

# 2010 *RVA Events Calendar*

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## **QLD REGIONAL OFFICE**

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## **SA/NT REGIONAL OFFICE**

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## **WA REGIONAL OFFICE**

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 WEST PERTH WA 6005  
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# 2010

# RVA Events Calendar

## **Bloomers: The Art Of Selling Retirement Living** *February—October 2010*



The Bloomers Art of Selling Retirement Living seminar is a highly interactive two-day program allowing participants the opportunity to learn from both the facilitator and each other whilst interacting to see the sales process from many different perspectives. This program is about being more effective – in securing and keeping sales. Previous participants have said it is the best sales training dedicated to the retirement village industry they have ever been involved in.

***An event which should not be missed for sales and marketing people in the retirement industry.***

RVA Members \$990 per participant  
RVA Non Members \$1320 per participant

**Contact: Shae Baxter on (03) 9804 0466**



## **RVA & ThomsonAdsett Seminar Series**

*February — March 2010*



architecture | urban design | interiors

**Untapped...** Only 5% of retirees aged over 65 in Australia choose to live in a retirement village. This intensive one day workshop will answer the question of why this number is so low and offer practical solutions on how the next generation of retirement developments need to change to capture this huge potential market. Discussion will be on a range of topics including developing retirement solutions in Australia, the influence of regulation on product development and new integrated retirement business trends for development success. The workshop will be delivered by an experienced industry team of architects, market analysts, marketing & branding experts, sales & operations consultants, valuers and financial analysts.

**Contact: Shae Baxter on (03) 9804 0466**

**Why this is a MUST DO workshop: Put your development plans in a new perspective. Take away concrete, practical knowledge that will save your company money and time. Future proof your retirement**

**MinterEllison**

LAWYERS

## **Accreditation Training** **- select from three courses** *February—October 2010*



**Australian Retirement Village Accreditation**

Independent Management Group (IMG) and the RVA are delighted to announce a new range of training courses on Accreditation in 2010 to coincide with the completion of the 2009 ARVA Scheme Review and launch of the new Handbook. The three courses are designed to assist you to understand the why and how of the ARVA scheme.

All courses incorporate practical tools and strategies led by a facilitator experienced in the ARVA scheme. Courses are held within a village setting to facilitate live experiences. Each participant will be provided with comprehensive training materials, templates and sample documents.

**Contact: Gary Medcalf (03) 9804 0466**



**IMG** | Independent Management Group

# 2010

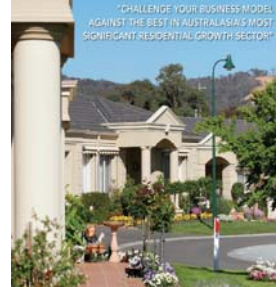
# RVA Events Calendar

## Leaders Summit, Sofitel Hotel, Sydney 8 & 9 March 2010

**Investors | Developers | Operators | Advisers | Suppliers**

The Leaders Summit is a unique initiative for leaders to challenge their existing business models and reflect on the successes and failures of others. Our senior industry executives are committed to deliver powerful, insightful and real information on their business models and where they see their future. Bankers will also deliver the real story on funding for the next 12 months and valuers will provide frank predictions for the way forward. We have sourced leading international speakers who will challenge the very core of your business plans. The RVA is committed to delivering unrivalled value in an intensive two day forum that is reasonably priced at \$1,995 delivering exceptional, real value. **Contact: Genell Kokokiris on (07) 5526 0380**

**"Challenge your business model against the best in Australasia's most significant residential growth sector"**



Keynote speaker:  
Dr. Peter Wilton is  
regarded as the world's  
leading client loyalty

## San Francisco 2010 Study Tour: Global Retirement Communities April 2010

**ThomsonAdsett**

architecture | urban design | interiors

Join inaugural Global Retirement Communities Study Tour with RVA CEO, Andrew Giles. Discover the best practice retirement living developments in and around San Francisco, on the United States West Coast.

This new initiative of the RVA gives members unprecedented access to the latest and greatest retirement living developments overseas. Travel with experienced study leader Judy Martin along with an RVA senior representative on a seven day trip of retirement developments around the City by the Bay. An additional three day extension program is also available giving you the opportunity to see more of the beautiful bay city and surrounds.

**Why attend?** See first-hand the latest retirement products, build your professional network, gain a new perspective on retirement trends and view development responses to a different regulatory framework.

**Contact: Judy Martin on 0437 649 672**

### Who should attend?

- CEOs
- Board members
- Senior Property
- Development Managers



## RVA Regional Conferences "Age of Reason" May—July 2010

Each RVA Regional Conference is organised to bring together retirement village executives, developers, village managers, industry representatives, government and private research agencies and funders in the retirement industry to facilitate a dialogue on important research issues affecting the industry. Industry experts will discuss providing real solutions, up to date advice, case study presentations and panel discussions. The RVA seeks to generate new recommendations, tools and resources for dealing and achieving business growth. Each conference offers excellent opportunities to network with key industry colleagues in a relaxed atmosphere whilst enjoying the social aspects of the evening.

**Contact: The Regional Manager in your state on 1800 240 080 for registration details and sponsorship**



# February 2010

## Events by State

### VIC/TAS

- RVA & Thomson Adsett Seminar Series held at Minter Ellison Lawyers, Melbourne

### NSW/ACT

- RVA Regulation Workshops across NSW  
- RVA & Thomson Adsett Seminar Series at Minter Ellison Lawyers, Sydney

### QLD

- RVA QLD & Thomson Adsett Seminar, Minter Ellison Lawyers, Brisbane

### SA/NT

- SA/NT Bloomers: The Art of Selling Retirement Living, Adelaide

### WA

- RVA & Thomson Adsett Seminar Series & Study Tour at Minter Ellison Lawyers, Perth  
- Accreditation Surveyors Course, Perth  
- Accreditation for Developers & Designers, Perth

## RVA Events Calendar

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	<b>1</b> NSW Sydney Regulation Workshop	<b>2</b>	<b>3</b> NSW Central Coast Regulation Workshop	<b>4</b> NSW Tweed Coast Regulation Workshop	<b>5</b>	<b>6</b>
<b>7</b>	<b>8</b> SA/NT Bloomers: The Art of Selling Retirement Living, Adelaide	<b>9</b> RVA WA & Thomson Adsett Seminar, Perth	<b>10</b>	<b>11</b> RVA VIC/TAS & Thomson Adsett Seminar, Melbourne	<b>12</b>	<b>13</b>
<b>14</b>	<b>15</b>	<b>16</b> NSW Wollongong / South Coast Regulation Workshop	<b>17</b>	<b>18</b> NSW Port Macquarie Regulation Workshop	<b>19</b>	<b>20</b>
<b>21</b>	<b>22</b> Bloomers: The Art of Selling Retirement Living, Port Macquarie QLD Thomson Adsett Seminar, Brisbane	<b>23</b> Bloomers: The Art of Selling Retirement Living, Port Macquarie WA Accreditation Surveyors Course, Perth	<b>24</b> WA Accreditation Surveyors Course,	<b>25</b> RVA NSW/ACT & Thomson Adsett Seminar, Sydney WA Accreditation Surveyors Course, Perth	<b>26</b> WA Accreditation for Developers & Designers, Perth	<b>27</b>
<b>28</b>						

# March 2010

## Events by State

### NATIONAL

- RVA Leaders Summit, Sofitel Hotel, Sydney

### NSW/ACT

NSW PD Forums held across NSW

### QLD

QLD Cheese & Wine Networking evening, Brisbane  
 - NSW & QLD PD Forum, Tweed Heads  
 - Accreditation Surveyors Course, Brisbane  
 - Accreditation for Developers & Designers, Brisbane

### SA/NT

- RVA & Thomson Adsett Seminar Series at Minter Ellison Lawyers, Adelaide

### VIC/TAS

VIC PD Forum, Melbourne

## RVA Events Calendar

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
<b>7</b>	<b>8 9</b> RVA Leaders Summit, Sofitel Hotel, Sydney		<b>10</b>	<b>11</b>	<b>12</b>	<b>13</b>
<b>14</b>	<b>15</b>	<b>16</b> QLD Cheese & Wine Networking evening, Brisbane	<b>17</b>	<b>18</b>	<b>19</b>	<b>20</b>
<b>21</b>	<b>22</b> NSW & QLD PD Forum, Tweed Heads	<b>23 24</b> QLD Accreditation Surveyors Course, Brisbane		<b>25</b> Sydney PD Forum, Beauty Point	<b>26</b> Accreditation for Developers QLD PD Forum, Sunshine Coast	<b>27</b> NSW & VIC PD Forum, Albury
<b>28</b>	<b>29</b>	<b>30</b> RVA SA/NT Thomson Adsett, Adelaide	<b>31</b>			

# April 2010

## Events by State

### NATIONAL

- San Francisco 2010 Study Tour – Global Retirement Communities

### NSW/ACT

- Accreditation Surveyors Course, Sydney  
- Accreditation for Developers & Designers, Sydney

### SA/NT

- Managers PD 1, Adelaide Central

## RVA Events Calendar

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17 San Francisco 2010 Study Tour - Global Retirement Communities
18 19 20 21 22 23 San Francisco 2010 Study Tour — Global Retirement Communities Contact: Study Leader Judy Martin on 0437 649 672 <i>Industry Partners: Thomson Adsett</i> Managers PD 1 Adelaide Central						24 TOUR EXTENSION Study Tour
25 26 TOUR EXTENSION San Francisco 2010 Study Tour — Global Retirement Communities		27 28 29 NSW/ACT Accreditation Surveyors Course, Sydney TOUR EXTENSION San Francisco 2010 Study Tour		30 NSW/ACT Accreditation for Developers & Designers, Sydney		

# May 2010

## Events by State

### VIC/TAS

- Accreditation Surveyors Course, Melbourne
- Accreditation for Developers & Designers, Melbourne
- VIC PD Forum, Melbourne

### QLD

- Bloomers: The Art of Selling Retirement Living, Brisbane/Gold Coast

### SA/NT

- RVA SA/NT Regional Conference, Adelaide Pavilion, South Terrace

## RVA Events Calendar

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						<b>1</b>
<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b> VIC PD Forum, Melbourne	<b>7</b>	<b>8</b>
<b>9</b>	<b>10</b>	<b>11</b>	<b>12</b>	<b>13</b>	<b>14</b>	<b>15</b>
<b>16</b>	<b>17</b> QLD Bloomers: The Art of Selling Retirement Living, Brisbane/Gold Coast	<b>18</b>	<b>19</b>	<b>20</b>	<b>21</b> RVA SA/NT Regional Conference, Adelaide Pavilion, South Terrace	<b>22</b>
<b>23</b>	<b>24</b>	<b>25</b> <b>26</b> <b>27</b> VIC/TAS Accreditation Surveyors Course, Melbourne		<b>28</b> VIC/TAS Accreditation for Developers & Designers, Melbourne	<b>29</b>	
<b>30</b>	<b>31</b>					

# June 2010

## Events by State

### NSW/ACT

- NSW/ACT PD Forums held across NSW/ACT

### QLD

- PD Forum, Gold Coast

### SA/NT

- PD Forum, Adelaide North  
- Accreditation Surveyors Course, Adelaide  
- Accreditation for Developers & Designers, Adelaide

## RVA Events Calendar

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>	<b>11</b> PD Forum, Gold Coast	<b>12</b>
<b>13</b>	<b>14</b> ACT PD Forum, Canberra	<b>15</b>	<b>16</b> Sydney PD Forum, Hunters Hill	<b>17</b> PD Forum, Adelaide North	<b>18</b> Port Macquarie PD Forum	<b>19</b>
<b>20</b>	<b>21</b>	<b>22 23 24</b> SA/NT Accreditation Surveyors Course, Adelaide			<b>25</b> SA/NT Accreditation for Developers & Designers, Adelaide	<b>26</b>
<b>27</b>	<b>28</b>	<b>29</b>	<b>30</b>			



# July 2010

## Events by State

### VIC/TAS

- RVA VIC/TAS Regional Conference RACV Healesville Country Club, Healesville Victoria

### NSW/ACT

- RVA NSW/ACT Regional Conference  
- Cocktail Party, Crowne Plaza Terrigal  
- RVA NSW/ACT Regional Conference followed by RVA Gala Dinner, Crowne Plaza Terrigal

### QLD

- QLD Regional Bloomers: The Art of Selling Retirement Living, Regional QLD  
- RVA QLD Regional Conference followed by RVA Gala Dinner

### WA

- Accreditation for Operational Managers, Perth

## RVA Events Calendar

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				<b>1</b>	<b>2</b>	<b>3</b>
<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b> RVA QLD Welcome drinks	<b>9</b> RVA QLD Regional Conference followed by RVA Gala Dinner	<b>10</b>
<b>11</b>	<b>12</b>	<b>13</b>	<b>14 15</b> WA Accreditation for Operational Managers, Perth		<b>16</b>	<b>17</b>
<b>18</b>	<b>19 20</b> QLD Regional Bloomers: The Art of Selling Retirement Living, Brisbane		<b>21</b>	<b>22</b>	<b>23</b> RVA VIC/TAS Regional Conference followed by Gala Dinner RACV Healesville Country Club, Healesville	<b>24</b>
<b>25</b>	<b>26</b>	<b>27</b>	<b>28</b>	<b>29</b> RVA NSW/ACT Regional Conference Cocktail Party, Crowne Plaza Terrigal	<b>30</b> RVA NSW/ACT Regional Conference followed by RVA Gala Dinner, Crowne Plaza Terrigal	<b>31</b>

# August 2010

## Events by State

### VIC/TAS

- Bloomers: The Art of Selling Retirement Living, Melbourne
- Accreditation for Operational Managers, Melbourne

### QLD

- QLD PD Forum - Toowoomba

### SA/NT

- PD Forum, Adelaide South

## RVA Events Calendar

Sun	Mon	Tue	Wed	Thu	Fri	Sat
<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>
<b>8</b>	<b>9</b>	<b>10</b>	<b>11</b>	<b>12</b>	<b>13</b>	<b>14</b>
<b>15</b>	<b>16</b> VIC/TAS Bloomers: The Art of Selling Retirement	<b>17</b> QLD PD Forum Toowoomba	<b>18</b> VIC/TAS Accreditation for Operational Managers, Melbourne	<b>19</b> PD Forum, Adelaide South	<b>20</b>	<b>21</b>
<b>22</b>	<b>23</b>	<b>24</b>	<b>25</b>	<b>26</b>	<b>27</b>	<b>28</b>
<b>29</b>	<b>30</b>	<b>31</b>				

# September 2010

## Events by State

### NSW/ACT

- NSW PD Forums held across NSW
- Accreditation for— -

### QLD

- Operational Managers, Brisbane
- PD Forum, Brisbane

### WA

- Bloomers: The Art of Selling Retirement Living, Perth

### SA/NT

- PD Forum, Adelaide Central

### VIC/TAS

- VIC PD Forum, Melbourne

## RVA Events Calendar

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2 VIC PD Forum, Melbourne	3	4
5	6	7	8	9	10	11
12	13 WA Bloomers: The Art of Selling Retirement Living, Perth	14	15 QLD Accreditation for Operational Managers, Brisbane	16 PD Forum, Brisbane PD Forum, Adelaide Central	17	18
19	20 Berry PD Forum	21	22 Kantarra PD Forum	23	24 Central Coast PD Forum	25
26	27	28	29	30		

# October 2010

## Events by State

### NSW/ACT

- Accreditation for Operational Managers, Sydney
- Bloomers: The Art of Selling Retirement Living

### QLD

- PD Forum, Mackay

### SA/NT

- Accreditation for Operational Managers, Adelaide

## RVA Events Calendar

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6 NSW/ACT Accreditation for Operational Managers, Sydney	7 PD Forum, Mackay	8	9
10	11	12	13	14	15	16
17	18 NSW/ACT Bloomers: The Art of Selling Retirement Living	19	20 SA/NT Accreditation for Operational Managers, Adelaide	21	22	23
24	25	26	27	28	29	30
31						

# November 2010

## Events by State

### NATIONAL

- RVA National Conference  
AdvantAge10,  
Brisbane

### SA/NT

- PD Forum, Adelaide  
Central

## RVA Events Calendar

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
<b>7</b>	<b>8</b>	<b>9 10 11</b> RVA National Conference AdvantAge10, Brisbane 			<b>12</b>	<b>13</b>
<b>14</b>	<b>15</b>	<b>16</b>	<b>17</b>	<b>18</b>	<b>19</b>	<b>20</b>
<b>21</b>	<b>22</b>	<b>23</b>	<b>24</b>	<b>25</b> PD Forum, Adelaide Central	<b>26</b>	<b>27</b>
<b>28</b>	<b>29</b>	<b>30</b>				

# December 2010

## Events by State

### NSW/ACT

- NSW/ACT  
PD Forums

### VIC/TAS

VIC Christmas Party,  
Melbourne

## RVA Events Calendar

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>
<b>5</b>	<b>6</b> ACT PD Forum  VIC Christmas Party, Melbourne	<b>7</b>	<b>8</b> Sydney PD Forum	<b>9</b>	<b>10</b> Coffs Harbour PD Forum	<b>11</b>
<b>12</b>	<b>13</b>	<b>14</b>	<b>15</b>	<b>16</b>	<b>17</b>	<b>18</b>
<b>19</b>	<b>20</b>	<b>21</b>	<b>22</b>	<b>23</b>	<b>24</b>	<b>25</b>
<b>26</b>	<b>27</b>	<b>28</b>	<b>29</b>	<b>30</b>	<b>31</b>	