



Australian Institute of Architects

Dr. Greg Chapman
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Tuesday 16 December 2008

To Whom It May Concern,

**Re: 2008 Refuel National Seminar Series
'Growing Your Business' – presented by Dr Greg Chapman**

The Australian Institute of Architects commissioned Dr Greg Chapman to prepare and present a series of continuing professional development seminars as part of its 2008 'Refuel' National Seminar Series. Approximately 400 Institute members and design professionals attended one of the four seminars during October, held at our local chapter offices in Sydney, Melbourne, Perth and Brisbane.

Dr Chapman's 'Growing Your Business' seminar was selected as offering practice management skills to business owners and those thinking of starting their own practice, and featured a case study of an architectural practice. His book 'The 5 Pillars of Guaranteed Business Success' was also provided for each attendee to further their development and understanding of the topic.

Feedback received from attendees over the four seminars was consistently positive and Dr Chapman scored an average rating of 4.10 out of 5 for content and delivery. Many members found the information presented beneficial to how they run their practice, as well as important in understanding the life cycle of a business. A sample selection of member's comments includes;

"As a director of a young business (2 yrs old) it was very important to understand key items now and not get into trouble later".

"Very informative, very good advice".

"Excellent and gave good food for thought".

We wish Dr Chapman continued success in delivering professional development.

Yours faithfully,

Chris Harty RAIA
National Manager Continuing Professional Development