



THE FAST TRACK TO SUCCESS

with

Richard Johnston
Group Executive, Commercial Development
Investa Property Group

24th August 2006

With an exciting new venue to discover and the promise of an informative, and entertaining, speaker the cold Melbourne weather was not going to keep avid 'Future Directions' attendees away.

The new venue, at the refurbished Hotel Y, was definitely a welcoming sight on this cold August night, with its warm décor and friendly banter. Attendees were then ushered into the auditorium to hear Richard Johnston, the newly appointed Group Executive of Investa Commercial Developments, discuss his experiences from study to his current role.

Richard explained how Investa Property Group is a relatively young company, only five years young, listed in the top 75 companies on the ASX and is the largest listed property owner in Australia. Richard is involved in the commercial development projects at Investa nationally, identifying a few projects, namely the recent development of Deutsche Place in Sydney, valued in early 2006 at \$580M, the industrial development of 500 hectares at Swan Bank in Queensland and approximately 10,000sqm development in Abbotsford, Victoria.

Richard then moved into outlining his career progression to date, how he initially studied architecture however soon determined that this wasn't his forte and moved into building and construction. His work experience began with a placement in the Multiplex Graduate Program, he then moved to Industry Super Property Trust as a Development Manager and then to Investa Property Group, firstly as the Victorian State Manager – Developments, and more recently into his current role as Group Executive – Developments.

Richard openly discussed the importance of being able to rely on and trust the people who work around you. As a young person in a highly demanding role, Richard outlined the importance in being able to identify your own weaknesses and experience limitations and draw on the experience and knowledge of those people around you.

Richard also outlined the importance of not only recognising your own weaknesses and limitations but to also do what you can to improve in these areas. To this extent Richard has undertaken additional study in areas such as a Company Directors course, becoming involved in coaching / mentoring programs, and so on.

Richard's honesty in speaking about his career progression and track to success was greatly appreciated by all who attended on the night and there's no doubt many of us will continue to hear about Richard's successes in years to come.

Nicole Ward
Senior Asset Manager
Macquarie Bank
and
Future Directions Committee Member

AUGUST FUTURE DIRECTIONS

