



2013 CONFERENCE
10-12 July 2013
Millennium Hotel,
Queenstown



PRO}PERTY
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PROPERTY
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Leading the property professions

Conference Agenda

WEDNESDAY 10 JULY

- 10:30am Brunch & Golf at The Hills Golf course (9 holes due to winter season)**
The Hills is New Zealand's most exclusive golf club. Visitors enjoy an unparalleled level of service in a unique environment that incorporates a championship golf course with full practice facilities, the finest clubhouse hospitality, a spa and gym, and a constantly changing sculpture park. The Hills is also the home of New Zealand's biggest golf tournament the NZ PGA Championship.
- 12.00pm Conference registration desk opens**
Ground floor, Millennium Hotel, Queenstown
- 1.30pm Field Trip - Millbrook, Hilton Queenstown, Jacks Point**
(places on this field trip are limited and operate on a first in, first served basis)
- Millbrook Resort is a multi award-winning five star country club nestled within the Southern Alps of New Zealand, an area world-famous for its rare, unspoiled natural beauty. Millbrook Resort's superb facilities and high level of service has placed it among some of the world's most famous resorts.
- Set in the heart of the bustling Kawarau Village boasting a unique position directly on the tranquil blue shores of the Lake Wakatipu and in the heart of Kawarau Village, the luxurious Hilton Queenstown hotel features a majestic mountain backdrop and provides the perfect base to explore the area's natural attractions.
- Jack's Point is a 3,000 acre settlement in one of the most spectacular landscapes in the world. It combines a sustainable design approach positioned with contemporary architecture and is just 15 minutes drive from Queenstown. Over 15 years in the planning, Jack's Point will feature over 1,300 residential homes, a lakeside village with accommodation, restaurants, shops and a luxury lodge.
- 3.00pm New Zealand Institute of Valuers AGM**
- 4.30pm Property Institute of New Zealand AGM**
- 6.00pm Welcome Function - Skyline Queenstown**
Queenstown CEO, Adam Feeley will welcome delegates to this event at the Skyline which has Queenstown's most spectacular views. Start off your evening with a glass of bubbles and a ride on the gondola, once you reach the Skyline restaurant you can network with fellow colleagues over drinks and nibbles whilst checking out the gorgeous views in a truly unique location.

THURSDAY 11 JULY

- 7.30am** Conference registration desk opens
- 8.45am** Conference opening
- 9.00am** **The Hill Story**
Emma Hill
- 9.45am** **Moving Forward**
Mike Sang, Ngai Tahu
- 10.30am** **Morning Tea**
- 11.00am** **Workshop sessions A1- A3 - Refer PINZ website for further details**
A1 - Transforming New Zealand Farms
A2 - Building performance v valuation - how the market is reflecting building seismic performance
A3 - The first light house project
- 11.45am** **Workshop sessions B1-B3**
B1 - Rural workshop
B2 - Key learnings from recent VRB decisions and other risk mitigation opportunities
B3 - 10 compliance traps for property professionals
- 12.30pm** **Lunch break**
- 1.00pm** **Afternoon of Activities (choose 1 of 3)**
(Places on these activities are limited and operate on a first in, first served basis)

1. TSS Earnslaw steamship ride to Walter Peak

The TSS Earnslaw is an integral part of Queenstown's pioneering history and a business venture that has transcended time to be one of Queenstown's iconic assets. Launched in the same year as the Titanic, the TSS Earnslaw's maiden voyage was on 18 October 1912. Nearly scrapped in 1968, she was rescued and purchased by Real Journeys and put to work once again carrying passengers around the Lake. Since then the TSS Earnslaw has been painstakingly restored to its original condition - everything you see is pretty much like it was 100 years ago. Today, the TSS Earnslaw is the only coal fired steamship in operation in the southern hemisphere, making her one of the most unique experiences in the world.

2. Nomad Safari

Nomad Safaris has transformed what was previously an unproductive landscape into a profitable business through operating guided adventures taking in rich local history, movie locations, stunning scenery and amazing stories. This two hour adventure will explore the regions gold mining history by venturing in to the dramatic Skippers Canyon and up the Arrow River towards Macetown.

3. K-Jet (jet boat ride)

The early Jet boat industry was inextricably linked with the Lakeland Christian Camp in 1960 when camp trustees and Invercargill brothers Alan and Harold Melhop made the first powered navigation of the Kawarau Falls dam in a Hamilton Jet. Holidaymakers soon lined up for rides on the thrilling new boat, and at five shillings a go; the trip provided efficient fundraising for the Christian camp. So began one of Queenstown's most successful and enduring tourist operations. KJet is still a Queenstown owned and operated business. Shaun and Sally Kelly now run the operation along with business partners Skeggs Group which all take pride in an enduring tradition of innovation.

- 3.45pm** **Economic Update** - Dominick Stephens, Chief Economist, Westpac
- 4.30pm** **Transform Yourself** - Buck Shelford
- 5.30pm** **Conference close for the day**
- 7pm** **Conference Dinner**

FRIDAY 12 JULY

- 7.30am** **Women in Property breakfast**
- 7.30am** **Fellows breakfast**
- 8:00am** **Conference Registration desk open**
- 8.30am** **Our Transforming World - Changing Demographics** - Bernard Salt
- 9.25am** **Insurance - What are the alternatives** - Peter Lowe
- 10.40am** **Morning Tea**
- 11.05am** **Workshop sessions C1-C3 - refer PINZ website for further details**
C1 - South Island High Country Pastoral Leases - implementation of rent systems
C2 - Legal updates (Leases REAA)
C3 - Property Managers/Advisors session
- 11.50am** **Workshop sessions D1-D3 - Refer PINZ website for further details**
D1 - Valuing of water rights
D2 - Transforming your image - marketing for sole practitioners and small businesses
D3 - Hotel investment trends and outlook
- 12:35pm** **Lunch break**
- 1.20pm** **Transforming your personal finances** - Martin Hawes
- 2.20pm** **Transforming your limits** - Ant Williams
- 3.20pm** **Conference close**

Registration Form

Tax Invoice – GST Registration Number 73 833 167

Please complete this form, take a copy for your records and forward it to:

Events Manager
Property Institute 2013 Conference
PO Box 11380
Manners Street Central
Wellington 6142

Phone: (04) 382-7624

Please make cheques payable to Property Institute of New Zealand

Delegate

Surname Title (Dr/Mr/Mrs/Ms/Prof)

First Name

Organisation Position

Postal Address

City Country

Telephone () Mobile ()

Email

Special Requirements e.g. dietary

Registration Fees

All registrations received and paid prior to 10 June will go in the draw to win 1 of 2 mini iPads.

	Prior to 10 June	After 10 June
Registration Fee	NZ \$850 + gst	NZ \$1,050 + gst
Graduate Fee	NZ \$820 + gst	NZ \$1,020 + gst
Multiple registrations (3+ people)	NZ \$800 + gst	NZ \$1,000 + gst
Registration Fees Sub Total (Incl GST)	\$	

Registration Fee Includes *Attendance at all conference sessions *transport to and from social activities
*satchels and contents *morning teas *afternoon teas *luncheons *conference dinner

Accompanying Person

Title (Dr/Mr/Mrs/Ms/Prof First Name (for name badge). Surname

Special Requirements

Social Functions

Function	Cost p/p	Attendance (number)	Tickets Total
Golf & Brunch – The Hills Golf Course			
<input type="checkbox"/> I will be playing, my handicap is (includes brunch and 9 holes of golf including cart hire)	\$175 + gst		\$
<input type="checkbox"/> I require clubs to be booked	\$50 + gst		\$
Wednesday Field Trip			
<input type="checkbox"/> Millbrook, Hilton Hotel and Jacks Point (places on this field trip are limited and operate on a first in, first served basis)	\$55 + gst		\$
Welcome Function (Wed) (includes gondola ride, drinks and nibbles)			
Delegate	<i>included in registration</i>	<input type="checkbox"/> Attending	\$
Accompanying Partner	\$75 + gst	<input type="checkbox"/> Attending	\$
Conference Dinner (Thurs) (includes transport, pre dinner drinks and nibbles, 3 course meal and Entertainment)			
Delegate	<i>included in registration</i>	<input type="checkbox"/> Attending	\$
Accompanying Partner	\$150 + gst	<input type="checkbox"/> Attending	\$
Conference Breakfasts (Fri)			
Women in Property	\$35+ gst	<input type="checkbox"/> Attending	\$
Fellows Breakfast	\$35 + gst	<input type="checkbox"/> Attending	\$
Partners Program (Thurs & Fri)			
Thursday 11 June	\$150 + gst	<input type="checkbox"/> Attending	\$
Friday 12 June	\$150 + gst	<input type="checkbox"/> Attending	\$
Social Functions Sub Total (Incl GST)			\$

Workshops and Field Trips (Please indicate by ticking the box which specialist topics you wish to attend)

Thursday 11 July

Workshop Options

(11:05 - 11:45) A1 A2 A3

(11:50 - 12:30) B1 B2 B3

Afternoon Activities (Choose 1 - places are limited on each activity and operate on a first in, first served basis)

1:00pm-3.45pm Earnslaw ride to Walter Peak Jetboat ride Nomad Safari

Friday 12 July

Workshop Options

(10:45 - 11:30) C1 C2 C3

(11:35 - 12:20) D1 D2 D3

Accommodation

Please note delegates will be required to book their own accommodation. We have arranged special rates with the conference venue, Millennium Hotel and the Copthorne Hotel directly across the road from the conference venue. Please refer to details outlined below.

Millennium Hotel – rates from \$180 (incl. gst) - telephone (03) 450-0150
Copthorne Hotel – rates from \$165 (incl. gst) – telephone (03) 442-8123

Privacy

The information supplied on the registration form will be shared and used by the Organising Committee. Unless you advise Property Institute of NZ otherwise your name will be included in the list of conference participants distributed to delegates and sponsors.

Cancellation Policy

The Institute cancellation policy is to offer a full refund up to 5 working days prior to the event, after this date there will be no refunds. If for reasons beyond the control of the Property Institute of New Zealand, the Conference is cancelled, registration fees will be refunded after the deduction of expenses already incurred. We strongly recommend delegates take insurance on their travel arrangements, due to the risk of adverse weather conditions.

Payment Summary

Method of Payment (please tick)

Credit Card Cheque

Please make cheques payable to Property Institute of New Zealand

Registration Fees	\$
Social Functions	\$
Total (Incl GST)	\$

Credit Card Authorisation

If paying by credit card please tick the card to be charged: MasterCard Visa

Card Number / / / Expiry /

Card Holders Name

Signature Date



Workshop Electives

Further information on workshops can be found at www.transforming.property.org.nz

- A1 - Transforming NZ Farms
- A2 - Building performance v valuation
- A3 - The first light house project- Tobias Danielmeier, Victoria University
- B1 - Rural workshop
- B2 - Key learnings from recent VRB decisions and other risk mitigation opportunities,
Neil Sullivan, Valuer General
- B3 - 10 compliance traps for property professionals
- C1 - South Island High Country Pastoral Leases implementation of rent systems
Callum Taylor, Land Information NZ
- C2 - Legal Update Simpson Grierson
- C3 - Property Managers/Advisors session
- D1 - Valuing of water rights - David McKenzie, Opteon Property
- D2 - Transforming your image - marketing for sole practitioners and small businesses
- Alex Mann, Mann Marketing
- D3 - Hotel investment trends and outlook - Dean Humphries, Jones Lang LaSalle

**NB: Workshop subjects and speakers are correct at time of printing.
Some workshops may be subject to change.**

General Information

CONFERENCE DRESS CODE

Conference sessions: Business casual

Conference Dinner: White Christmas Theme

Conference 2013 Speaker Bios

Dominick Stephens

Dominick joined Westpac as a Senior Economist in 2006, and became Chief Economist in 2011. His most well-known research concerns the roles of taxation, interest rates and inflation on the New Zealand housing market. He has also published research on the exchange rate, New Zealand's labour market, and macroeconomic modelling.

Dominick started his career at the Reserve Bank of New Zealand. He was closely involved in forecasting and interest rate decisions as second-in-charge of the RBNZ's forecasting team. He is from Christchurch, and graduated from the University of Canterbury with a Bachelor of Science with 1st Class Honours in Economics. His travels include crossing Mongolia on horseback, riding 1000 miles down the Peruvian Andes, and a year spent in the Amazon jungle.

Bernard Salt

Bernard is a leading commentator and advisor to corporate Australia on consumer, cultural and demographic trends. He has established a reputation as a trend forecaster for business and government. His first best-selling book *The Big Shift* predicted a surge in the demand for lifestyle and residential property underpinned by the imminent retirement of the baby boom generation. His second book, also a best seller, *The Big Picture* looked at how work, life and relationships are changing in the first decade of the 21st Century. Bernard has directed and authored a number of global studies for KPMG International including *Beyond the Baby Boomers* (2007) and *The Global Skills Convergence* (2008) both of which attracted global media coverage.

Bernard Salt is a best-selling author, a twice-weekly columnist with *The Australian* newspaper, a regular on the Australian speaking circuit, and a business advisor. He heads a group of consultants within KPMG providing demographic advice to business and government.

Wayne (Buck) Shelford

Wayne gained his first experiences of team sport as a teenager, where he played for a local rugby league team in his home town of Rotorua. Although he was not aware at the time, this experience was to provide a stepping stone for Wayne into a rugby career, which would eventually see him as one of the world's most prominent loose forwards. As well as representing the All Blacks, Wayne also represented the New Zealand Maori All Blacks (first in 1985) and then captained the 1988 tour.

Wayne Shelford is one of the toughest men ever to set foot on a rugby field and in 2007 he was faced with an opponent tougher than him – cancer. Wayne is now in remission and has begun to speak out for the first time about his fight for his life.

Emma Hill

Emma Hill is Deputy Chair at Michael Hill International. She has worked for Michael Hill Jeweller for over 19 years. As a young girl she began cleaning counters and emptying rubbish bins in her parents' Whangarei shop and by 13 she was working in the store on Saturday mornings learning the fundamentals of selling.

Her journey to Deputy Chair within the public but family held company is an interesting one. Woven into her story of challenges and success on the road to the top are the key messages of setting and visualising audacious goals, and never ever giving up. Emma was instrumental in the formation of the company's vision of 1000 stores by 2022. She then spearheaded the expansion of Michael Hill Jeweller into the world's most competitive retail environment, North America. During her time with the company she has lost her job, felt the humbling heartbreak of losing money in new markets, and ultimately helped transform Michael Hill Jeweller from an Australasian retailer into a global jewellery brand.

Alex Mann

Alex has been a marketing professional for over 20 years, has experience in direct marketing, radio, TV and print advertising. After graduating in 2002 he worked in advertising agencies before founding a boutique marketing firm specialising in sensible research based marketing for SME's in Christchurch.

He has extensive experience working in the professional services marketing field, managing the marketing for clients in the Accounting, Architecture, Property, Education, Engineering, and Health sectors. Alex has various leadership roles as Board Chair for the Governors Bay School, sits on the Big Brothers Big Sisters board as the marketing advisor and board member of the Southern Regional Marketing Association.

Martin Hawes

Martin is a financial author, seminar presenter and a financial adviser. He has written 20 books, most of which have appeared on the Best-sellers list and several have sold well into five figures. The best known is on Family Trusts which was first published in 1995 and which has sold over 120 000 copies. Martin wrote the book "Twenty Good Summers – work less, live more and make the most of your money" in 2004 and since then has presented many seminars for individuals, professionals, business owners and farmers who are planning to retire or semi-retire. Martin has a great interest in this area where people are starting to ease back and, instead of growing their wealth, start to use capital to gain income. The idea of Twenty Good Summers has gained currency since the book was published with people deciding to take charge and have the lives that they have always wanted.

Neill Sullivan

Neill Sullivan holds the statutory position of Valuer-General within Land Information New Zealand (LINZ). The Valuer-General's role includes responsibilities for occupational regulation of the valuation profession under the Valuers Act 1948 and regulation of the rating valuations industry under the Rating Valuations Act 1998. He has been registered for twenty eight years and worked in a number of both private and government valuation positions in New Zealand and Australia.

One of Neill's key responsibilities as Valuer General is to Chair the Valuers Registration Board. Amongst other things, the Board administers the registered valuer complaints process and inputs on issues relating to occupational regulation of Valuers.

Ant Williams

In 2000 Ant was the Sport Psychologist for a MotoGP team based in the South of France. A decade on Ant's competes in freediving around the world. He has a passion for speaking and for passing on the lessons learned from starting a dangerous sport and making it to the highest level of international competition. When given the opportunity, Ant speaks about how to handle the moment when you most want to give up by changing our inbuilt response to fear and anxiety. While sport is used as the medium, the message is equally relevant to the challenges we regularly face in business.

Dean Humphries

Dean has over 25 years experience in the Australasian and South Pacific property markets. Dean is currently the National Director - Hotels for Colliers International. Up until early 2013, he was working with Jones Lang LaSalle, his employers since 1989, having worked in the Auckland, Sydney and Brisbane offices. In June 2011 Dean was seconded to Head of Hotel Investment Sales for Queensland, whilst remaining Country Head of New Zealand. This was highly successful with his most notable sale being Lennons Plaza Hotel (\$56.75m) for Abacus Property Group.

Tobias Danielmeier

Tobias is a Senior Lecturer, who teaches architecture at Victoria University of Wellington. Tobias research looks at design correlations of performance and performativity of commercial and industrial architecture. His research also comprises aspects of green and solar architecture. Recent New Zealand based work include First Light House, a solar powered, net-zero energy building that was built in New Zealand and shipped to Washington DC with the aim to take part in a competition called Solar Decathlon. The house gained multiple national and international prizes and awards is now finally back in New Zealand

Justin Kean

Justin is Director of Research and Capital Markets at Jones Lang Lasalle New Zealand. He's been in the property industry for 16 years, most recently working as a global portfolio and fund manager for Aberdeen Asset Management in Amsterdam. Justin is an expert in market analysis, forecasting, and demand studies.

Peter Lowe

Peter has 28 years international business experience in Australia, England, Bermuda, USA and New Zealand. Peter qualified as a Chartered Accountant, working at Ernst & Young specialising in tax and audit. Peter worked in the alternative risk financing arena, reinsurance design and large global insurance accounts, working in the USA for eleven years. In 2006 Peter was recruited by Willis as the Risk Solutions Practice leader for New Zealand. In 2009 Peter created the first Australasian ART & Captive Practice for Willis.

In March 2011 Peter was appointed as the Chief Executive Officer of Willis New Zealand.

Andrew Stringer

Andrew has over 19 years' experience in the NZ real estate sector, having formerly held the position of General Manager Landco Land Developments, one of New Zealand's largest private development companies and Manager Projects and Acquisitions for Kiwi Income Property Trust with direct involvement in the development of New Zealand's largest and most successful regional shopping centre, Sylvia Park. Andrew is also a Registered Valuer having been National Director of Valuation & Advisory Services at Colliers International and CBRE. Andrew is a Registered Valuer and has served on a range of NZPI and NZIV committees.

Alex Cutler

Alex Cutler is the Chief Executive of the New Zealand Green Building Council, is a Director of Homestar (the residential rating tool) and sits on the Construction Industry Council. This year's strategic priorities of the NZGBC include: the introduction of the NABERSNZ building performance rating tool into the New Zealand market and a focus on influencing the rebuild in Canterbury, amongst others.

The organisation is responsible for the introduction of the Green Star suite of rating tools that has influenced the growth of green building in New Zealand, and the vision of the organisation is to encourage, inform and support New Zealanders to live, work and play in healthy, efficient, productive and environmentally sustainable buildings.

Partners Programme Thursday 11 July

- 8.50am** All ladies attending the Programme meet in reception area of Millennium Hotel
- 9.00am** Coach pick up from Hotel and transfer to Arrowtown
- 9.30am** Enjoy wandering about quaint little Arrowtown
- 10.30am** Bus departs Arrowtown for brunch at Millbrook Resort
- 11.40am** Relax over brunch at Millbrook Resort
- 12.15pm** Return to Queenstown for drop off at the TSS Earnslaw
- 1.00pm** TSS Earnslaw departs for Walter Peak
- 3.15pm** Arrive back into Queenstown
- 3.30pm** Drop off at Millennium Hotel.

Partners Programme Friday 12 July

- 10.15am** All ladies attending the programme meet in reception area of Millennium Hotel
- 10:30am** Coach departs for Gibston Valley winery
- 11.00am** Arrive at Gibston Valley
- 11:05am** Cheese tasting at the cheesery
- 11:30am** Wine cave tour including wine tasting
- 12:00pm** Lunch at Gibston Valley restaurant
- 2:30pm** Return to Queenstown
- 3.00pm** Drop off at Millennium Hotel

