

INVESTMENTS

Partnering for the Success of Entrepreneurship VOLUME 2 • ISSUE 1 • JAN - FEB 2010


MANAGEMENT QUOTES

"Good management is the art of making problems so interesting and their solutions so constructive that everyone wants to get to work and deal with them."
-Paul Hawken

"The conventional definition of management is getting work done through people, but real management is developing people through work."
- Agha Hasan Abedi

"Good management consists in showing average people how to do the work of superior people."
-John D. Rockefeller



FROM THE CHAIRMAN

Hard work never goes un-noticed....

We moved ahead promoting the vertical community living concept with TCH Tower III- Panipokhari, adjacent to the Japanese Embassy.

From November 28-30, 2007, the crowd saw the mock-up apartments with positive vibes. Acceptance of the product, the location, the price and the credibility was vividly seen. This was The Comfort Housing's first case where the price list, was displayed from the very first day of marketing.

On the booking day, we reached the premises with full of vigor by 6:30 am. Visitors started flowing in from 7:30 am, and by 9:00 am more than three hundred clients entered for Master registration. The gate was closed at 9:05 am. With registration and badge distribution completed, it was around 11:30 am that serial number lottery process was started. We had to introduce and explain about this new marketing strategy on the spot. Once they got their numbers they were requested to enter the booking section of

their desired apartment. Within two hours, i.e. by 1:30 pm all the apartments were sold out.

TCH thus added one more milestone in its success story. Apart from that, the post booking counter was also crowded, where sixty-four of our valued customers left their one million cheques to obtain the apartment if anyone cancelled the booking. Some disappointments might have resulted amongst those who couldn't get an apartment; however, they were convinced with our fair system.

TCH can proudly declare that it has done two hundred percent sales!!! The trust that people have placed on us is something we greatly value.

OM RAJBHANDARY
Chairman,
Brihat Investments Pvt. Ltd.

“

TCH can proudly declare that it has done two hundred percent sales!!!.

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CORPORATE HUMOR


I'm sending you to a seminar to help you work harder and be more productive.

Brihat Investments Family

*Wish You
A*

*New Year filled
with*

Health, Prosperity & Success !

*Happy New Year
2010*



Real Estate Investment

Property Time Bombs...

There are simple minute details which people tend to overlook. In order to attain security for the investment real estate buyers and sellers must pay attention to the following details:

» **Environmental Hazards –** Environmental issues are very important as they are directly related to the issue of health. An environmental check of both the house and site is therefore a wise investment. Some of the principal environmental hazards include possibility of site contaminated from buried fuel storage tanks, waste dumps, toxic chemicals, asbestos, lead, radon gas etc. Avoid sites affected by noises from industry, major highways, and airports.

» **Structural Problems –** Structural concerns when selling or purchasing a home are the most costly items. Such obvious problems can be spotted in the form of cracks in the walls/ or floors, tilting or leaning of house, cracks both inside and outside on the foundation. If any found, it must be fixed before the deal is made.

» **Subsoil Problems –** The shifting of soil or sinking of a building can result if muck or clay is present. This is often easy to spot and check. If this error goes unchecked, unseen problems may complicate the deal in many ways resulting with great headaches to both the parties. Therefore the cost of an inspection will be well worth.



TCH Tower III - Panipokhari



TCH Tower III - Panipokhari, Interior

B

“unseen problems may complicate the deal in many ways resulting with great headaches to both the parties.

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Real Estate Partnering for Entrepreneurship

Patience laced with skills makes success possible!

It is determined to create an environment which will encourage skillful entrepreneurs to establish their own businesses. All entrepreneurs, whether successful or beginners do need to be guided in order to get ahead in business and to enable the business to succeed. Here are few points to remember:

- » There are no secrets to success. It is the result of preparation, hard work and learning from failures.
- » To fix something, first you must realize the root of the problem.
- » Paying attention to simple little things that most men neglect makes a few men rich.
- » The entrepreneur always searches for change, responds to it, and exploits it as an opportunity.
- » Remember the two benefits of failure. First, if you do fail, you learn what doesn't work; and second, the failure gives you the opportunity to try a new approach.
- » Entrepreneurship is living a few years of your life like most people won't, so that you can spend the rest of your life like most people can't.

“ To fix something, first you must realize the root of the problem.....”

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TCH Tower III - Panipokhari Interior

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Real Estate Marketing Agent

If Real Estate Career

is what you SEEK !!!

Brihat Investments & Thai Real Estate Business School announces

2nd Real Estate Marketing Agent Course

National and International speakers and participants having a diverse experience in the Real Estate Marketing field will be enriching all the trainees in the most efficient manner than ever before.

Course commences from 14 to 19 February, 2010

Deadline for submitting application is 30 January, 2010.

Course fee: Rs.15000/- + 13% VAT (inclusive of training kits, lunch, refreshments, closing event)
Franchise cost : Rs 5000/- extra for TREBS Logo

Eligible Criteria:

- Above 25 years old.
- At least intermediate level with two years of experience in the same field.
- University graduate and willingness to develop career as a Real Estate Marketing Agent.

Management reserve the right to select the participants.

Advantage of Course:

- Recognized as a certified Real Estate Marketing Agent with certificates.
- Maximum 5 participants will be employed by BI.



Major Course Content:

1. Housing Scenario of Nepal,
2. By-laws of residential and commercial building,
3. Architect's role in Real Estate market,
4. General Information on Civil construction,
5. Legal Formalities in Real Estate,
6. Roles of local authority in Real Estate,
7. Business opportunity of housing in Nepal,
8. Start your Real Estate career,
9. Fundamental marketing skill,
10. Develop your marketing skill,
11. Brand building through Corporate Social Responsibility,
12. International Real Estate networking,
13. Essential Valuation, Market assessment and analysis,
14. Banking procedure,
15. Property Insurance,
16. Role of media in Real Estate.

Women are encouraged to apply

Phone: 977 - 1 - 4282086, CDMA: 1- 6212865. Email : info@brihatinvestments.com

Seats are Limited !!!



Some Glimpses from 1st Real Estate Marketing Agent Course May 24-29, 2009



HOME BASED TIPS

Home TIPS

1. Drain pipes that have odors can be deodorized by boiling salt water and pouring it down the drain.
2. Mix salt with turpentine to whiten tub and toilet bowl.
3. Salt and baking soda will sweeten the smell of the fridge.
4. Salt melted in lemon juice will clean piano keys.
5. Offensive odors can be eliminated with salt and cinnamon.
6. Salted water makes an effective mouth wash.
7. Salt and lemon juice also removes mildew.
8. Clean glass /copper with a mixture of salt and vinegar, thickened by baking soda.



HEALTH TIPS

To Improve Stress Control

1. Give your partner a hug every day before work. Studies show this simple act can help you remain calm when chaos ensues during your day.
2. Have a good cry. It can boost your immune system, reduce levels of stress hormones, eliminate depression, and help you think more clearly.
3. Twice a day, breathe deeply for three to five minutes to control the stress level.

TCH Tower IV

SITAPAILA



LOCATION: 300 meters from Sitapaila Chowk
 PROJECT STATUS: Under Construction
 HANDOVER DATE: Ashwin End 2067



Typical Floor Plan

TYPE: 4-B1 (Fourth Floor)
 BUILT UP AREA: 1286.47 Sq.ft
 SELLING PRICE PER SQ.FT: Nrs.7,000.00
 SELLING PRICE: Nrs.9,005,290.00



Typical Floor Plan

TYPE: 7-B5 (Seventh Floor)
 BUILT UP AREA: 873.93 Sq.ft
 SELLING PRICE PER SQ.FT: Nrs.7,100.00
 SELLING PRICE: Nrs.6,204,903.00

MOCK-UP PICTURES

TCH TOWER IV - SITAPAILA



Interior View - Living Area
 Type: B1



Interior View - Living Area
 Type: B5

TCH Community Living

THAIBA



LOCATION: Thaiba

Stand alone house with Community Living Facility

PROJECT STATUS: Completion Stage

HANDOVER DATE: End of Poush 2066

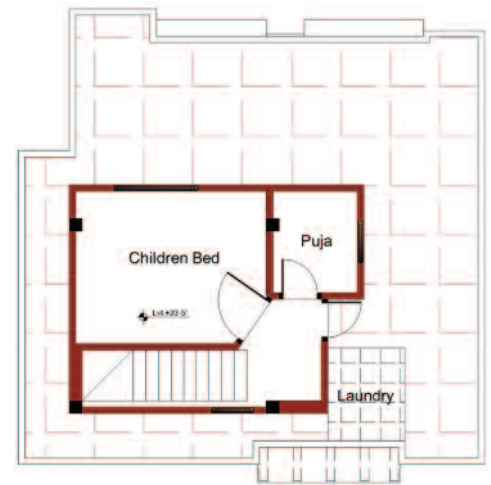


Ground Floor Plan - Type - E

TYPE: 28 E
LAND: 0-2-2-1.44
BUILT UP AREA: 1357.85 Sq.ft
SELLING PRICE PER SQ.FT: Nrs.4,783.30
SELLING PRICE IN LAND AREA: Nrs.7,326.65
SELLING PRICE:Nrs.6,495,000.00
 (including community fee)



First Floor Plan - Type - E



Top Floor Plan - Type - E

Typical Floor Plan -Type -E

TYPE: 17E
LAND: 0-2-2-0.02
BUILT UP AREA: 1378.81 Sq.ft
SELLING PRICE PER SQ.FT: Nrs.4,783.11
SELLING PRICE IN LAND AREA: Nrs.7,703.18
SELLING PRICE:Nrs.6,595,000.00
 (including community fee)

TYPE: 19E
LAND: 0-2-2-0.32
BUILT UP AREA: 1378.81 Sq.ft
SELLING PRICE PER SQ.FT: Nrs.4,783.11
SELLING PRICE IN LAND AREA: Nrs.7,645.49
SELLING PRICE: Nrs.6,595,000.00
 (including community fee)

TCH Community Living

THAIBA



LOCATION: Thaiba

Stand alone house with Community Living Facility

PROJECT STATUS: Completion Stage

HANDOVER DATE: End of Poush 2066



Ground Floor Plan - Type - C



First Floor Plan - Type - C

Typical Floor Plan -Type -C

TYPE: 40C
LAND: 0-3-2-0.23
BUILT UP AREA: 1553.60 Sq.ft
SELLING PRICE PER SQ.FT: Nrs.4,891.86
SELLING PRICE IN LAND AREA: Nrs.6,317.64
SELLING PRICE:Nrs.7,600,000.00
 (including community fee)

TYPE: 38C
LAND: 0-3-2-1.4
BUILT UP AREA: 1553.60 Sq.ft
SELLING PRICE PER SQ.FT: Nrs.4,891.86
SELLING PRICE IN LAND AREA: Nrs.6,189.13
SELLING PRICE: Nrs.7,600,000.00
 (including community fee)

Contact us for more property

REMA Handbook

For all those who seek to know more about the Real Estate, Brihat Investments has recently produced a REMA handbook.

The handbook covers Real Estate development process, Real Estate marketing, legal formalities, building by-laws, engineering techniques, role of media and financial procedures and how to work effectively with the customers. The knowledge and information shared in this book is based on several reference books and experiences gathered by various professionals involved in Real Estate industry for more than a decade.

The purpose of this handbook is to help the present and future Real Estate professionals in conducting their business with efficiency and ethics. This handbook will be distributed during the Second Real Estate Marketing Agent Course and will be available at BI Office.

A must have handbook for everyone involved in the Real Estate Business!!!



RK Complex, Third Floor, Sitapaila
PO Box. 25441, Kathmandu, Nepal
Phone: +977 1 4282 086
Fax. +977 1 4288820
info@brihatinvestments.com

www.brihatinvestments.com

We would be more than happy to send you our newsletter regularly and also anticipate your feedbacks to help us make our publication better. Kindly contact us to get our BI newsletter on a regular basis, if you so desire.

Corporate Social Responsibility



Mr. Om Rajbhandary presenting a cheque of Rs.1 lakh to Dr. Rajesh Nath Gongal for the Nepal Ambulance Service (NAS). TCH and BI has been providing assistance to the needy ones and the underprivileged for many years. Social gestures of this nature will surely ease the sufferings and the difficulties faced by many who are deprived of such normal facilities.

Interaction Program with "Association of Urban Housing Science, Kyoto, Japan"

Department of Architecture and Environmental Design, Faculty of Engineering, Kyoto University Japan & Association of Urban Housing Science Japan organized an interaction program "Urban Housing Development in Nepal" coordinated by Brihat Investments Pvt. Ltd. on 8 November 2009.

Mr. Om Rajbhandary and Mr. Surya Bhakta Sangachhen, Planning Advisor, Bhaktapur Municipality participated as key speakers and gave presentations on "Urban Housing Developments in Nepal" and "Introduction of National Urban Policy" respectively.

On the same occasion Dr. Mitsuo Takada, Professor, Kyoto University spoke on the importance of urban housing development in the economic development of a country.

