



Property Development Project

What Is Property Development?

Your First Property Development Project

Are You Committed To Bring Home Your First Property Development Project?

Knowledge Is Power

Applying Knowledge

Risky Business?

Knowing Uncertainty

Failure Is Not The Opposite Of Success

On The Question Of Property Development Mindset

Don't Fear Success

Making Sure Your First Or Next Property Development Project Is A Success

Responsibilities Of A Property Developer

Managing & Dealing With People

Delegation

Negotiations

Seek a win-win situation

Price Isn't Always The Most Significant Factor

A Third Party Would Be Beneficial

Consider All Of Your Possibilities

Keep Your Emotions Under Control

Divide The Difference

Exit Strategy

Principles of Development Management

Managing Your Property Development Team

How To Sell Your Property Development Project To Your Clients?

Be Objective

Make Sure You Know What You're Selling

Avoid Desperation

Buyers Who Are Challenging To Deal With

Be Mindful Of Any Potential Drawbacks

Know Who Your Competitors Are

Calculate The Correct Price

Qualify Buyers

Preventing Contingencies

Sift Through The Offer

Maintain Command

Final Words

Are You Prepared For Your First Property Development Project?