



## Free Module Content

We've made four of our core modules available here, free of charge. They cover everything from finding your first site to managing a build – the material we use with paying members of the Academy. Read them, apply them, and if you want to go further, we're ready when you are.

### Module 1

#### Building Confidence & Finding Opportunities

- Overcoming imposter syndrome with agents and vendors
- Identifying the right search areas using local plan data and AI tools
- On-market and off-market site sourcing strategies
- How CIL and sales values determine where to look

### Module 2

#### Securing the Deal

- Negotiating with landowners and handling objections
- Option agreements – how they work and why developers use them
- Heads of Terms and what to agree before involving solicitors
- Planning strategy, risk mitigation, and exit routes

### Module 3

#### Raising Finance

- What private investors look for and how to approach them
- Senior debt, mezzanine finance, and equity structures
- Building your investor pack and credibility profile
- JVs, SPVs, and legal structures explained

### Module 4

#### The Build

- Reducing risk before a single spade goes in the ground
- Contractor selection, tendering, and the right contract
- Managing timelines, variations, and scope creep
- Snagging, practical completion, and exit strategy