



## A MESSAGE FROM THE MANAGING DIRECTOR

### Real Estate Agents are winning with Commercial properties

According to a recent survey of industry experts (REINSW 3 April 2018) the one big thing that interests principals and property managers was risk management and their concern that a commercial building is compliant with current fire safety regulations. It was further noted that many Real Estate Agents when conducting inspections were now adding value by being mindful of these concerns and comfortable in providing fire safety advice to any potential purchaser or tenant.

For example, the survey showed that a critical component in Landlords gaining their 12 monthly fire certificate can often rest on the owner employing a competent fire practitioner to advise, install and maintain the essential fire safety measures in the building. This could include such facilities as:

- Fire extinguishers
- Exit and emergency lighting
- Fire hose reels and Hydrants
- Smoke alarms and detectors
- Fire alarm and sprinkler systems

## MASSIVE DAMAGE FROM JUST ONE SPARK!



### Check out signs of trouble

Commercial electrical fires are very real and prevalent and can cause a massive amount of property damage before the fire department has a chance to arrive. Every single wire is at risk to spark and cause an electrical fire, having a devastating impact on your building in just a few minutes.

By having regular fire safety inspections and checking your electrical equipment, you can help reduce the chances of fire happening in your business. Here are some of the most common issues that can contribute to commercial electrical fires and how you can fix the problem:

Likewise, the survey also indicated that for larger properties, it would give Real Estate Agents a sales advantage if they were more aware of landlord and tenant risk obligations regarding fire evacuation planning and emergency procedures and protocols.

At AESI our inspectors are highly trained and experienced in what's required to meet the annual commercial building audit requirements and can accurately identify the size and class of the building and match it with the necessary fire safety service and maintenance needs.

So to help our agent/clients to have a better understanding of fire safety for commercial buildings AESI can provide an owners' information sheet (from the VBA) explaining what the law requires and the owners responsibilities. Additionally, helpful advice and information can be found in our quarterly newsletter, Landlord News.

Please don't hesitate to call myself or Jenny if you would like us to send you a copy of the owners' information sheet as mentioned above.

We trust you enjoy our Winter edition of Landlord News.

**David Hassett MD AESI**



- **Corroded Wiring:** Old wiring is one of the biggest sources of commercial and residential electrical fires. If any wire is exposed on the exterior of the building, corrosive natural sources will rapidly deteriorate the wire even further. *Replace immediately!*
- **Fuses and Circuits:** If you have a lot of blown fuses or tripped circuits, it's a sign that you might have a bigger problem. Overloaded outlets can lead to overheating and an eventual commercial electrical fire. *Check immediately!*
- **Hot Spots:** A hot spot is any spot on your electrical panel that has loose connections, corroded wires, overloaded circuits, short circuits, imbalanced electrical loading, or faulty breakers or switches. These problems cause heat on the electrical panel and can eventually lead to fire. *Check immediately!*



## UP TO 65% OF AGENTS ADMIT TO FEELING STRESSED

A recent report (24-4-2018) carried out by Jet Xavier, Australia's leading elite performance mental skills and mindset coach in the real estate sales industry launched a survey last year to understand the state of wellness and wellbeing in the real estate industry.

Jet said: "Whilst the real estate industry provides an opportunity to achieve great things in business and in life, it also carries a unique intensity. An intensity where many agents are unable to achieve both a balanced life and a successful career.

His white paper aims to provide the foundation from the old-school towards a progressive and contemporary approach to wellness.

## OUR WINTER SAFETY TIP

Landlords and tenants should be aware that every commercial property needs working smoke alarms. They provide an early fire alert and allow people to escape safely. They may also protect the landlord's high replacement costs and keep insurance premiums at a minimum.



## KNOWING YOUR LEASE

### What is a lease?

Essentially a lease is a legal contract between a landlord and a tenant for real estate. It's binding on the parties and is a formal commitment around a set of obligations.

### What is a heads of agreement?

The heads of agreement is the precursor to a lease. It's basically a document that outlines the key commercial terms of a deal. It's a non-binding agreement and it reflects the commercial intent of the parties.

### What is the general approach to expiring leases?

Approach the tenant as early as possible. That puts you in the best place to secure a renewal or understand what the tenant's requirements are moving forward.



## DID YOU KNOW?

### There are more than 100 fires a year in high rise dwellings!

Latest figures (30-4-18) show that flicked cigarette butts, unattended cooking and poor maintenance are some of the most common causes sparking more than 100 fires in the Melbourne metropolitan high rises each year.

Living in close proximity to others and potentially lengthier evacuation times are some of the new issues faced by high rise dwellers and of course our fire brigade.

## NEED MORE INFORMATION?

Maintaining the safety of your property is paramount to protecting your investment. AESI Services can help.

- Asbestos Property Reports
- Essential Safety Measures inspections/audits
- Evacuation Plans and Training
- Occupational Health & Safety Issues
- Repairs and Maintenance.

## AUSTRALIAN ESSENTIAL SAFETY INSPECTIONS

For confidential advice and assistance call AESI, Suite 13, 118 Church St, Hawthorn VIC 3122  
Phone: 9815 2085 Fax: 9815 1842  
Email: [office@aesi.com.au](mailto:office@aesi.com.au) Website: [www.aesi.com.au](http://www.aesi.com.au)

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