



EVENT – WEDNESDAY 15 SEPTEMBER 2021

At a previous Surveyors Board SA endorsed meeting in May 19 which addressed the topic “*What does the future hold for our profession?*” A long discussion was centered on the shared frustration of why do fees charged by Licensed Surveyors vary so much for the perceived same service. To address this,

Consulting Surveyors SA have scheduled a three-part series of workshops “Understanding Professional fees”.

Session #2 – Profitability is more than Pricing

Guest presenter is Craig Turner (SDG)

Synopsis

Part 1 of the presentation focusses on;

One way to gauge the success of a business is how it performs financially, with profitability a key metric to long term business survival.

But what should be the profitability benchmark for survey consultancies?

What are the causes of low or no profitability?

What can I do to improve my business profitability?

These issues will be addressed to ensure your business moves forward and thrives in the coming post-pandemic business world

Part 2 of this presentation will be more of a workshop and attendees will receive a digital package the week prior to prepare.

About the speaker

Craig Turner is a past Chairman of the Association of NSW, still serving on the Board. Craig is also a Director and Vice President at Consulting Surveyors National. Craig graduated with a Bachelor of Engineering (Geomatics) in 1997 at UNSW and went on to become a Registered Land Surveyor in NSW in 2001.

He is the Managing Director of SDG, a medium sized survey consultancy of 50 in the hills area of NW Sydney and has been in that role since SDG began trading in 2010 after a merger between two suburban Land Surveying firms.

He has a passion for business in the professional service space and has been undertaking business orientated presentations at various surveying events across Australia since 2014. After completing an advanced diploma of management in 2010 he continues to invest in his own professional development much of which is self-taught, being inspired by the great minds of today as well as learning from many past mistakes.

“I aim to help equip business minded owners who operate survey consultancies. I believe in keeping it simple and manageable working around the day to day technical requirements to ensure that for all the hard work you put into your business, it is a rewarding experience. I believe that business owners cannot abdicate their leadership responsibilities and that a well-run business can make a difference in the lives of their team and the community around them”.

Join us for pre-drinks at 5:30pm – Session time 6pm-8pm



Light refreshments will be available afterwards from 8pm-8:30pm with drinks at own cost.

- **Cancellation Policy:**
*CSSA event and workshop cancellations are non-refundable; however, participant substitution is available. Please notify Marie Cunningham on 0409 144 122 or at admin@consultingsurveyorssa.com.au if participant substitution is required for this event.
Where circumstances force CSSA to cancel an event or workshop, the liability of the CSSA shall be limited to a refund of any fees paid for that particular event or workshop.*
- **GST:**
Please note that CSSA is a non-profit income tax exempt organisation that is not registered for GST at this time. As such, all invoices for supply by CSSA will not carry GST. Should you have any queries about this, please contact Marie Cunningham, Administration Support Officer in the first instance.