



COMMERCIAL

# COMMERCIAL PROPERTY CLUB

[www.kdcommercial.co.uk](http://www.kdcommercial.co.uk)



Monthly group coaching video sessions



Dedicated WhatsApp Group



Online learning with downloads



In person events



# WHO IS THIS FOR?

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## This club is for

- Experienced residential property investors who want to change direction or diversify.
- Property professionals who want to maximise value and grow your existing commercial property portfolio.
- Investors who want to know where and how to find the best commercial property opportunities.

## ***“An excellent introduction into Commercial Property”***

The Commercial Property Club was designed and produced by Chartered Commercial Surveyor, Investor and Mentor, Kirsty Darkins (MRICS) to offer an affordable route to learning the fundamentals of commercial property investment, without having to find the large upfront costs that other training and property education providers charge.

The Commercial Property Club offers the chance for you to be part of an exclusive investor community where you will access monthly group coaching sessions, daily support via WhatsApp, deal clinics, investor resources and tools, online video tutorials, quarterly in person events and more to help you source your first or next commercial deal.



# VIDEO TUTORIALS

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## Discovering Commercial Investment Opportunities

Learn how to locate the most lucrative commercial deals with the help of Modules 1 through 4. These informative modules will show you how to find top agents, identify off-market deals, and determine what constitutes a solid commercial investment. Additionally, you'll be provided with downloadable tools that you can use to evaluate deals and guarantee that your figures make sense.

## Filling Commercial Investments

A Guide To effectively fill commercial investments. modules – 5 and 6 – delve into leases, structure, due diligence, and finding the right tenants. Additionally, the tutorials educate learners on the power of asset management and how to add value through straightforward paper exercises.

## Exploring Commercial Investment Funding Options

Financing commercial projects can seem daunting, especially if you're unfamiliar with the process. Luckily, Modules 7–8 delve into funding strategies and opportunities. One such opportunity is the option to invest your SSAS or SIPP pensions directly into your commercial investment.





# CLUB BENEFITS

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## Monthly Group Coaching Sessions & Commercial Property Masterclass Course Access

Join the Commercial Property club Community on the first Monday of each month for a commercial Q&A session with our commercial surveyors via Zoom.

Share your success stories and challenges with like-minded investors within the learning group. Gain support to help you progress through your course towards defining your strategy and enabling you to take the next steps in commercial.

## Dedicated Whatsapp Group

For those who need a little guidance to help them get through their training, our Commercial Property club Community WhatsApp group provides investors with a platform to discuss commercial property topics, share resources, chat about deal pipelines, share useful contacts (agents, builders, solicitors etc) and much more.

## In Person Events

Enjoy meeting like minded people with a wealth of experience, face to face? Club members gain access to quarterly in person meetings where you can network, collaborate and meet our team in person.

## Can you analyse commercial deals?

Don't worry, our deal clinics are here to help. Lead by two in-house commercial surveyors, our team scrutinise deals you present at the clinic to help you understand what is and what isn't a deal and best practice when analysing future deals.



## 45 Minute Strategy Call with Kirsty Darkins

As you complete all 8 modules, you will receive a 45 minute strategy call with Kirsty to help define your strategy and help you take your next step in commercial.

Kirsty is able to simplify and accelerate the process of becoming a successful and profitable commercial property investor, utilising the skills and knowledge through her professional career which has focused on acquiring and asset managing commercial property to maximise value.

Once you have defined your strategy and you are ready to take the next step in commercial investment, we can help guide you along the way in our exclusive mentoring program that will show you how to find your own deals. If you decide you would like help in finding deals, you can utilise our in house investment agent to source deals on your behalf. Fees apply. Please contact the team to learn more.

# FEE

**£199**

+ VAT

**MONTHLY**

**\*Minimum 6 Month Membership Applies\***

**T's and C's Apply. Visit Website for details.  
<https://kdcommercial.co.uk>**



# ABOUT

## KIRSTY DARKINS MRICS



With over two decades of experience in property management, I have established myself as a successful Chartered Surveyor. I have had the pleasure of working with renowned companies such as Boots, CBRE and Hammerson, where I have managed multi-million dollar commercial and residential property portfolios. My broad range of property and business experience includes building, leading, and developing teams. Furthermore, I have spent over 5 years growing my education and training business, building my property network, and investing in commercial properties, including retail, office, and mixed-use spaces.



### From Property Professional to Property Investor: My Journey into Entrepreneurship

In 2014, I decided to take a break from my career and travel to explore different opportunities. During this time, I read extensively on self-development, which marked the beginning of my transition from a property professional to a property investor. After realizing that working for someone else was no longer in line with my goals, I established my own property consultancy in 2016. I began investing in apartments on a Rent to Rent basis in Nottingham and ran them as Serviced Accommodation. Additionally, I founded Progressive Property Network – a monthly networking event in Birmingham – to build a strong investor community and facilitate collaboration.



### Building a Commercial Property Investment Portfolio While Giving Back

My top priority right now is to build my commercial property investment portfolio with my business partner in Wem Commercial brand. We have one brand focused on commercial investment and the other on commercial developments. Our current portfolio is valued at £1.4m with a rental income of £130,000 pa, which will rise with asset management opportunities.

Recently, I moved my pensions to a SIPP and began investing jointly with other SIPP investors in commercial development projects. In addition, I am currently mentoring a few private investors, sharing my 20 years of experience and offering focused guidance on investing in commercial property. This includes finding opportunities and building a portfolio.



Alongside this, I still provide consultation services to property developers and funds on an ad hoc basis. My role involves asset managing commercial properties to increase their value and disposing of surplus stock.

Ultimately, my goal is to create my own band to fund commercial property investments while pursuing my true passion of helping others through charitable causes and urban regeneration projects.



# OUR TEAM

## KIRSTY DARKINS MRICS

Founder of KD Commercial



Owner, Mentor and Investor, Kirsty is someone who enjoys being busy and helping investors achieve success in commercial property. In her personal time, you will find her reading, traveling and exploring locations of cultural significance.

## CHRIS PRITCHARD-WILKES

Investment Agent

Chris joined the team in September 2022. Chris has previously worked for CBRE and Boots, where he met and worked with Kirsty for 9 years. Chris enjoys spending time with the family, walks with his dog Lottie and spending time in and around North Devon.



## KELLY-JO BUET

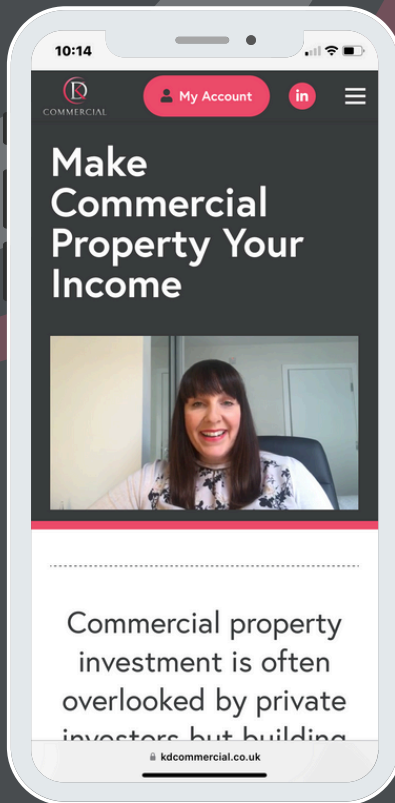
Executive Assistant



Kelly joined the team in January 2022. She has a background in property working for agents across the West Midlands. Mum of 2, Kelly enjoys interior design, fashion and holidays.



# CONTACT INFORMATION



## EMAIL

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