the title in the equipment to you. If the system is leased, 5, 10 or 15 year options are available depending on the terms of the lease. Sky TV: Sky TV subscription required for Sky digital programming. Packages currently £20 - £55 per month (inc). Sky box and set-up costs may apply. Two satellite feeds required for full Sky functionality. Switchover Area: Please see [digitaluk.co.uk](http://digitaluk.co.uk) to check when your block will be affected by the digital switchover. General: Sky+HD box must be connected to a fixed telephone line for 12 months. Minimum Sky TV, Sky+, Sky+HD subscriptions are 12 months. Further terms apply. Sky+HD box prices may vary in flats. Information only applies to residential customers in the UK, Channel Islands and Isle of Man. Lines will be open 9am - 5pm, Monday to Friday. Calls cost 5.1p per minute (plus 12.5p connection fee) for BT customers. Calls from other providers may vary. Information correct as at 15 August 2011.

## The Venue

Completed in 1832, the Law Society has been at the centre of the legal world ever since. This stunning neo-Georgian building lends itself perfectly to both corporate and private events that require gravitas and style. For our Annual Seminar & AGM, the irpm will be hiring the Common Room and the Strand, Fleet & Bell room which we think you'll agree are perfect surroundings.



### Nearest Underground Stations

#### Chancery Lane (Central Line)

Walking from Chancery Lane - Head south on Chancery Ln/B400 toward Rolls Passage. Turn right onto Carey St. then turn left onto Bell Yard. Destination will be on the left.

#### Temple and Blackfriars (Circle and District Lines)

Walking from Temple – Head east on Victoria Embankment/A3211 toward Temple Pl. Turn left onto Middle Temple Ln/A4 then turn left onto Fleet St/A4. Turn right onto Bell Yard and destination will be on the right.

### Nearest Main Line Stations

Waterloo Station  
Liverpool Street is a short taxi ride away  
Charing Cross  
City Thameslink

### Nearest Airports

City Airport is 8 miles away  
Heathrow is 18 miles away

### Parking

Parking outside the Law Society is not allowed during the normal working day. Visitors can be dropped off or picked up from outside the main entrance and there is some metered parking nearby.

**You are invited to attend IRPM's Annual Seminar & AGM to be held at The Law Society - 100-113 Chancery Lane, London, WC2A 1PL.**

Registration is from 12.30pm with a buffet lunch available for all delegates.

The day will include our AGM, lunch, awards and a drinks reception. Speakers include motivational author Liam O'Connell, Nick Jopling of Grainger and Ian Fletcher of BPF.

Name [Block Capitals].....\*

I will be attending the AGM & Annual Seminar

I have invited the following to attend the Annual Seminar:-



1. Name [Block Capitals].....

Job Title .....

Company.....

Signature:.....Date:.....

2. Name [Block Capitals].....

Job Title .....

Company.....

Signature:.....Date:.....

N.B. If you are attending the AGM and would like to put forward a question it would help us to prepare the fullest answer if you write your question here:-

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Signed..... Dated.....

Event sponsored by



\*Attendees are entitled to 3 hours towards your CPD