

PROPERTY EXPO INVESTMENT EXPO

Seminar Guide

Melbourne Exhibition & Convention Centre

10 - 12 OCTOBER, 2008
10am - 5pm daily



Supported by:



Media partner:



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The Property Theatre Seminar

Friday 10 October



10.30am – Peter Koulizos
Victoria University
Top 10 suburbs to invest in – Location! Location! Location!

Peter Koulizos, lecturer and author of 'The Property Professor's Top Australian Suburbs' will present the principles behind finding the boom suburbs and then apply these principles to the Melbourne residential market. If you are looking to invest interstate, Peter will also present his top suburbs in other states. If you want to find out where you should be investing, come and listen to 'The Property Professor'.



11.05am – Bradley Beer
Director, BMT & Associates
Maximising tax depreciation benefits on investment property

All types of income-producing properties have substantial taxation benefits available to be claimed. Many property investors are missing out on literally thousands of dollars in lost tax depreciation deductions. Brad will demonstrate the benefit of having a tax depreciation report completed on your investment property.



11.35am – Mark Armstrong
Property Planning Australia
Education is the key to investment success

Rents are still rising while interest rates are on the way down – for investors there is simply no better time to buy property. However, not all property will be a wise investment! Mark Armstrong will provide you with the knowledge you need to ensure you win from the next investor driven property boom!



12.05pm – Margaret Lomas
Destiny Financial Services
Critical Factors for 2008 Property Investors

Buying property in 2008 and beyond will require more care and attention than ever before. In this presentation, property author and Sky News Business 'Money Makers' host Margaret Lomas will guide investors through a summary of her latest book - '20 Must Ask Questions@ for Every Property Investor' and provide valuable insights into how and where to find the information you need to make property investing as successful as possible.



12.35pm – Enzo Raimondo CEO
Real Estate Institute of Victoria
State of the Market

General overview of the residential property market in Melbourne and regional areas. Impact of interest rates, vacancy rates, affordability, suburbs to watch, demographics, etc



1.10pm – Michael Yardney
Metropole Properties
How to take advantage of the changing Melbourne property market

Michael, who has successfully invested in and traded through 4 property cycles, will explain how to take advantage of the tremendous opportunities that will arise from the next property boom. Learn the lessons taught from the current booms in Melbourne and Brisbane.



1.40pm – Frank Valentic
Director, Advantage Property
What to buy and what not to buy in a changing market

The Melbourne property market is changing! What should you buy to achieve the best investment returns and what type of properties should you avoid in the future? Explore some creative investment strategies including renovating to 'add value' and subdivision and development strategies that will make you money in any market.



2.10pm – Monique Sasson Wakelin
Wakelin Property
Making sense of the shifting property investment climate

Well-known independent property analyst and author Monique Sasson Wakelin will cover the hot questions that today's property investor must answer to be successful in changing times. How will the spring and summer market shape up? How should investors approach buying in a fully supplied market? And for those investors who need to sell, Monique will provide valuable guidance on optimising the final sale price.



2.40pm – Paul Eslick and Geoff Doidge
Reno Kings
Dollars and sense in a changing market

Some properties are hot, others are not. Interest rates are rising. Now more than ever, you need expert guidance. Who better than the Reno Kings! Twenty years of investing means they have seen it all before. They know how to turn 'doom' into 'dollars' and they can show you! They'll explain how to find the bargains and avoid the duds, control your risks, obtain the money to get started, safely buy long distance and do your first DIY development. They'll also explain why women are the new force in property and how to prosper with the 'Magnificent Seven' on your team.



3.10pm – John Edwards, Residex
How to predict the property market in uncertain times

John will reveal the five hottest hot spots in Australia. He'll show you where the best investment areas are and how to locate them. Plus, when to buy, when to sell and how to make sure you pay the right price for your next property.



3.40pm – Helen Collier-Kogtevs
Real Wealth Australia
How to avoid the biggest mistakes made by property investors

Broke to owning a multi-million dollar property portfolio! Learn from a Melbourne couple who started with nothing and created real wealth, even after making their fair share of mistakes. Property investing is not difficult, however it is easy to make huge financial mistakes whether you are a novice or an advanced investor. Author and investor Helen Collier-Kogtevs identifies the most common investing stuff ups and how to avoid them.

Saturday 11 October



10.30am – Rachel Barnes and Judith Taylor, Property Women
Women out-of-work and into property Investing

Rachel Barnes and Judith Taylor are two passionate women – passionate about property investing that is! Rachel currently holds 70 of the 75 properties that she purchased over 64 months with her partner, and Judith is a single mum who's worked her way out-of-work through renovating properties.



11.05am – Martin Kidd, Managing Director, The Rewards Team
So what does it all mean? Property jargon and the buyer's journey explained!

Ever wondered what they are all talking about? What is an LVR? What do equity, borrowing capacity, cross collateralization and interest only really mean? Understanding property jargon and the buyer's journey is vital when looking to purchase property. Martin will clearly explain property jargon and the processes involved when purchasing.

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3.40pm – Paul Giezekamp, Property Secrets
Property investing – 6 steps to success!

At Property Secrets, we coach the Property Investing '6 steps to success' to all of our clients. Coach, Finance, Buy, Renovate, Manage and Protect. These steps will ensure your property investment journey will not only be a profitable one, but fun as well.

The Share Market Theatre

Friday 10 October



10.30am – Dale Gillham, Wealth Within How to protect capital and profit in a volatile market

Whether you're learning to trade, trading for yourself or others, choosing which stocks to analyse and trade can often make you or break you. In this dynamic presentation, Dale will share with you essential money management and risk management techniques that will help you protect your capital and avoid losses. He will also discuss key strategies for buying and selling, as well as correct portfolio construction techniques that will ensure you are profitable even in volatile markets like we have experienced in the past 12 months.



11.10am – Simon Blair, Lincoln - Stock Doctor® Finding market winners

Simon will demonstrate just how easy it is for any investor to identify the 'fittest' stocks on the market. Great investment returns require a proactive attitude to identify financially healthy stocks before they peak. Learn how Stock Doctor® applies Lincoln's Nine Golden Rules to provide an academically-proven, fundamental analysis framework for selecting superior stocks, regardless of market conditions. Stock Doctor® is Australia's leading fundamental analysis software tool for making confident and informed share investment decisions.



11.50am – Colin Nicholson AFR & AFR Smart Investor Share investment strategy for the year ahead

A discussion of where we are in the bull-bear market cycle and what strategy is appropriate for investors in the year ahead to preserve capital and be ready to take advantage of opportunities.



12.30pm – Jody Elliss, CEO, Investor Centre Big profit stocks 2008 & beyond

Jody Elliss, one of Australia's leading stock market analysts and traders will be looking at big profit stocks for 2007. He will use a 'Top Down' approach to indicate stocks that are outperforming in the current market using both technical and fundamental methodologies.

CITYINDEX 2.15pm – Gavin White, City Index Using CFDs to develop a more sophisticated investment strategy

With the markets experiencing extreme volatility due to the ramifications of the sub-prime credit crisis, astute investors are discovering the benefits, convenience and opportunities offered by the CFD industry. Gavin will provide a detailed explanation of CFDs and why they have become one of the most popular personal investment tools ever. Not only will you learn about the many advantages associated with a City Index CFD account, but you will also learn how CFDs allow you to respond to current market conditions with the sophistication and dexterity of the professionals.



3.00pm – Simon Connor, Bell Potter Tax effective investing for super funds

The dividend imputation system has made direct ownership of Australian shares one of the most attractive ways to generate a tax-effective income stream, particularly for Self Managed Super Funds. Bell Potter's Simon Connor explains how to use the power of imputation credits to maximise after-tax returns for SMSFs.



3.45pm – Daniel Madhavan Goldman Sachs JBWere Managing risk via a well-planned asset allocation strategy

Asset allocation is the process of deciding which asset classes (eg cash, fixed interest, Australian or international shares, property, alternative assets) to invest in and what proportion of the portfolio should be allocated to each. Once the asset allocation decision has been made the next step is to decide what shares / securities should be invested in and the appropriate level of diversification.

Saturday 11 October

10.30am – Dale Gillham, Wealth Within How to protect capital and profit in a volatile market

See Friday 10.30am for details.



11.15am – Alan Hull, ActVest The Australian Stock Market; special tactics for the tough times ahead

There are many ways to invest in Blue Chip shares and it can be very confusing. Thus Alan will describe several trading systems that he has developed over the past two decades and then identify which approach he believes is right for the current market conditions and the Blue Chip shares that could be tomorrow's winners.

12noon – Simon Blair, Lincoln – Stock Doctor® Finding market winners

See Friday 11.10am for details.



12.45pm – Dan Denning, Daily Reckoning Why the resource boom will outlast the credit crunch

The recent correction in commodity prices is a fantastic chance for investors to buy some of Australia's world-class resource companies at bargain prices. But what should you look for? Learn the three things you must know about all your mining investments. Plus, the best resource and energy shares for the next ten years.

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10.30am – Gil Williams, Buyers Advocate

Investing with safety and security in direct property for your SMSF

Learn why investing in direct commercial and special purpose property should be considered for your SMSF. How does it compare to other investments? What trends will influence the property market over the next 2 years? How a SMSF can invest and how to borrow on a non-recourse basis to purchase property safely and securely? What property types offer the best returns with the lowest risk? How can commercial syndications give you access to higher quality property and cash flows?



11.05am – Paul Moran, Paul Moran Financial Planning
Surviving retirement - The best pension structure to protect against uncertain times

This session will cover building a bullet-proof pension portfolio to ensure capital preservation in the longer term, as well as delivering the lifestyle you want. Additionally, Paul will cover some of the main issues facing retirees and those approaching retirement.



11.35am – Karm Gillespie, Strategic Investor Finance

The power of finance and playing the 'Property Game'

Discover absolute 'must know' techniques and 'know how' to safely protect your position and avoid making finance decisions that could be disastrous. In this session you'll discover the secret money flow strategies of successful investors and the powerful difference from being a spectator to a player in the 'Property Game'.



12.05pm – Sam Henderson, Henderson Maxwell
Financial Planning – what your financial adviser should be telling you in volatile times

Financial planning has never been more important as market volatility makes for nervous investors. Sam Henderson will help to reduce the stress and increase your knowledge in these challenging times to make investing easy. Sam will be discussing the common strategies to reduce your tax and boost your super both before and after retirement. He will also discuss how to invest your money in volatile share markets.



12.35pm – Paul Giezekamp, Property Secrets
Property Investing – 6 steps to success!

At Property Secrets, we coach the Property Investing '6 steps to success' to all of our clients. Coach, Finance, Buy, Renovate, Manage and Protect. These steps will ensure your property investment journey will not only be a profitable one, but fun as well.



1.10pm – Panel Session - Property vs Shares

Facilitator: Kevin Bailey

Panelists: Peter Koulizos, Spiro Papadopoulos & Colin Nicholson

Kevin will host a debate on where to invest in the current market. Hear the experts debate what most investors are currently thinking – Property vs Shares? Have your questions answered by our panel of experts.



2.10pm – Nerida Cole & Andrew McPhillips, Directors
Dixon Advisory
Should you set up a Self Managed Super Fund?

Increasingly Australian's are keen to take control of their superannuation. While the SMSF sector has grown to almost 400,000 funds in the last 12 years, how do you know if a SMSF will suit you? Our popular plain-English presentation discusses the facts on SMSFs and the benefits they can provide.



2.40pm – Kevin Bailey, Managing Director
The Money Managers Ltd
Getting serious about the risks in your portfolio

We are in a bear market and uncertainty is causing many to question the rigor with which they developed their investment portfolio. The debt bubble is being deleveraged and risk is being exposed. How robust are your investments and are you properly measuring the risk and return in your portfolio? Now it is more important than ever to stress test your portfolio to ensure you are as well diversified as appropriate to ensure you can get through the current bear market in good enough shape to prosper from the recovery when it begins.



3.10pm – Sid Knell, Prime Property Investment
Regional property development in resource-rich areas

Sid Knell has been marketing, managing and developing property through Prime Property Investment for almost twenty years. Sid will be sharing his insights in regional areas and capitalising on Australia's resource boom. Sid will reveal opportunities for investors in the very areas that are driving Australia's economy – share in the resource boom!



3.40pm – Jason Paetow, Alliance Property
Supercharge your property portfolio using a master facility

Finance strategies for beginners and advanced investors. Have you ever wondered why some people only ever own 1 or two investment properties while others have a portfolio of 10 or more properties? What is their secret? Well for many it simply comes down to having the right financial model that allows you to buy multiple properties over time but does not jeopardise your current lifestyle. This can be achieved using a master facility – learn how!



4.10pm – Martin Kidd, Managing Director, The Rewards Team
So what does it all mean? Property jargon and the buyer's journey explained!

Ever wondered what they are all talking about? What is an LVR? What do equity, borrowing capacity, cross collateralization and interest only really mean? Understanding property jargon and the buyer's journey is vital when looking to purchase property. Martin will clearly explain property jargon and the processes involved when purchasing.

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1.10pm – Helen Collier-Kogtevs, Real Wealth Australia
How to avoid the biggest mistakes made by property investors

Broke to owning a multi-million dollar property portfolio, learn from a Melbourne couple who started with nothing and created real wealth even after making their fair share of mistakes. Property investing is not difficult however it is easy to make huge financial mistakes whether you are a novice or an advanced investor. Author and investor Helen Collier-Kogtevs identifies the most common investing stuff-ups and how to avoid them.

1.40pm – Sam Henderson, Henderson Maxwell
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3.40pm – Ronald Cross, CEO, Park Trent Properties
Property investment in changing times

The world economy may be in turmoil, but what does this represent for the Australian Property market. Why is Australia unique? Why does today's environment provide the investor with fantastic opportunities? Come and listen to find out why now is the right time to be investing in residential property in our great country.

Sunday 12 October



10.30am – Rachel Barnes & Judith Taylor, Property Women
Women out of work and into property investing

Rachel Barnes and Judith Taylor are two passionate women – passionate about property investing that is! Rachel currently holds 70 of the 75 properties that she purchased over 64 months with her partner, and Judith is a single mum who's worked her way out of work through renovating properties.

11.05am – Ian Sheer and Angus Morrison, Chan & Naylor
Structuring for property investment and asset protection
For further details see program at Seminar Theatre Entrance



11.35am – Leigh McConnon, Director, Buyers Advocate
Property investment in a high interest rate environment

Today Australia has higher interest rates than most of the world and the residential property cycle has matured. These facts demand a rethink on what is the best property investment strategy. Our research confirmed commercial / industrial and special purpose property individually or via syndication, delivers the best income returns plus considerable capital gains.

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1.40pm – Carlo Ruscitti
Melbourne Business & Investment Corporation (MBIC)
Why invest in Melbourne

House prices in Melbourne surged by a record 25% last year adding to the miserable outlook for first home buyers and fuelling renewed political debate over housing affordability. Melbourne's median house price grew faster than in any other Australian city in 2007, jumping by almost \$100,000 to \$463,488

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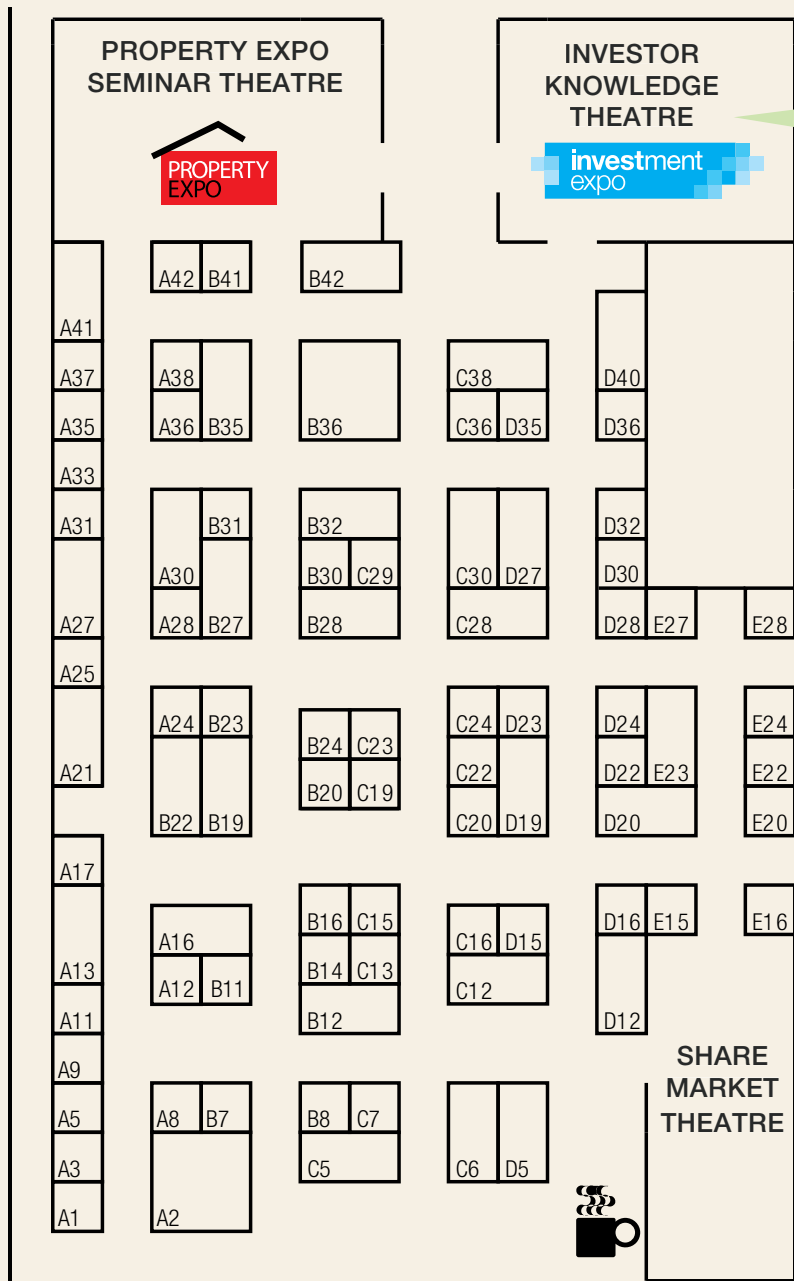
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ANZ Mobile Lending	D27	Educated Investor	A2	Strategists	B32	Secure Equity Investment Property	A1
Ascent Property Investment	A38	Financial Planning Association (FPA)	E27	Midland Properties	D15	Seniors Financial Group	C23
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Friday 10 October 1.10pm
DON'T MISS
Panel Session – Property vs Shares

Facilitator: Kevin Bailey
 Managing Director
 The Money Managers



PANELLISTS:
Spiros Papadopoulos, Senior Economist nab Capital
Peter Koulizos, Lecturer & Author, Victoria University
Colin Nicholson, AFR & AFR Smart Investor

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