

RIBA 

South

Recession: Top Tips for Survival

Seminar and Networking Lunch

Wednesday, 25 February 2009
12.00pm - 5.00pm
University of Reading, Reading

RIBA South

Room G01, Building L019
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Recession: Top Tips for Survival

This seminar will feature a presentation from Adrian Dobson, Director of Practice, RIBA who will demonstrate how to get the most out of your RIBA Recession Toolkit. This will be followed by an interactive session from Tom Taylor, Principal of dashdot, who will be presenting his top tips for recession survival. The session will feature both exercises and debate.

The seminar will cover the following:

- Current economic forecasts and future trends in the construction industry
- Getting the right fee: fee setting and negotiation
- Adding value: demonstrating how your service adds value for your client
- Defining the appointment: appointment agreements, including scope of services and fee agreements
- Getting paid: strategies for getting paid and maintaining cashflow
- Business benchmarking: checking how your business measures up
- Diversifying your offer: gaining work in new sectors and new contexts, adding to your service offer, alternative income streams

Speakers

Adrian Dobson is a Chartered Architect and the current RIBA Director of Practice. Previous to joining the RIBA, Adrian worked for NPS Property Consultants Ltd, where he was the Deputy Practice Manager of the Bedfordshire office with responsibility for a multi-disciplinary design team. Adrian studied architecture at the University of Manchester. His architectural practice experience has been focussed primarily in the education and community sectors. He has taught in higher education and carried out research in advanced CAD and BIM. Adrian has served as a regionally-elected RIBA Council Member.

Tom Taylor is an experienced, front line Project Manager and an original Co-Founder of Buro Four, one of the most successful and respected management outfits in the UK. Tom is also the Principal of dashdot, a consulting management vehicle. Tom has been producing practical, original and entertaining proposals, booklets and documents for over thirty years, together with a variety of talks and courses. He is an active participant of APM (Association of Project Management) including Branch Chairman, Council Member, Executive Board Member, Chairman and Vice President.

Programme

11.30am	Registration with tea & coffee
12.00pm	Adrian Dobson - Getting the most out of your RIBA Recession Toolkit
1.15pm	Complimentary lunch and networking
2.00pm	Tom Taylor - Top tips for recession survival
5.00pm	Close

This event qualifies for 4 hours CPD. RIBA members are required to complete 35 hours of CPD per year. 17.5 hours should come from the syllabus. Within this, it is compulsory to study 2 hours in health and safety matters.

Recession: Top Tips for Survival Wednesday, 25 February 2009

Booking Form

Name	
Practice Name	
Address	
Postcode	
Telephone	
Email	

Fees

Members	£58.00 + VAT (£66.70)
Non-Members	£68.00 + VAT (£78.20)
Student Rate	£35.00 + VAT (£40.25)

Payment Details

- Please find a cheque enclosed for £.....made payable to RIBA South
- I would like to make a donation of £.....to the Architects Benevolent Society

Please specify any dietary or access requirements

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Please return this form to RIBA South, Room G01, Building L019, University of Reading, London Road, Reading, RG1 5AQ or fax back to **0118 931 4493**

Booking Conditions

- Refunds cannot be made, but substitutes are accepted at any time. Please inform RIBA South of any changes by calling **0118 987 4900** or emailing caroline.cotton@inst.riba.org
- Please note bookings cannot be confirmed until payment has been received.
- VAT receipts will be sent to you along with a confirmation letter and a map/directions once your booking form and payment has been received.