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COURSE BROCHURE

Developer Stage Gates from Land to Handover Training Course

9 – 13 August 2027
Dar es Salaam

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Registered in the United Kingdom and Saudi Arabia

Developer Stage Gates from Land to Handover Training Course

Ref: 704_26353 **Date:** 9 – 13 August 2027 **Location:** Dar es Salaam **Fees:** 7900 GBP

Developer Stage Gates from Land to Handover is a 1-week training course for property developers and scheme leads who must decide, at each point of a scheme's life, whether to proceed, pause or exit. Each participant leaves with a stage-gate lifecycle roadmap for one scheme. Volatile land prices, longer approval periods and buyer caution make disciplined gate decisions essential. Jupiter Prime Training offers this course to developers seeking clearer control from site purchase to keys.

Why Developer Stage Gates from Land to Handover Matter Now

Investors, lenders and buyers now ask developers to show how each commitment of capital was tested before it was made. Rising land and construction costs, slower approvals and shifting buyer demand mean a scheme can lose its margin between purchase and sale. Developers that run clear gates stop weak schemes early, release funds at the right moment and hand over homes or offices that buyers accept without dispute. Those that skip gates sink money into stalled sites. The course closes with handover thinking drawn from ISO 41001 Facility Management Management Systems, so finished buildings suit their future operators.

Who Gains Most from Developer Stage Gates from Land to Handover

- Development leads who take schemes from site search to completion
- Land and acquisitions officers running site due diligence
- Design and approvals coordinators preparing briefs and permit submissions
- Commercial leads procuring contractors and controlling build budgets
- Sales, leasing and customer handover leads preparing launches and unit transfers

Development companies gain most when land, design and sales staff attend together and agree gate criteria.

Developer Stage Gates from Land to Handover Capabilities

The outcomes trace a scheme through every gate, from the first site offer to the final key handover.

- Test land through title, physical and market due diligence — informing the purchase decision
- Specify entitlement routes and design briefs — guiding architects and approval submissions
- Design gate criteria, evidence packs and approval authorities — giving boards clear go or hold choices
- Select construction procurement routes and contract forms — balancing cost certainty and speed
- Plan sales or leasing launches against construction milestones — aligning revenue with funding

- Build a stage-gate lifecycle roadmap — giving investors and lenders a traceable decision record

Key Developer Stage Gates from Land to Handover Terms

- Stage gate — A formal decision point where a scheme must meet set criteria before further money is committed.
- Land due diligence — Investigation of title, ground, access, services and market conditions before buying a site.
- Entitlements — The approvals and permissions a site needs before the intended scheme can be built.
- Design brief — A document setting out the scheme's uses, areas, quality and budget for the design team.
- Off-plan sales — Selling units before construction is complete, often to secure funding and confirm demand.
- Handover — Formal transfer of completed units or buildings to buyers, tenants or operators with documents and warranties.

Developer Stage Gates from Land to Handover Day by Day

Day 1: Gate Thinking and Land Acquisition

- Stage-Gate Models for Property Schemes — Setting Decision Points and Owners
- Site Sourcing and Land Offers — Prioritising Opportunities to Pursue
- Title, Ground and Access Due Diligence — Exposing Hidden Site Liabilities
- Option Agreements and Conditional Contracts — Limiting Early Land Exposure
- Acquisition Gate Evidence Pack — Approving or Rejecting the Purchase

Day 2: Entitlements and Design Briefing

- Zoning and Permit Pathways — Mapping Approval Risk and Timing
- Design Brief and Product Mix Definition — Matching Units to Buyer Demand
- Concept and Scheme Design Reviews — Freezing Scope Before Cost Grows
- Authority and Community Consultation — Reducing Objection Risk
- Design Gate Criteria — Releasing Funds for Detailed Design

Day 3: Procurement, Funding and Construction Gates

- Design and Build Versus Traditional Procurement — Choosing the Contract Route
- Tender Packages and Contractor Selection — Securing Price and Capacity
- Development Finance Drawdown Conditions — Aligning Funding with Progress
- Construction Milestones and Monitoring Surveyors — Tracking Cost and Quality
- Construction Start Gate — Confirming Approvals, Funding and Contracts

Day 4: Sales Launch, Completion and Handover

- Off-Plan Sales and Pre-Leasing Strategy — Timing the Market Launch
- Buyer and Tenant Agreements — Setting Completion and Defect Terms
- Snagging and Practical Completion Inspections — Accepting Finished Units
- Handover Packs, Warranties and Operation Manuals — Equipping Buyers and Operators
- Defects Liability Period Management — Closing the Scheme Cleanly

Day 5: Practising the Stage-Gate Lifecycle Roadmap

- Acquisition Gate Case for a Residential Plot — Applying Day One Methods
- Design Gate Review for a Mixed-Use Tower — Applying Day Two Criteria
- Procurement and Funding Gate for a Logistics Park — Applying Day Three Choices
- Handover Readiness Check for a Hotel Scheme — Applying Day Four Controls
- Stage-Gate Lifecycle Roadmap Completion — Presenting Gates, Evidence and Owners

Applying Developer Stage Gates from Land to Handover After the Course

- Set written gate criteria and evidence packs for the next site under offer.
- Run a handover readiness check on the scheme closest to completion.

Developer Stage Gates from Land to Handover Questions FAQ

What are developer stage gates from land to handover and why do they matter now?

They are formal decision points that test a scheme from site purchase to unit handover before more money is committed. They matter now because higher costs and slower approvals leave little room for unchecked commitments.

Which roles gain most from developer stage gates from land to handover training?

Development leads and land officers gain most, along with design coordinators, commercial leads and sales and handover leads.

How do developer stage gates from land to handover differ from a feasibility and viability modelling course?

A feasibility course tests whether one scheme is viable before land is bought. This course follows the scheme after that, through approvals, procurement, sales and handover, with a gate at each stage.

What do you bring back from developer stage gates from land to handover training?

You bring back a stage-gate lifecycle roadmap for one scheme, listing each gate, its criteria and its decision owner.

Developer Stage Gates from Land to Handover: The Way Forward

The stage-gate lifecycle roadmap first informs the acquisition decision on the next site. Development boards, lenders and scheme leads then use it to release funds and agree who signs each gate. After the first scheme passes through it, developers gain by revisiting gate criteria that slowed decisions or let weak evidence pass.