



URBAN DEVELOPMENT INSTITUTE OKANAGAN CHAPTER
THE STRATEGIC ART OF DEVELOPMENT APPROVALS

**Friday, October 17
and Saturday,
October 18, 2014**

Art of Approvals

Fri 8:00 am to 5:00 pm

Sat 8:00 am to 5:00 pm

Coast Capri Hotel

1171 Harvey Avenue

Kelowna, BC, V1Y 6E8

Room: Horizon North (on
2nd floor)

Proudly sponsored by:



PLEASE NOTE:

Full payment must be received by UDI before your spot is guaranteed.

No refunds. Cancellations must be received in writing 72 hours prior to receive a credit note. Substitutions are allowed.

**Urban Development
Okanagan Chapter**

210 - 1460 Pandosy Street
Kelowna, BC, Canada

V1Y 1P3

T. 778-478-9649

F. 778-478-9649

Submit registration form to:

udiokanagan@udi.org

**A MASTER CLASS IN PROCESS,
POLITICS AND NEGOTIATION**

Successfully navigating through the complex world of development approvals is an essential part of bringing any real estate development project to life.

Expertly facilitated by **MARK HOLLAND** of New Monaco Enterprises, this intensive and practical course will empower participants to be highly effective at any stage of development. It is limited to just 40 students and is for UDI members only. Come and learn from the best in the business!

- **Overview of the Basics of Real Estate Development and Approvals**
Mark Holland, VP – Development, New Monaco Enterprises
- **Stages of Approvals & Top Issues at Each**
Gary Pooni, President, Brook Pooni Associates
Karen Stanton, Director of Planning, City of Chilliwack
Terry Kowal, Building Inspector Supervisor, City of Kelowna
Corey Makus, Past President, MGC Construction
Lisa Spitale, CAO, City of New Westminster
- **The Art of Negotiating Community Benefits**
Gary Pooni, President, Brook Pooni Associates
Karen Stanton, Director of Planning, City of Chilliwack
Lisa Spitale, CAO, City of New Westminster
- **Consultation and Engagement Strategies**
Mary Lapointe, Consultant, Strategic Real Estate Development Consulting
Cam McAlpine, President, PR Media
- **Consultation and Engagement Tactics and Techniques**
Mary Lapointe, Consultant, Strategic Real Estate Development Consulting
Cam McAlpine, President, PR Media

**REGISTRATION FOR Oct 17 & 18, 2014 ART OF DEVELOPMENT
UDI Members: \$650 + GST = \$682.50 (fee includes all meals)**

NAME _____

JOB TITLE _____

COMPANY _____

WORK PHONE _____ CELL _____

EMAIL _____

VISA/MC/# _____

NAME ON CARD _____ EXPIRY _____

Please invoice me. I will send a cheque before Oct. 6, 2014.