

MARCH – 2 CPD POINTS

## PRICING PROFESSIONAL SERVICES – MARCH 23<sup>RD</sup>



“We’re too cheap” or “we’re our own worst enemy” is a common refrain from valuers. For years it has been a commonly held belief that the practice of valuations has been downgraded from a professional service to a commodity because of the low fees that are charged for high volume valuation services such as residential mortgage valuations.

Add to this an increase in claims, clients that claim millions of dollars in losses for a service they paid peanuts for; and insurance premiums rising, it is a wonder how valuation firms can be profitable.

This seminar brings together the claims experience of DLA Phillips Fox, and the number crunching expertise of Deloitte, to set out the fundamentals of pricing professional services to ensure the long term profitability and viability of the valuation profession.

**PRESENTED by DLA Phillips Fox in conjunction with Deloitte**

**David Leggatt - DLA Phillips Fox | Campbell Jackson – Deloitte | Matthew Kuperholz - Deloitte**

**VENUE** – DLA Phillips Fox, Level 21, 140 William Street, Melbourne

**REGISTRATION** – 4:45pm | **SESSION** - 5:00-7:00pm

**COST** – Early Bird Member \$66 | Members \$77 | Non-members \$145 Stu / Grad / PMAPI Members \$22 (all GST inclusive)

February - April CPD Programme Sponsored by:



Australian Property Institute | Victorian Division

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