



February 2006

NZPI (UK BRANCH) a service for UK based NZPI Members

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March 2004 Chairman's Report

Welcome to the first edition of the NZPI Newsletter for 2006 and the start of hopefully another successful year for the NZPI and our Southern Colleagues the API. It would be difficult to go on further at this stage without mentioning some of the highlights from 2005, which started off with a well attended function hosted by the RICS in conjunction with Judd Farris, followed by a number of smaller functions throughout the year. 2005 was another year of growth for our member base here in the UK and no doubt resulted in a number of new jobs and careers for those who recently arrived from back home. It is also interesting to note that there are now a number of our members who have become RICS qualified, more about that later. How we could we go any further without mentioning the fine result achieved by our mighty All Blacks, completing the series white wash over the Lions, regaining the Tri Nations and retaining the Bledisloe Cup and to cap it off, completing the Grand Slam in the UK and Ireland, well done boys.

Our inaugural evening for 2006 will take place at The Windmill 6/8 Mill Street, London WR 9TE. The evening will commence from 6pm and will include an open bar and nibbles. Judd Farris have again offered their generous support for the evening and will be on hand to answer any career questions or queries you may have. There will be an introductory from our Chairman Philip Harcourt and perhaps one or two short words from a number of members and our sponsor. In an attempt to improve the service the UK Branch of the NZPI offer, we would like to introduce and open forum discussion among all attendees. We hope this would give our members an opportunity to raise any questions, suggestions going forward.

Again, we welcome any ideas or contributions from any of you throughout the year. It is important that we create a core group of members who will be responsible for pulling these events together during 2006. This includes the issue of the Newsletter and liaising with our sponsors in putting together special CPD events from time to time. While all your efforts are appreciated, essentially we require a committee to help deliver a successful 2006. This is something we will be touching on when we next convene.

New Zealand & Other Industry News/Events

People In Property - *TO APC OR NOT TO APC? – A perspective by Sid Kempton*

Unfortunately in the UK, the words Registered Valuer or Certified Practicing Valuer don't seem to have the status they have back in their respective home countries of New Zealand and Australia, and sometimes going back to the books is a worthwhile career choice.

When I arrived in the UK in August 2003, the first question that every recruitment agency asked was "Are you a member of the Royal Institution of Chartered Surveyors (MRICS)?" To which I confidently answered "No, the RICS is hardly known, let alone recognised where I was previously working in New Zealand and Australia. However, I am an associate member of the Property Institute of New Zealand with two years valuation experience in that country and am also a Certified Practicing Valuer (same as a Registered Valuer in NZ) in NSW, Australia where I also worked as a valuer for a further two years. With a Degree in Property Valuation and a total of four years valuation experience ranging from farms to offices, surely this is just as good if not better?" Five agencies later, the answer seemed to be a resounding "No." Apparently, the big surveying firms were not hiring Kiwis or Aussies that didn't have an MRICS qualification.

Not being one to take no as an answer, I contacted one of the big five directly and was working for them as a "Qualified Surveyor" soon after. However, my employment contract did state that I had to sit my Assessment of Professional Competence (APC) with the RICS as soon as possible. I thought this was a good idea as I was doing the same work as all of the MRICS qualified staff in the office, but wasn't getting paid as much (about 20% less).

After many conversations with various people at the RICS, each one assuring me that they were the correct person to talk to and each one giving a different answer ranging from "you'll have to sit the whole process as if you were a graduate with no experience at all" to "after six months you can send in a form and you will receive your MRICS qualification in the mail", I still had no idea exactly what was required. So I sent in the forms and received a letter stating that after 12 months of work experience in the UK I could go down what was called the "reciprocal APC route."

Under the reciprocal APC route I was required to submit three 500 word case studies on various jobs I had undertaken and produce a 2000 word report on my UK experience outlining how I had adapted to the market, as well as have a one hour long interview in front of a panel of three RICS members.

I had my APC in May 2005. The interview consisted of presenting one of my case study's for 10 minutes, 10 minutes of questioning on the case study and 40 minutes of general questions. It was this 40 minutes of general questioning that I found the hardest part. For example, just because your current role may be valuing mainly office buildings in central London, doesn't mean that you won't be asked about how you would go about valuing a chemical plant in Manchester, how you would advise a tenant on a landlord dilapidations claim, or any part of the Landlord and Tenant Act (and its numerous amendments!).

It is for this reason that some serious study is needed. It may turn out that you are lucky enough to have three people on your interview panel who all do similar jobs to yourself, but it may be that you have people who are specialists in very different areas or localities to yourself. I did the Valuation route and had two Landlord and Tenant Surveyors and a General Practice Surveyor on my interview panel, none of whom worked in London.

I think it is a given that no matter who you get on your interview panel and what their background is, you will be extensively questioned on the Landlord & Tenant Act. This is because, generally speaking, it is the only piece of legislation that is almost 100% new to most Kiwis and Aussies. It forms such a significant part of so many surveying specialities, be it valuation, rent reviews, agency or asset management etc, that they have to make sure you know it inside out.

Since gaining my MRICS qualification a lot of people ask how it compares to the NZIV interview. I don't know as I only did the Australian equivalent, but I'm sure the NZ and Aussie assessments are similar. To give some indication (but hopefully not scare too many off!), I studied for about a week for my Aussie registration. For my APC I studied for just over six months and I found the APC much more challenging.

Mind you, I think this can be explained fairly easily. In my view, the APC is so much more broadly focussed, with valuation being only one of many subjects that you need to know. With the Aussie (and I am assuming the NZ) registration process, you are being assessed as a valuer only. If you pass you can call yourself a Valuer and you can sign off valuations. The RICS covers so many different faculties and as a Chartered Surveyor, even if you go down the Valuation route, once you pass there is nothing stopping you from being an Agency Surveyor, Dilapidations Surveyor, Landlord & Tenant Surveyor or any number of other types of Surveyor. Hence, they have to make sure you know about a much broader range of subjects. Obviously, whatever route you go down, they will concentrate on this. But you also need to know 'a bit about everything'.

Some people have also asked "After knowing how much work is involved, would you do it again?" The answer is definitely yes. Money was the main driver for me and further career opportunities were a close second.

Even though I changed careers shortly after passing my APC, I am sure that I wouldn't have been given my new career opportunity without the MRICS letters after my name.

In between completing my APC and now, it seems that the RICS have once again changed what is required for Kiwis and Aussies with Registered Valuer or Certified Practising Valuer status to gain the MRICS post nominal. It now seems that even though we were assured by Caroline Slater from the RICS at one of our previous PINZ meetings in 2005 that "the process is soon to be much easier for Kiwis and Aussies to gain MRICS status", the process appears to be even harder and in fact no different from if you were a 20 year old UK graduate fresh out of university with a degree in Art History.

If you are looking at doing your APC in the future and have any questions, please feel free to contact me by email at SidKempton@hotmail.com and I may be able to offer some assistance.

The Employment Market

"Good News for Antipodeans seeking jobs In the U.K."

A recent change in government legislation on working holiday visas has caused a stir amongst antipodean surveyors. From February 2005, all individuals travelling on a working holiday visa will be limited to working for only 12 months as opposed to 2 years.

This may be seen as a set-back for job-seeking antipodeans. However, as a leading property recruiter, we would happily argue otherwise! Cobalt are knowledgeable on current legislation and are confident that there are other options to consider before packing up and going home! Sponsorship by a client and the highly skilled migrant visa are a couple of options. The process is relatively straightforward, and is not particularly costly either.

Here at Cobalt, we are fully aware of how the market has evolved for surveyors from New Zealand and Australia. We have seen an increasing number of successful placements of NZPI and API members within all sectors of the property world. Our research shows that in the last 12 months (Aug '04 – Aug '05) we have achieved a staggering 52% success rate in placing antipodean surveyors! This equates to one placement out of every two candidates who register with us.

This is an illustration both of the quality of candidates arriving from New Zealand and Australia, and also highlights the increasing appreciation of our clients of their experience, particularly in light of the shortage of surveyors available in the U.K..

This shortage is felt by every sector from private practices to financial institutions, from property companies to the public sector, all of which are in need of quick and effective staffing solutions to help manage their workloads. This has had a very positive effect on the job market, in particular the temporary market, which is an ideal starting place for a recently arrived job-seeking property professional.

The consequence is that NZPI and API members are highly sought after by many of our clients. In order to take advantage, it is important to be prepared in the following areas:

- CV Construction
- Interview technique
- Knowledge of London and UK Property Markets.

Cobalt can help with all of the above, much of which can be achieved before arriving in the UK! We also offer a recommend a friend scheme providing an incentive to pass on our details to friends and colleagues who decide to come over to the UK at a later date. £250 will be paid in vouchers of your choice, for all recommendations resulting in a successful placement. These comments show why we are worth recommending!

“Before travelling to London I contacted several agencies via email. Not only were Cobalt the only ones to reply, but the resulting follow up from all of you was rapid and thorough. It is obvious that once I met with Andrew my details were quickly circulated and then investigated and followed up on resulting in 3 interviews with major agencies within 24 hours of my meeting with Andrew.

Rest assured that the next time I need to find work I will be contacting Cobalt first, and will be referring you to anyone looking for employment in UK property.” (Gil Carrillo, Asset Manager)

“In light of my experience with Cobalt Recruitment, I would have no hesitation in recommending the firm’s services to any property professional from Australasia” (Greg Condon, Investment Valuations)

In summary, I would say that due to current U.K. market conditions, there has never been a better time to be a job-seeking surveyor and, whether you are looking to work on a temporary, interim or permanent basis, we are confident that Cobalt will be able to undertake and assist with your job search through to a successful and satisfying completion.

Andrew Whyte is a Consultant at Cobalt Recruitment and can be contacted on 020 7808 3272 or awhyte@cobaltrecruitment.com

New CEO for Property Institute

The Property Institute of New Zealand has appointed Glenn Clark as its new Chief Executive Officer.

Mr Clark joins the Property Institute from Trustees Executors (formerly Tower Trust) where he was Managing Director. During this time he played a crucial role in resolving high profile and complex commercial issues such as Auckland's Metropolis development and the Rural Super Bonds Scheme which was floated from the Applefields Group.

The Property Institute has worked through a six year establishment phase and its President, Gerard Logan, says Mr Clark's appointment represents the start of a new and exciting direction for members.

"Mr Clark has been appointed following a thorough recruitment process and the Board welcomes the wealth of experience that the new CEO brings to our organisation and the value he will add to the Institute," said Mr Logan.

Mr Clark's experience in New Zealand and overseas also includes marketing, strategic development, investment banking and sharebroking. He holds a Bachelor of Commerce and Administration from Victoria University and a Graduate Diploma in banking from Massey University.

He replaces former CEO Conor English who resigned in December.

For more information please contact:

Gerard Logan

contact details

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Mobile: 021 302 292

Email: Gerard@easthills.co.nz

Proposed London Property Ball – Sarah Collins

After a number of months promising to bring this idea forward I am finally putting the commitment on paper to organise a Property Ball in London. It is thought that the ball will initially be targeted towards our NZPI membership base and others in the industry and their partners. From there further tickets will be available to others who wish to attend and their partners. The idea at the moment is to have a summer ball, say late July time, black tie of course, live band or fantastic DJ, finger food catering and free flowing alcohol included in the ticket price. I am seeking others to assist in the organisation as I am not sure that I have all the contacts necessary to put on an outstanding night in London town so offers to assist would be greatly appreciated. I would expect that we might call upon some of our recent sponsors to make some contribution to the ball in return for some feature advertising at the venue and perhaps even a chance to MC!

Any ideas for venue, band selection, sponsorship and catering (basically all elements necessary to hold the thing) and any tips for first time ball organisers would be great! Incidentally I know a great dressmaker for those of you wanting to wear something stylish on the night so I have that side of things covered!

See you at the next NZPI gathering to discuss further. *Email Sarah with your assistance at Sarah.Collins@southwark.gov.uk*

UK Branch – Membership News

To better enable the UK Branch of the NZPI to gain the support of keynote speakers and to provide more regular CPD events, it is imperative a small administration fee is introduced.

I am aware that we all get stung for various membership fees already therefore this would be minimal and we are currently proposing £10 per evening. This fee would be reinvested back into our UK NZPI Property Account for your on-going benefit.

Our Sponsor



Judd Farris Property Recruitment specialises in placing Property, Construction and Planning professionals. Since setting up Judd Farris in 1998, we have grown to become recognised as the leading property recruitment specialists in the market, offering candidates and clients an unrivalled quality of service, based on exceptional market knowledge and a professional approach.

Our clients include Private Practices, Banks and Institutions, Property and Development Companies, Local and Central Government, Housing Associations, Retailers, House-builders and Construction Companies.

Judd Farris is proud to sponsor the UK branch of the NZPI. This gives you the chance to use us as a professional, upfront and respected recruiter to the property industry. We are able to offer you market updates, interview techniques, CV writing tips, unique job opportunities and an unrivalled knowledge of the property industry.

To find out more, contact Sarah Taylor on t- +(0044) 20 7494 2555, or email sarah.taylor@juddfarris.co.uk. You can also visit our website at www.juddfarris.co.uk

Some useful web addresses

www.juddfarris.co.uk	www.badenochandclark.com
www.egi.co.uk	www.cobaltrecruitment.co.uk
www.propertyjobs.co.uk	www.topjobs.co.uk
www.AndersElite.com	www.jobs.telegraph.co.uk

www.actisrecruitment.co.uk	www.hayespersonnel.com
www.monster.co.uk	www.macdonald.co.uk

Summary

My apologies for the lateness in getting this quarters newsletter to you all, however as some of you may know, I have now moved to Edinburgh and the demands of a new job have taken precedent these last few months. Looking forward during 2006, we strongly need to establish a core group of members to assist in NZPI (UK) affairs, including the organisation of events, liaising with sponsors, financials and general newsletter distribution. Both Philip and I appreciate the help to date and would be very pleased if you could confirm your interest going forward. I appreciate some of you may only be in the UK temporarily, however I do not consider the commitment level to be great.

I look forward to seeing as many of you throughout our various gatherings and social events throughout 2006.

Regards

EWAN CAMERON

Secretary NZPI (UK) Branch



Membership – New Zealand

qualification held	where obtained	qualification now sought	where	route
1) New Zealand Registered Valuer	New Zealand	MRICS	New Zealand	Evidence of - <ul style="list-style-type: none"> • registration APC-style interview, weighted towards Professional Practice
2) New Zealand Register Valuer	New Zealand	MRICS	anywhere else	evidence of - <ul style="list-style-type: none"> • registration • 1 year's valuation experience in that country APC-style interview
3) NZPI member (other than Registered Valuer)	New Zealand	MRICS	anywhere	<ul style="list-style-type: none"> • Designated Access Route (RICS degree graduates only) • submission and interview
4) M/FRICS	anywhere	Registered Valuer	New Zealand	evidence of - <ul style="list-style-type: none"> • RICS qualification with Valuation competence • 3 year's valuation experience of which 1 year in New Zealand Professional interview
5) M/FRICS	anywhere	NZPI	New Zealand	evidence of - <ul style="list-style-type: none"> • 1 year's relevant experience in New Zealand Professional interview

