



May 2006

PINZ (UK BRANCH)

Newsletter for UK based PINZ Members (and provider of pastoral support for API Members and other itinerant antipodeans involved in the property business in the UK and Europe)

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Welcome to the second edition of the PINZ Newsletter for 2006. As always, a warm welcome to any of you have recently made it over to the UK.

We had a great turnout in February for the first PINZ/API gathering of 2006. It was at this event when some of us decided to give some assistance to Philip Harcourt and Ewan Cameron to further ensure the newsletter becomes a quarterly publication and also to ensure that our all important 'networking/drinking' sessions occur regularly.

Committee meetings have been had, sponsors have been secured and the PINZ UK Branch is on track for a strong future.

Our Next Event

The next event will be held at what is fast becoming a PINZ local, The Windmill, 6/8 Mill Street, London, W1S 2AZ on Wednesday 3rd May. The evening will commence at 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 introduction from our Chairman Philip Harcourt and perhaps one or two short words from a number of members and our sponsor. There will also be an open forum discussion among all attendees where we hope members take the opportunity to raise any questions or suggestions going forward. As always, this invitation is open to all members of the Australian Property Institute as well, so please spread the word amongst your friends and colleagues who may not know about it.

Update On Committee Members And Time Frames

The committee has more than doubled in size since our last newsletter. Sid Kempton, Sarah Collins and Anna Wright are providing assistance to Philip and Ewan to help lighten the load. We now have quarterly committee meetings and are in the process of organising a number of

future events. We would always welcome additional committee members so please contact Philip or Ewan if you are interested.

Commonwealth Games Results

The XVIII Commonwealth games closed in Melbourne on the 26th of March. Notable mentions go to the Rugby 7's where NZ reiterated their global superiority of all things Rugby with a convincing thrashing (well perhaps that is slightly exaggerating it) of England in the final and the long anticipated showdown for Netball gold, as world champion New Zealand defeated reigning Commonwealth champion Australia 60-55.

Overall, NZ came 9th equal out of 71 countries in the total medal tally with 31 medals. Australia cleaned up with 221, 111 ahead of nearest rivals England. But we all know that unlike NZ, the Aussies pour millions into their 'Institute of Sport', so we'll ignore their ridiculous medal total and concentrate on our own instead. So when we run some in depth analysis based on 'medals per person' on the various divisions of the UK you will see that the results are somewhat surprising:

1st Place: New Zealand. 1 medal / 130,176 people
2nd Place: Wales. 1 medal / 152,794 people
3rd Place: Scotland. 1 medal / 174,552 people
4th Place: England. 1 medal / 446,717 people
5th Place: Northern Ireland. 1 medal / 842,634 people

Unfortunately, when you do an analysis on medals per number of sheep, NZ doesn't fare quite as well...

Member Profiles

We have incorporated a new section into the PINZ Newsletter. Member profiles give a little insight into the background of some of our members. Members are chosen at random and asked to give us a little background. This quarter we talked to Sally Falkiner, Damien Hor and Andrew Epsom.

Sally Falkiner

Age: 25

Marital Status: [Not Married](#)

What is your hometown in NZ/Aus? [Melbourne](#)

What University did you go to? [Royal Melbourne Institute of Technology](#)

What degree did you do? [Bachelor of Business \(Property\)](#)

Where are you living in UK? [Maida Vale](#)

How long have you been here? [Almost 2 years](#)

Who do you work for? [Jones Lang LaSalle](#)

What is your job title? [Senior Consultant in the Strategic Consulting \(Corporate\) team](#)

What does that actually mean in plain English? [We do property consulting for the firms corporate clients, ie property strategies, asset optimisation etc](#)

How long have you worked for them? [Almost 2 years](#)

Is your current job different to what you did back home? Please explain. [Yes slightly, in Melbourne I was working for a Corporate Recovery firm, so my role involved working on strategies for businesses that were in trouble, whereas over here I work on property strategies but the clients aren't in trouble.](#)

How many jobs have you had since arriving? [Only one](#)

Did you go through a recruitment company to get your current job? [Yes](#)

If so, who was it? [Judd Farris](#)

If it wasn't for a career in property, what was next on your list? [Physiotherapy](#)

What are your top two tips for property professionals arriving in the UK? [Don't rush in and take the first job that you are offered, there is a shortage of quality property professionals so you can afford to be fussy. Try and make lots of contacts in the industry by attending seminars, functions etc.](#)

What is the best country you've been to while you have been in the Northern

Hemisphere? [That's tough....a toss up between Spain and Switzerland](#)
Why? [Because I love the beach and I love skiing](#)
When was the last time you were back in NZ/Aus? [February 2005. I am heading to Melbourne in May to sort out sponsorship](#)
Apart from the weather, what is the biggest difference between the UK and Home? [London reminds me of Melbourne a lot, just on a much bigger scale. The biggest difference would be not having beaches at the door step](#)
Apart from the weather, what's the worst part about living in the UK? [Not seeing my family and friends as often as I would like to](#)
What's the best part? [Being so close to the rest of Europe](#)
What is your favourite website? [www.thebiggestloser.com.au \(my sister is on the show\)](#)
And finally the 'Heathrow Injection' question: As a percentage of the weight you were when you first arrived, how much have you gained? [I arrived here after travelling around South America for 3 months so I had put on a few kg's...I have managed to lose it though and am back to normal weight.](#)

Damien Hor

Age: [30](#)
Marital Status: [Single](#)
What is your hometown in NZ/Aus? [Sydney, Australia](#)
What University did you go to? [University of Western Sydney, Hawkesbury](#)
What degree did you do? [Bachelor of Commerce \(Land Economy\)](#)
Where are you living in UK? [West London](#)
How long have you been here? [18 months](#)
Who do you work for? [Accenture](#)
What is your job title? [Real Estate Lead](#)
What does that actually mean in plain English? [Managing Accenture's leasehold real estate portfolio and external property consultants.](#)
How long have you worked for them? [Since November 2004](#)
Is your current job different to what you did back home? Please explain. [Was a senior property manager back home for JLL working on the landlord side, so I guess the world of Corporate Real Estate is slightly different. Main difference with my current job is I am working in house for an occupier and having to use on external consultants for advice.](#)
How many jobs have you had since arriving? [Two, previous job was temping for Regent Street Direct](#)
Did you go through a recruitment company to get your current job? [Yes](#)
If so, who was it? [Hays](#)
If it wasn't for a career in property, what was next on your list? [Chef or IT](#)
What are your top two tips for property professionals arriving in the UK? [Get your foot in the door by any means to gain 'UK experience' first and UK property law can be quite complex therefore get a hold or a basic understanding of the Landlords and Tenants Act.](#)
What is the best country you've been to while you have been in the Northern Hemisphere? [Spent 6 months travelling before settling in London. During that time I visited many different countries, mainly in Eastern Europe but I would say that Turkey was one of the best countries.](#)
Why? [It has an awesome mixture of ancient history \(Troy and Ephesus\), modern history \(Gallipoli\), natural beauties \(Pumakale and Capadocia\) and Culture.](#)
When was the last time you were back in NZ/Aus? [November 2005](#)
Apart from the weather, what is the biggest difference between the UK and Home? [The food.](#)
Apart from the weather, what's the worst part about living in the UK? [Being away from family and friends and the beach.](#)
What's the best part? [Being able to meet so many new people from many parts of the world and being able to go across the Channel to the Continent for a weekend away. Generally it can never get boring, there is always something to do or see if you try.](#)
What is your favourite website? [www.smh.com.au](#)
And finally the 'Heathrow Injection' question: As a percentage of the weight you were when you first arrived, how much have you gained? [I think I have lost weight as I don't have a car, I tend to walk around more.](#)

Andrew Epsom

Age: 43

Marital Status: [Married to Catherine](#)

What is your hometown in NZ? [Mount Maunganui](#)

What University did you go to? [Lincoln](#)

What degree did you do? [Bachelor of Commerce \(Valuation & Property Management\)](#)

Where are you living in UK? [Brentwood, Essex](#)

How long have you been here? [Since June 1988 \(just came over for a 12month OE\)](#)

Who do you work for? [Braintree District Council in Essex](#)

What is your job title? [Head of Property Solutions](#)

What does that actually mean in plain English? [Strategic Asset Management of the non-housing property assets together with overall management of Valuation Services, Commercial and Industrial Property Management, Architectural and Building Services and Facilities Management.](#)

How long have you worked for them? [Since 1990.](#)

Is your current job different to what you did back home? Please explain. [Yes, I sold residential real estate in Tauranga on a commission only basis. My current role involves linking asset management to corporate objectives, delivering on set targets and managing a diverse team of property professionals](#)

How many jobs have you had since arriving? [Gardening, 'Accountancy' and General Practice Chartered Surveying.](#)

Did you go through a recruitment company to get your current job? [Responded to an advertisement in the Estates Gazette \(Property jobs during the recession of the early 1990's were extremely hard to come by with no UK experience\)](#)

If it wasn't for a career in property, what was next on your list? [Jetsetter](#)

What are your top two tips for property professionals arriving in the UK? [Wear a sharp suit and enjoy socialising](#)

What is the best country you've been to while you have been in the Northern Hemisphere? [Ireland \(north and south\)](#)

Why? [Rugby weekends, great castles and hotels, excellent food and wine and very hospitable natives](#)

When was the last time you were back in NZ? [3 weeks at Mount Maunganui in February 2006.](#)

Apart from the weather, what is the biggest difference between the UK and Home? [15 times as many people in the same space](#)

Apart from the weather, what's the worst part about living in the UK? [The misuse and abuse of the word celebrity](#)

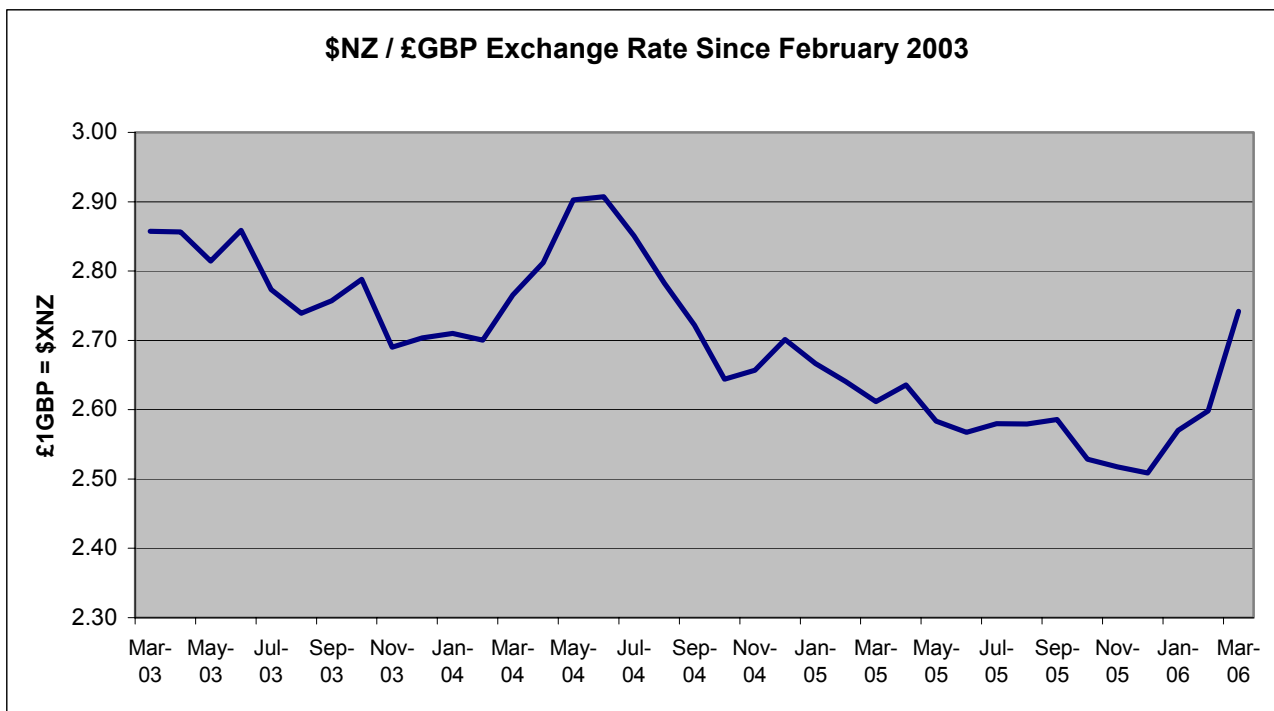
What's the best part? [Choice - it's all out there](#)

What is your favourite website? [www.Allblacks.com](#)

And finally the 'Heathrow Injection' question: As a percentage of the weight you were when you first arrived, how much have you gained? [Nothing - you've got to breath, eat and train!!](#)

NZ News

One of the biggest things affecting Kiwi's living abroad is the value of the New Zealand dollar. Since December 2005 the \$NZ has been losing ground against the £GBP. Since its peak in December 2005 at around \$1NZ/£0.40GBP it has dropped to \$1NZ/£0.36GBP, great news if you are considering sending money back home, but terrible if you are on your way over to the UK! The following graph shows the \$NZ/£GBP Exchange Rate over the last three years. Only time will tell if it will get back to its previous peak/trough (depending on which country you are living in) of \$1NZ/£0.28GBP (or £1GBP/\$3.62NZ) in October 2000!



Transferring Pensions Home And Contracting Out Of State Second Pension

You may not know, but the UK tax rules provide excellent tax breaks for people saving for their retirement. Contributions into UK pension funds are tax-free. If you wanted to put say £1,000 into a pension fund, you may only have to contribute personally £780 (or £600 if higher rate taxpayer) and the Government puts in the rest. Furthermore contributions into an employer-provided scheme may also mean savings in National Insurance.

Unfortunately the money must usually stay in the UK fund until you retire, and is then taxable back in your home country when the funds are paid out in the UK. However, if you move to New Zealand or Australia permanently your pension fund can go with you.

New Zealand rules allow certain pension funds to be transferred for a small fee into a NZ scheme and withdrawn in full, tax-free, as early as six months after returning. Australian Superannuation rules do not allow this early withdrawal but you are able to transfer your UK pension to an Australian super scheme when you return. It is advised that you do this within six months of arriving in Australia so as to avoid potential tax charges on any increase in value of the fund.

Another thing you may not be aware of is that part of your National Insurance goes towards the State Second Pension (S2P – formerly known as SERPS). You can opt out of this S2P and ask for the contributions to be re-directed into a private pension fund. As a kiwi or Aussie who will one day go home, this is the only way to get back a portion of your National Insurance, plus interest, and you will receive this when you retire, even if you are not entitled to a British Old Age Pension. For most people this can be up to £1,800 p.a for FREE.

This information comes directly from the website www.dms-london.co.uk

2006 PINZ & API Conference

For those of you who get your PINZ or API newsletter/magazine delivered to your UK address, you will know all about this years joint PINZ & API conference. For those of you that don't, it is to be held in Cairns, Australia on 24-26 May 2006. For more info go to www.api.org.au/cairns/ Those of you who are contracting/temping, you might even be able to claim the Business Class seat as a 'Business Expense'!

Mailing List

Philip Harcourt undertakes the role of keeping peoples contact details up to date. Every time a newsletter gets sent via email to the current distribution list, multiple people get bounced back. These people then get deleted off the contact list unless we have new contact details. Please remember to email Philip if you change jobs/email addresses so that you are kept up to date. Also, as always, if you know of PINZ/API members who would like to be on the mailing list then please get in touch with Philip.

Proposed PINZ (London Branch) Property Ball

We are currently [trying to](#) organise a PINZ Ball. The Committee are proposing a date in early October 2006. The concept will be 'Black Tie' with a buffet meal, a great band and some drinks included in the ticket price. This will be a fundraising event for the PINZ London Branch so the more successful it is, the more functions and activities we can have in the future. Tickets [will](#) not be restricted to just PINZ and API members but will be open to all property type professionals and their partners. Sarah Collins and Anna Wright are leading [on](#) this and would appreciate any help that people may be able to give, especially if your company may be interested in sponsoring [a prize on the night or](#) putting up some of their advertising in the venue and having their logo on the ticket. [The more sponsorship and support we gain for the ball, the cheaper the tickets, and more money we can raise for PINZ activities for following years.](#) Please email Sarah at Sarah.Collins@southwark.gov.uk or Anna Wright at AWright@graingertrust.co.uk

Some Useful Web Addresses

For those people who have recently arrived, below are a number of useful websites that may be of interest.

www.juddfarris.co.uk	www.badenochandclark.com
www.propertyjobs.co.uk	www.cobaltrecruitment.co.uk
www.AndersElite.com	www.topjobs.co.uk
www.actisrecruitment.co.uk	www.jobs.telegraph.co.uk
www.monster.co.uk	www.hayespersonnel.com
www.egi.co.uk	www.macdonald.co.uk

We would welcome any comments, suggestions or even articles that people may like to submit. Please contact Sid Kempton at SidKempton@hotmail.com

Regards

Sid Kempton

Newsletter Writer for the PINZ (UK) Branch