



SOUTH EAST PROPERTY DEVELOPERS CLUB

# 2026 INFO SHEET

Knowledge. Experience. Accountability.





# South East Property Developers Club - 2026

Are you an active, full time property investor/developer working on heavy refurbishments, conversions or new build developments?

Property Point (Martin Saunders and Lee Gayler) and PNT Property (David Bailey) have been running the SEDPC since 2017 and it has gone from strength to strength during this time.

The group provides the support and accountability needed so you can achieve (and exceed!) your goals and take your projects to the next level!

## Who is the South East Property Developers Club for?

- Ambitious, full time property developers with a minimum 2 year's experience.
- Property developers that are committed to sharing their experience and knowledge to grow their business and achieve greater success
- Those working on one or more heavy refurbishments, conversion or new build developments.

## What are the Benefits?

- A monthly event spent with other like-minded, motivated property developers
- Sharing experiences, challenges, successes, knowledge and resources in a constructive and supportive environment
- Site visits to members projects, where you we can share knowledge and experience first hands, warts and all!
- Accountability through sharing and tracking of monthly and annual goals with peers
- Network and encourage collaboration and joint venturing
- Expert guest speakers
- Raising the bar by inspiring and challenging each other





# South East Property Developers Club - 2026

## What property strategies are covered?

- Land development.
- Heavy refurbishments and conversions.
- Sourcing on and off market land development opportunities.
- Houses in Multiple Occupation (HMOs).

## How big is the group?

- The group is capped at 25 and members are selected on an application basis only.

## When and where is it, what is the cost?

- Generally the 2nd Wednesday of the month 8:30am – 4 pm - see also dates, below.
- Location – Varies – see below
- The annual membership fee is **£1,200 per member**.
- We operate on a not for profit basis. Fees covers venue hire, catering and admin. Any remaining funds are put towards a charity fundraiser and Christmas social.





## Format for 2026

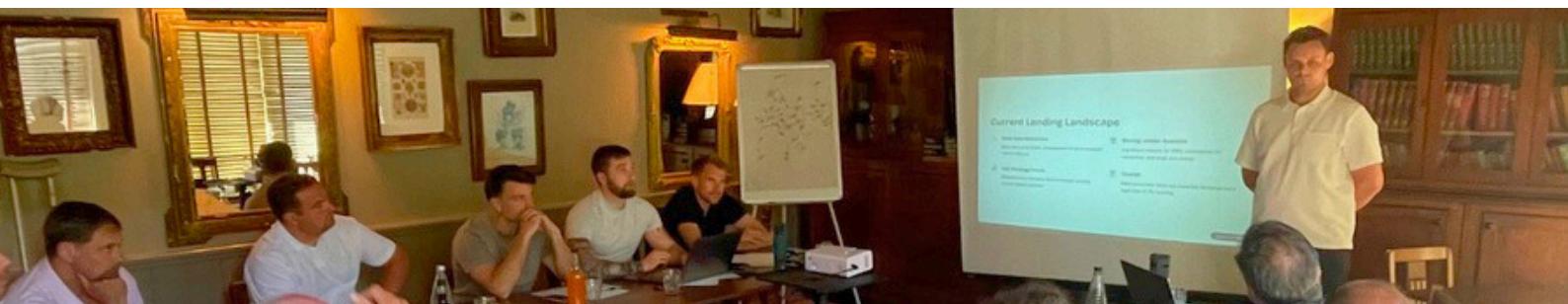
The format for 2026 will be largely as 2025, focusing on **site visits** and **speaker slots**.

In the month of March we get away for a few days, this year's trip will be skiing in Austria. Previous trips have involved climbing Snowdon and beach retreats in Portugal.

The Christmas social normally involves a site visit, with a **Christmas breakfast, lunch and drinks** to round off a busy year!

Typical site visit day	
8:30-9 am	Arrival and coffee
9-10 am	Presentation on the site we are visiting
10-12pm	Site visit
12-1:30 pm	Lunch
1:15-4pm	Quickfire/Project Focus>Show and Tell /Finance Updates

Typical speaker day	
8:30-9 am	Arrival and coffee
9-12 am	Quickfire/Project Focus>Show and Tell
12-1:30 pm	Lunch
1:15 – 4pm	Speaker slot/Finance Update/2nd Quickfire round if time





## What is a Focus Session?

The focus session is an opportunity for a member to do a deep dive into one of their projects or deals, to share the lessons learnt with the group. This could be in the form of:

- A past or current project they are building out
- Deal analysis of a project that they are currently appraising
- Brainstorming ideas for a site layout
- How to structure the finance for a deal
- How to grow a business

Typically, this would involve a few slides with drawings, spreadsheets, photos etc, presenting for 20-30 minutes, then getting feedback or questions from the group for 10-15 minutes.



## What is a Show and Tell Session?

The Show and Tell is an opportunity for members to explain a tool or app they use to good effect in their business.

Typically, this would involve demonstrating the tool or app on screen or similar.

Examples of previous Show and Tells are:

- AI tools
- Nimbus/Searchland
- Trello
- Openrent, etc.





## What is a Quickfire Round?

This is an opportunity for everyone in the group to talk for 1 or 2 minutes about a property topic, allowing the group to share their knowledge and experiences, good and bad!

The topic for the session will be advised in advance so you have a chance to have a think about it, however, it's not something you need to do loads of preparation for. Examples of topics for the quickfire round would be:

- Biggest mistake in property
- What you wish you'd known when you started out
- Biggest game changer for you during your property journey
- Best or worst deal you have done

Focus sessions and Show and Tell slots will be allocated in advance to allow members to prepare, and all members are expected to prepare one Focus Session and/or one Show and Tell per year, and host a site visit once every two years as a minimum.

Quickfire rounds will be published in advance so that you have some time to think!



## Venue

Venue will vary for the sessions where there is a site visit - the member organising the site visit would suggest a suitable venue that provides a good lunch and a nice meeting room. This would be their opportunity to show off their area and a stunning venue.

If a speaker slot, the venue is generally at **Cliffs Pavilion** (Station Rd, Westcliff-on-Sea, Southend-on-Sea, Westcliff-on-Sea SS0 7RA) or **The Warren Estate** (Woodham Walter, Near Maldon, Essex CM9 6RW).

## Dates for 2026

<b>14<sup>th</sup> January</b>	Cliffs Pavilion - Southend-on-Sea
<b>11<sup>th</sup> February</b>	The Warren Estate - Essex
<b>11<sup>th</sup> - 15<sup>th</sup> March</b>	<b>Ski Trip</b>
<b>8<sup>th</sup> April</b>	Cliffs Pavilion - Southend-on-Sea
<b>13<sup>th</sup> May</b>	The Warren Estate - Essex
<b>10<sup>th</sup> June</b>	Cliffs Pavilion - Southend-on-Sea
<b>8<sup>th</sup> July</b>	The Warren Estate - Essex
<b>August</b>	<b>No Event</b>
<b>9<sup>th</sup> September</b>	Cliffs Pavilion - Southend-on-Sea
<b>14<sup>th</sup> October</b>	The Warren Estate - Essex
<b>11<sup>th</sup> November</b>	Cliffs Pavilion - Southend-on-Sea
<b>9<sup>th</sup> December</b>	Christmas Social

*\*Please note the venues maybe subject to change dependent on the numbers of confirmed attendees\**





## **What is the cost?**

Mastermind sessions work best when the same individuals attend repeatedly and get to know each other. We are therefore looking for a commitment of a minimum of 12 months. The cost of this is £1,200 per annum, which covers the costs of running the event, speakers, venue hire, catering etc. and means that attendees are committed!

This excludes the cost of the March retreat, which is optional although highly recommended!

## **Taster sessions**

A taster session is available so you can see if the club will be of value to you and your property business going forward. The cost of the taster session is £60 to cover the cost of catering and venue hire. If you decide to join, the remainder of the twelve month subscription period will be charged pro-rata.

Full terms and conditions are shown at the end of this document.





## What do I need to do to become a member?

If you're interested, get in touch and send us a quick resume (Please email us if you would like to see an example).

Please email [info.sepdc@gmail.com](mailto:info.sepdc@gmail.com), and we'll get in touch to answer any questions you may have!

Best regards,



**David Bailey**

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If you would like to attend, please add your details here and return to us by 15th of the month prior to the next month's mastermind.

Eligibility for group membership is based on the following criteria, please confirm that these apply to you and your business:

- I am a full time property Investor/Developer
- I have at least 2 years experience
- I have at least one heavy refurbishment/conversion/new build development in progress

These criteria are in place to ensure that members have a certain level of experience and can contribute as well as benefitting from the membership.



## Membership Application Form

To apply for membership, click or scan the QR code to complete the online form.



## Confidentiality and Disclaimer

Please note all content discussed within the mastermind sessions should be treated as confidential.

- Should a member raise a potential purchase/project in which you have an interest (ie. You are looking at purchasing the same property that someone identifies in a deal clinic session), please flag this up immediately so that we can decide the best way forward and avoid any conflict of interest.
- Once a deal or opportunity has been tabled or discussed, members of the group agree not to pursue this deal/opportunity without first discussing this with the member who originally introduced the deal/opportunity.
- Site visits – Are organised by members in good faith for the educational benefit of the group. Please confirm that by attending a site visit you will adhere to acknowledged site safety best practice and wear appropriate PPE and follow the instructions of the member responsible for the site visit as required for everyone's safety. I will not hold the organiser or site – visit host liable for any injury caused by participating in the group (notwithstanding negligence).

Please sign below to acknowledge your acceptance of this confidentiality policy and disclaimer:

Print .....

Signed .....

# Membership terms and Conditions

## 1. Taster sessions

Before committing to joining the group, a potential member can try out the group for a session at a cost of £60 per session (to cover the cost of catering and venue hire). Should the attendee wish to join the group, the member will be invoiced at the pro-rata rate for the remainder of that membership period, ie. £120 per session remaining. (excludes retreat/charity day).

## 2. Membership

Membership of the SEPDC is valid for twelve months. The cost is £1200, payable in advance before the January session. Please let the membership secretary know if you would like the invoice made out to a company.

Membership covers attendance at all the SEPDC sessions but excludes the cost of the retreat.

Payment covers catering for the SEPDC day, marketing and admin costs of the group, with any remaining balance being put towards charity and the Christmas social.

## 3. Business partners

The group welcomes membership by businesses with two or more directors. Should two or more Directors wish to benefit from attending all meetings, two or more memberships will be required. Should the business wish to share a membership, then meetings can be attended by one or other Directors.

Should two or more Directors wish to attend the Christmas social, the additional attendees will be invoiced at the cost of the social.





## **Membership terms and Conditions**

### **4. Guests**

Members may bring one guest who they feel would give and receive value from the day once in every 6 month period. This will be invoiced to the member at the cost of £60 to cover venue hire and catering for that day. Please inform the membership secretary that you wish to bring a guest with at least two weeks notice. Attendance is subject to availability of a space as priority will be given to members should the session be at full capacity.

### **5. Socials**

Members are welcome to invite a business partner or guest along to the Christmas social. The guest will be invoiced at cost.

### **6. Social media and publicity**

Photographs of events may be taken and used on social media for the purposes of promoting the event to future members. Please let us know if you are not comfortable with this.

