



Australian
Institute of
Architects



SOUTH MELBOURNE OFFICE SITE POTENTIAL REALISED WITH 6 STOREY PLANNING PERMIT



BEFORE

- Our client owned a 2 storey office building and occupied only a quarter of the space
- What was the best option for maximum return?
- The market conditions had changed. Covid impacted property investment.
- With our client we completed a Return On Investment review
- It was decided to obtain a development permit for the maximum site yield
- Our client could then proceed with the development for a profitable investment and new premises or sell the site with the permit

AFTER

- With our knowledge of what is possible we devised a simple action plan
- The development proposal was designed with a single basement and six upper levels
- We designed the office layouts to suit current market requirements
- The revised scheme planning approval through council.
- Following a difficult sales campaign during Covid our client sold the site
- Satisfactory investment return was achieved with a stunning design.



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We help property developers, investors and builders who are frustrated with working out their property options go from missing out on rents, sales and capital gains to knowing what are the best options with a plan and the right consultants within 3 weeks using our specialised knowledge and Return On Investment roadmap.

They go from not being sure of all the site controls and possibilities of a property to feeling confident that the maximum development envelope has been evaluated and potential risks are minimised.

Using the ROI Roadmap we research all aspects of a property to inform decisions so that you can achieve the development permit you need to move forward.



NAPOLEON HILL'S SECRETS TO SUCCESS?

How can you achieve success in your life or your business? Success is much easier to reach when you decide and focus on what it will mean to you. How do you measure it, how do you know when you achieve it, what would it look like, and why is this important to you? These are key components of the process described in Napoleon Hill's classic book "Think and Grow Rich."

The book teaches you how to save the wasted effort that the majority of people expend in trying to find their life-work through a series of lessons.

Lesson one focuses on desire and goes through the steps of not just having a wish or dream, but a definite purpose. It's having the focus and stubborn determination which will get you from where you are now to where you want to be, turning that desire into reality.

More importantly, Hill walks the reader through the secrets of success, which are not biased based on background, education or circumstance. In fact, there are several key secrets that distinguish those who achieve from those who don't.

Hill explains that Faith allows one to prepare one's mindset for failure since failure is inevitable on the road to success.

The secret to auto-suggestion, another lesson he dedicates a full chapter, focuses on not only what one believes but also on the monetary value of what they want to achieve, even down to dollar amount.

In specialized knowledge the reader is introduced to the fact they don't only need to focus on learning, but specialize in gaining knowledge in what they don't already know.

It follows that on the route to learning and growing, one must become an excellent follower before showing initiative and taking the lead. But there are certainly qualities a leader must possess to master organized planning, decision-making, and self-control.

Indeed, Hill makes the argument that positive and negative emotions cannot occupy the brain at the same time. As a leader, one has a choice to determine how to master the subconscious mind and control positive versus negative thinking.

In conclusion, the last few paragraphs skim only the surface of the six steps to mastering fear and turning your desires into reality.

If this summary reminded you of what you need to do, then you might want to dust off your old copy and re-read the book again.

Good luck.

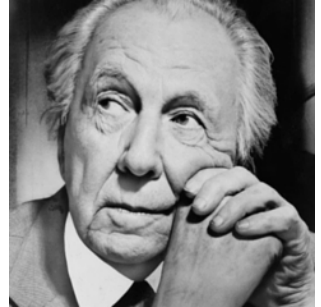
ICONIC BUILDING OF THE MONTH

Designed by famous American architect Frank Lloyd Wright in 1934, Fallingwater is quite possibly the most famous private residence in the world. But why?

Well, the unique design makes it look like the house stretches out over a 30ft waterfall, with no solid ground beneath it.

This isn't the case, obviously, but the innovative design captured everyone's attention when it was finalized in 1939.

It became famous instantly and is now a national historic landmark. It's so cool you can even get a Lego version of the architectural masterpiece!



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"Life is what happens to you while you're busy making other plans."

- John Lennon



Martyn is well known as an architect of quality, style and efficiency. His portfolio spans more than 35 years of intense involvement with the problems and solutions peculiar to the CBD environment both in Australia as well as in the United Kingdom and Asia.

Martyn has extensive urban design experience both in Australia and particularly in Melbourne where he was significant in the emergence of medium and high density residential developments in the CBD, he specialises in balancing complex design constraints and requirements to achieve elegant and commercially viable built form solutions.

HOW MANY ARCHITECTURAL STYLES CAN YOU FIND?

- COMMERCIAL
- RESIDENTIAL
- EDUCATIONAL
- GOVERNMENT
- INDUSTRIAL
- MILITARY

C T N R J D O Q M F B I Q N C
P R I L I M G H F T Q N T Y C
O E T T Z J L A G N C T H L O
S S K M G Z E J R E J X R K M
N I E I Q I I L L M Y Z E E M
N D W L J X X M A N D D D E E
T E B I Z X P V T R F G U Z R
C N B T G U T K A E Y J C P C
V T I A J U P Q G V Q Q A H I
G I Z R C U B J J O V J T K A
A A U Y Q B S M G G K X I X L
Y L Y E E A W W F D M Q O V T
Y Q L A I R T S U D N I N Z D
W Z P W O V H U C H W U A K Y
A D B J X J R V E G L G L M E



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