



When we provide training on any of our programs we always want you to get the most out of it and for it to be as relevant as possible. We will ask for your direction on this but for general ideas here are some of the items that we can cover in a standard 3-hour course.

## **KEL Delta Course**

This course may serve as a refresher to our development appraisal software but will also highlight features that users may not have appreciated. This course will teach the basics of KEL Delta and by the end of the course you will also be able to:

- Phase a site purchase
- Calculate the residual value on a mixed commercial and residential project
- Stipulate a different percentage profit requirement on a social housing phase
- Override default VAT assumptions
- Include letting and sale voids on individual project phases
- Apply weighting the construction costs to account for difficult ground works
- Spread the project costs manually on a month by month basis
- View an interactive appraisal bar chart
- See the effect on profit of a percentage variance in ERV, build costs and yield
- Set up templates to provide consistency of appraisals
- Include financing and profit share arrangements
- Target an IRR and derive surplus profit and land price
- E-mail a pdf formatted report which includes your company logo.