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Early Bird**

**One Day Intensive Seminar**

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# Conducting Feasibility Studies for Real Estate Development: Concepts, Methodologies, Strategies & Approaches

**6<sup>TH</sup> MARCH 2017  
DORSETT  
KUALA LUMPUR**

**Outline:**

- How to determine the highest and best use of a development land
- How to determine allowable land use
- Determining development intensity:
  - Density zoning
  - Plot ratio
- How to develop a property development concept for financial feasibility study
- Understanding financial feasibility model for property development:
  - Residual approach
  - Cash-flow approach
- Applications and examples of residual approach and cash-flow approach
- Criteria of financial feasibility for property development

*Prerequisite of participants: knowledge of Excel software and to bring a notebook to the workshop/seminar.*

*Participants are encouraged to bring his/her own laptop. Otherwise, computers will be provided.*

**Conducted By Two Distinguished Speakers:**

**1. PROFESSOR SR DR. TING KIEN HWA,**  
*FRICS, FRISM, MPEPS, MMIPPM*

**Prof. Sr Dr. Ting Kien Hwa** pursued his Ph.D. in Finance at Universiti Putra Malaysia. Dr. Ting has received a Master of Commerce in Land Economy from the University of Western Sydney, Australia. He is the recipient of the *Colliers Jardine Prize* from the University in 1996.

Dr. Ting has also received a Bachelor of Science degree in Estate Management from the University of Reading and a Diploma in Urban & Regional Planning from the University of Technology Malaysia. Dr. Ting has been a registered valuer and registered estate agent since 1999 and is currently a Fellow member of the Institution of Surveyors Malaysia and the Royal Institution of Chartered Surveyors, UK. Dr. Ting has previously worked as a consultant for CH Williams, Talhar & Wong, Raine & Horne International Zaki & Partners and Rahim & Co. Chartered Surveyors. Dr. Ting has published more than 100 articles in refereed journals, international and local professional publications.

**2. ASSOC. PROF. HJ. BAHARUDIN B. MOHD HANIPAH, UITM**

*B.s (Prop Mgmt), MSc (Urban Land Appraisal)(Reading, UK), Registered Valuer (LPPEH)*

**REGISTRATION FORM**

**REF: MAR17CFS**

Early Birds: Registration by 27th February 2017: RM888.00 per person  
 Group Discount (Two or more persons from same organization) – RM950.00 per person  
 Regular Fee – RM1000.00 per person *(The above fees are inclusive of lunch / tea-breaks / valuable seminar materials & certificate)*  
 Crossed Cheque/Bank Draft payable to GOODCONSULT SDN. BHD.  
 Mailing Address: 36th Floor, Menara Maxis, Kuala Lumpur City Centre, 50088 Kuala Lumpur Contact Person: Cik Sharifah/ Ms. Erna/Ms.Chai  
 Tel: 03-2615 7278 Fax: 03-6204 5612 Email: [goodconsultsb@gmail.com](mailto:goodconsultsb@gmail.com) Website: <http://www.asiapacificevents.com>

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 Tel: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_ Contact Person: \_\_\_\_\_

Cancellations & Transfers: If you are unable to attend, a substitute candidate(s) is welcome at no extra charge. Please provide the name and position of the substitute delegate at least 2 days prior to the seminar. A full refund less 25% administrative charge will be made for cancellation received in writing 2 weeks prior to the seminar. A 50% refund will be given for cancellation received 1 week prior to the seminar. Regrettably, no refund can be made for cancellation 3 days before the seminar. If registration is confirmed, a 25% administrative charge will be incurred for non-attendance. The organizer reserves the right to change speakers/or modify the programme content without prior notice.