

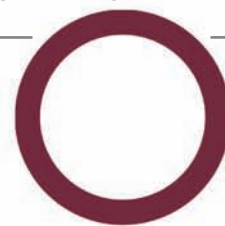


Bruton  
Knowles

## Commercial Property Seminar

DEVELOPMENT – GOING BEYOND THE TRADITIONAL BOUNDARIES

You are invited to a **Commercial Property Seminar** hosted by property consultants Bruton Knowles and O'Rourke Reid, a leading provider of Legal Services in Ireland and the UK. Property professionals from both firms will be **sharing practical hands-on advice** and guidance gained from working within the commercial property sector. This seminar will be of interest to anyone involved with **commercial property development**: land owners, planning consultants, architects and accountants.



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### SEMINAR PROGRAMME

#### Topics

**Selecting the right development vehicle** – whether the development is small, such as local residential projects or schemes with development budgets in the £100's of millions; a sound understanding of the various ways in which the development project can be structured to balance the interests of land owners, developers and lenders is vital

*Christopher Sayer - Partner, Commercial Property Department, O'Rourke Reid. Chris studied Law at Oriel College, Oxford and the Royal College of Law at Chester. His qualification is MA (Oxon). His expertise is in the commercial property area*



**Maximising value from disposals** – the pressure is on to maximise the returns on every disposal of land. What are the best techniques and approaches to adopt in the current market to ensure best value from a disposal? Learn from practical examples how to manage expectations and delays, choose the right marketing approach to secure the best value.

*Philip Boothroyd - Associate at Bruton Knowles. Philip has over 20 years practical experience advising both the public and private sector. In particular, he has extensive experience dealing with major development agreements and disposal of land.*



**Protecting your future interests** – can overage be used to protect against a sale at under value? We will look at the different types of overage agreements and securities appropriate to land which is likely to be developed now and those appropriate to land which has development potential over the longer term.

*Elizabeth Whitaker - Solicitor, Commercial Property Department, O'Rourke Reid. Elizabeth studied law at the University of Leicester and previously practised as a solicitor with a firm in Harrogate. She specialises in working in Private Client Conveyancing.*



**4.00 pm**  
Registration & coffee

**4.20 pm**  
Introduction

**4.30 pm - Topic 1:**  
Selecting the right  
development vehicle

**5.00 pm - Topic 2:**  
Maximising value from  
disposals

**5.30 pm - Topic 3:**  
Protecting your future  
interests

**6.00 pm**  
Questions & discussion

**6.30 pm**  
Refreshments & close

**Don't Miss Out!** – This seminar promises to be informative, useful and enjoyable, but the number of places is strictly limited. If you would like to attend, please reserve a place - contact Pippa Gardner on 01609 785715 or email [pippa.gardner@brutonknowles.co.uk](mailto:pippa.gardner@brutonknowles.co.uk). You will receive a registration confirmation, location map and directions by email.

**Date:** Thursday 11th October 2007

**Location:** Mowbray Suite, The Golden Lion Hotel, High Street, Northallerton

**Time:** 4.00pm to 6.30pm • **Cost:** Free and includes documentation and refreshments

**CPD:** You will receive 2 hours CPD non authorised provider time by attending the seminar (Law Society), RICS members attending this event are advised to apportion the amount of hours in accordance with RICS guidelines

**BRUTON KNOWLES** - Bruton Knowles is a UK property consultancy with extensive experience of advising on all aspects of commercial property. To find out more about Bruton Knowles visit [www.brutonknowles.co.uk](http://www.brutonknowles.co.uk)

**O'ROURKE REID** - O'Rourke Reid is a leading provider of Legal Services in Ireland and the UK, representing a broad commercial and institutional client base. To find out more about O'Rourke Reid visit [www.orourkeireid.com](http://www.orourkeireid.com)