

# RPSA

RESIDENTIAL PROPERTY  
SURVEYORS ASSOCIATION

## The RPSA Bulletin

### ANNUAL CONFERENCE & AGM

BRE

Bucknalls Lane,  
Watford,  
WD25 9XX

[BRE Map & Directions](#)

Please click on the link below for details of the De Vere Hotel  
(Tel: 0844 980 2311)  
[De Vere, Hunton Park](#)

Please return the attached booking form to [emily@rpsa.org.uk](mailto:emily@rpsa.org.uk) to book your place – the first 50 will be entered into the draw for a magnum of champagne.

Registered Office:  
**The Old Rectory**  
Church Lane  
Thornby  
Northampton  
NN6 8SN

Dear Member

We hope you will join us at the **2014 RPSA Annual Conference**

**When?** Tuesday 15th April  
**Where?** BRE - Watford, WD25 9XX  
**Why?**

Because it marks the national launch of the most important development in residential surveying in years as we introduce the new **Diplomas in Residential Surveying and Valuation**. We expect these to become the new gold standard for residential surveyors, whatever their background, and are the result of a long and determined campaign by the Property Surveying Standards Board (comprising SAVA, BRE and RPSA) to raise the standards and profile of residential surveying. This is an appropriate point to recognise all the hard work that Hilary Grayson at SAVA has put into the qualifications.

This will be the first opportunity for anyone to sign up to take the qualifications so stay ahead of the game and one step in front of your competitors.

**Guest speakers include:-**

Peter Bolton-King from the Royal Institution of Chartered Surveyors  
Kate Faulkner of Designs on Property  
Paul Broadhead from the Building Societies Association.

Lunchtime – we are offering optional “delegates choice” sessions to include a technical update from e.surv, a tour of the Innovation Park, and/or the opportunity to sign up for the new qualifications.

The afternoon session includes the RPSA Annual General Meeting, your chance to put your questions directly to the Council of your association, and to make sure that your voice is heard. We still have an opening for a Council member in the North-East so please put your name forward if you would like to be considered for this position.

**Cost & how to book?**

The RPSA conference is just **£40 for members** or £60 for non-members and that includes refreshments, lunch, **6 hours CPD** and entry to a free draw for a magnum of champagne the first 50 who register. Please complete the attached booking form and return it to [emily@rpsa.org.uk](mailto:emily@rpsa.org.uk)

**Accommodation & Dinner**

There is the opportunity to join us at the evening’s Council meeting, meet other members, and relax over a beer or two, or simply stay over to attend the next day’s sales course. We have secured a deal with the De Vere Hotel, Hunton Park for Dinner, Bed & Breakfast at £100 per room - please book direct with the hotel as soon as possible to secure this rate as availability is limited. It is also worth checking their website for any special deals. If you would like to join us for the dinner only, please add this on the booking form. The cost is £21 a head, payable direct to the hotel on the night.

### Council Meeting

The RPSA Council will also have a meeting after the conference and members are invited to come along as a guest. Please let us know if you intend to join, the meeting will start at 5pm.

### WEDNESDAY 16<sup>th</sup> APRIL - SELLING COURSE

We are also planning to hold a selling course on Wednesday run by Alan Milstein.

Have you ever lost a survey instruction because you aren't a member of "another" organisation?

Do you struggle to get Estate Agents to refer clients to you for surveys?

Would you like to convert more enquiries into paid survey instructions?

If you can answer "yes" to any of these questions then you can't afford to miss the RPSA selling course being held at BRE on Wednesday 16th April.

In the words of one delegate on a previous course when given the knowledge of how to deal with objections ... *"However I have done just that and bagged 2 this week...kerching"* and another *"Thanks for the info and thanks also for the training course, it was very interesting and informative"*.

Join Alan for an interactive, informative and dynamic day. Selling surveys becomes easy, when you understand and practice the techniques Alan will show you. Previous delegates have experienced an immediate and significant upturn in their survey instructions....the course will pay for itself in no time!

The day is just £75 for RPSA members and £95 for non-members. Places are limited so book today using the attached booking form.



BRE Conference Theatre

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