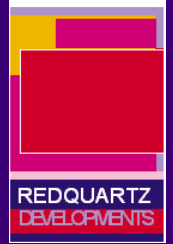
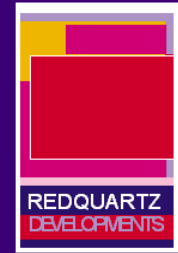


# From Command & Control to Connect & Collaborate



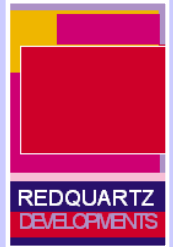
# The Redquartz Story



From Command & Control to  
Connect & Collaborate



# What have these to do with you?

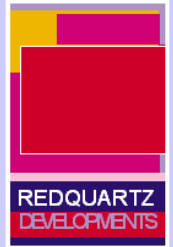


- Homes
- Schools
- Hospitals
- Workplaces
- Elderly
- Leisure

*Everything!*  
*The Built Environment.*



# What guides me - a principled approach

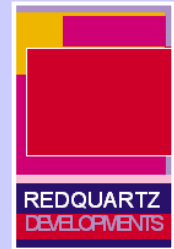


## Is what I do:

- good for my family?
- good for my partners?
- good for the community and wider society?



# It's not an easy ride

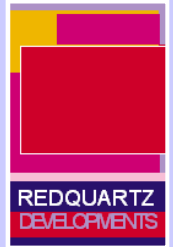


- 60s, 70s, 80s – uncertain & conflicting policies
- Flight of capital – tax regime
- Lloyds loss
- British property boom burst
  
- Early 90s - refocus on Ireland
- Government policy
  - Incentives
  - Capital formation

Uncertainty to Bust to Boom



# Success

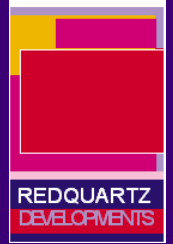


## 4 Key Elements:

- Vision
- Principled approach
- Solid structure
- Partnership



# Vision

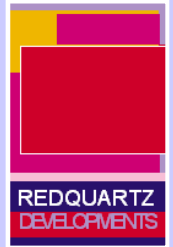


We are the dreams of our  
Forefathers.....

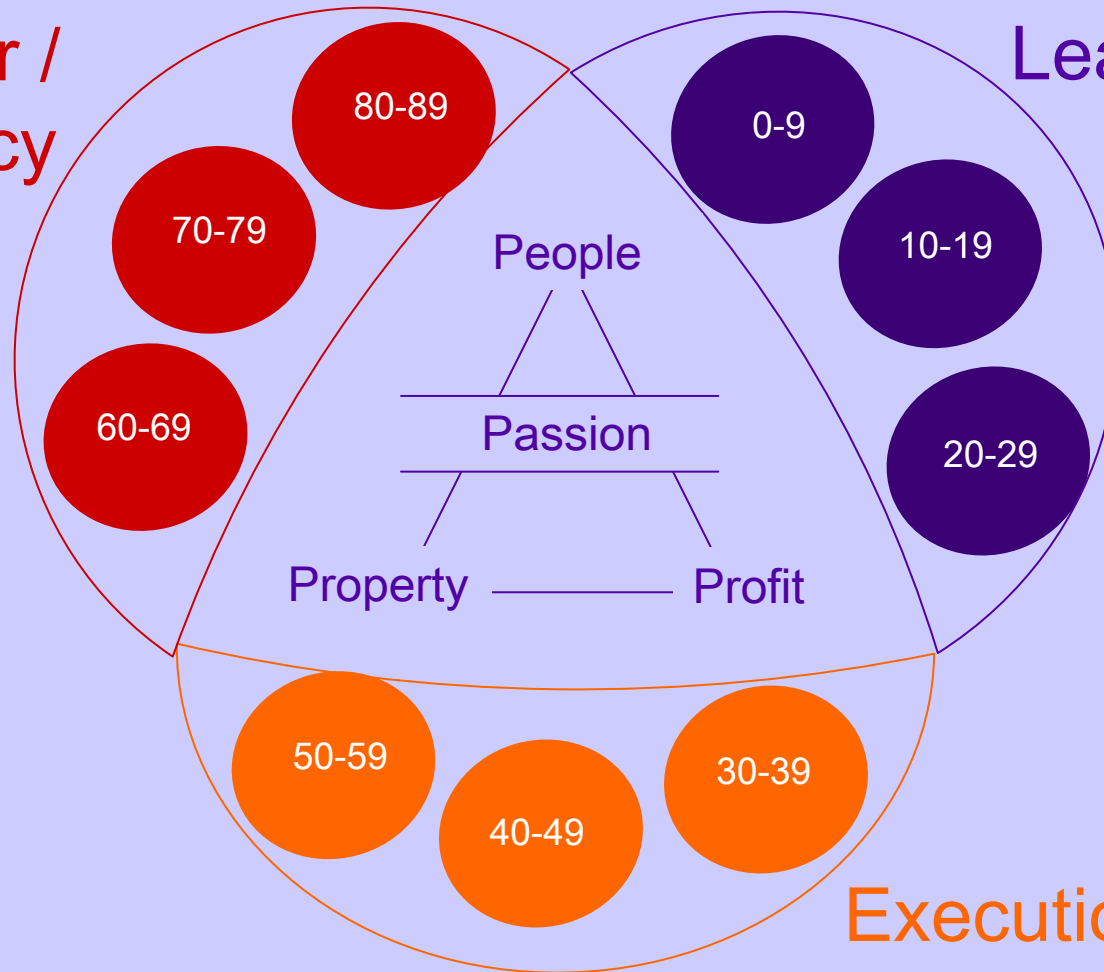
We are the result of their  
intention!



# Vision



Donor /  
Legacy

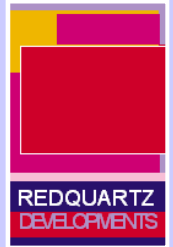


Learning

Execution



# Vision



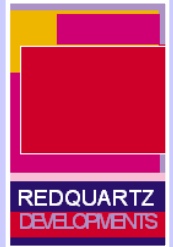
- We must be clear on vision/intention
- It is what we leave our children
- Do builders, agents, banks have a bad reputation?
- Do we ask ourselves why?
- Have we communicated our vision?

*The effect of our vision can be greater than ourselves!*

- If it's to be, it's up to us.



# Vision



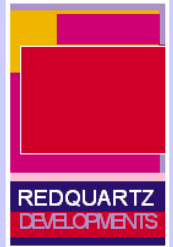
## Our vision – a sense of place

- Let's not just build a street
- Let's influence the way they live
- Include:
  - business
  - culture
  - education
  - affordable housing

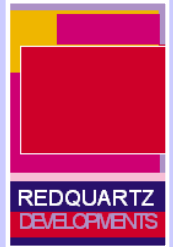
*Let's make it fashionable to make it easier!*



# Sarasota Bayside



# Sir John Rogerson's Quay & IFSC



NCI

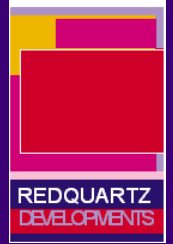


02

ModelWorks Architectural Presentation 353 1 2899039 info@modelworks.ie



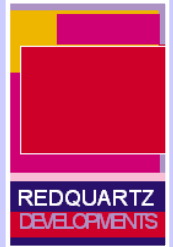
# Principled Approach



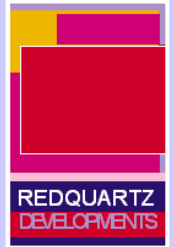
- Honour the **vision**
- Be **patient**
- **Insistence** causes **resistance**
- **Partnership** approach



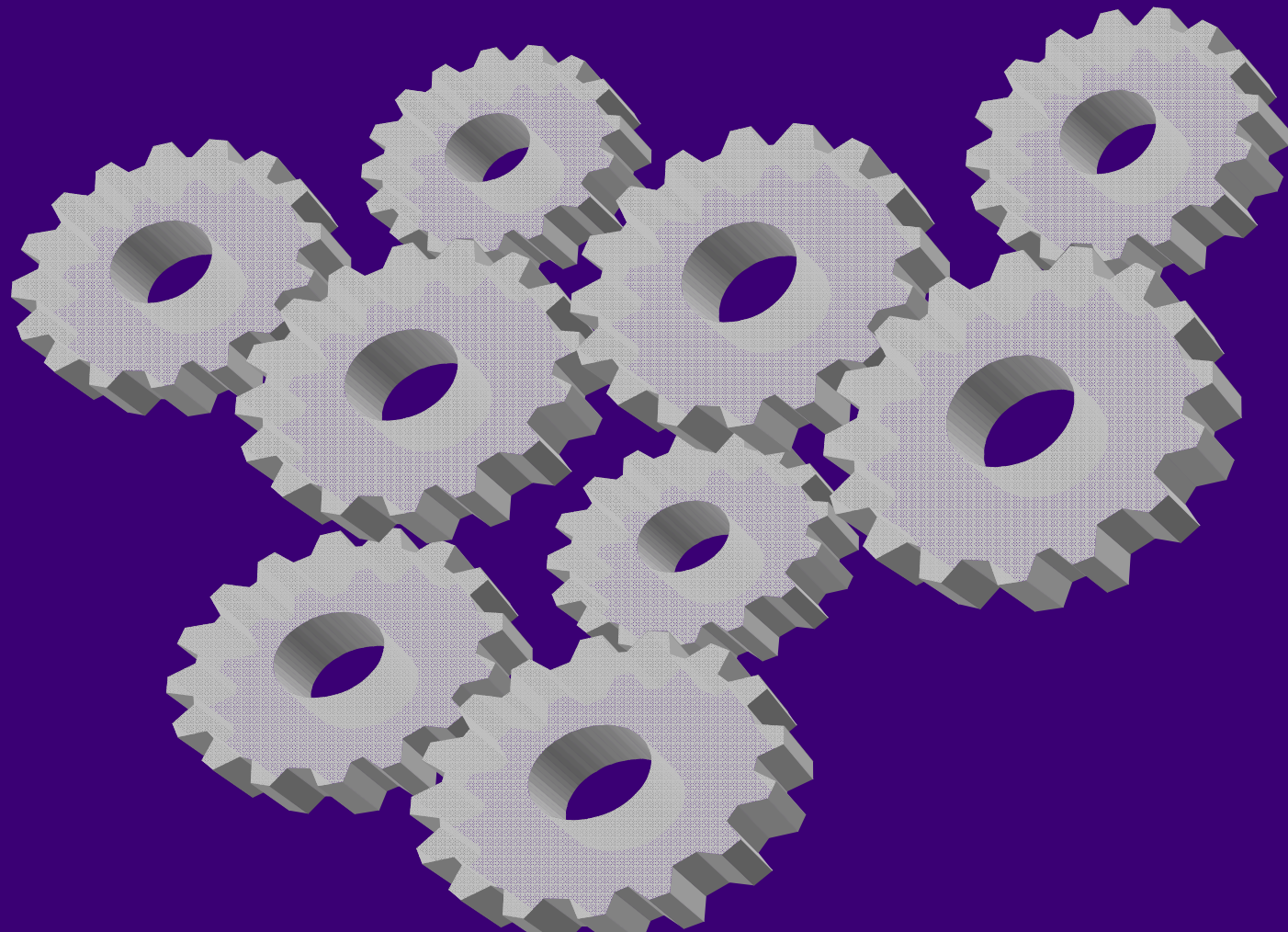
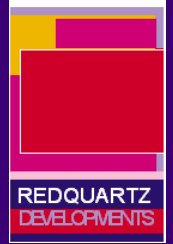
# Honour the vision - Smithfield



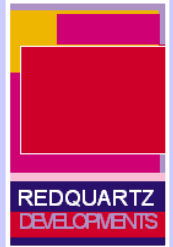
# Be patient - Prigelato



# Partnerships



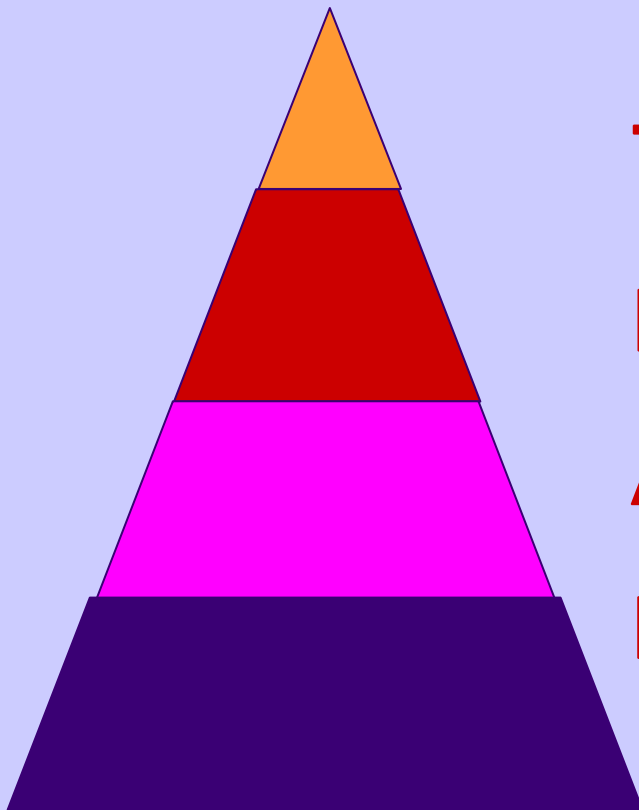
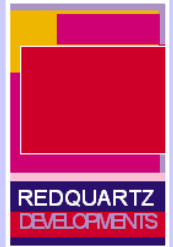
# Central Philosophy



*Real reward is in long-term partnerships*



# The Pyramid Vs The Wheel



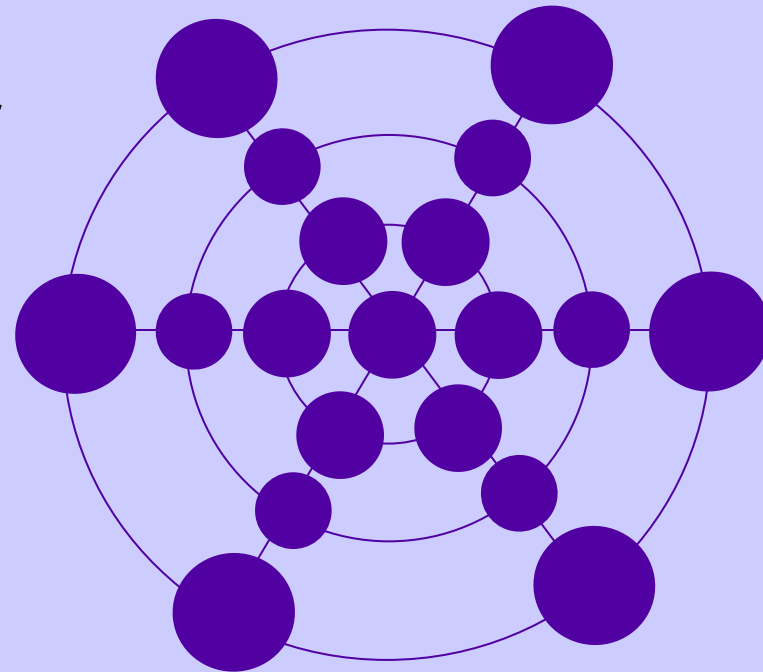
*From  
Command & Control*

**T**ogether

**E**ach

**A**chieves

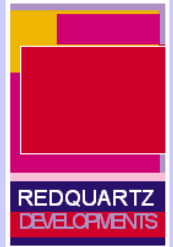
**M**ore



*To  
Connect &  
Collaborate*

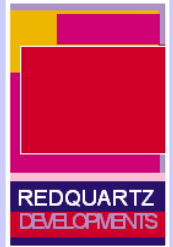


# Why partnerships?

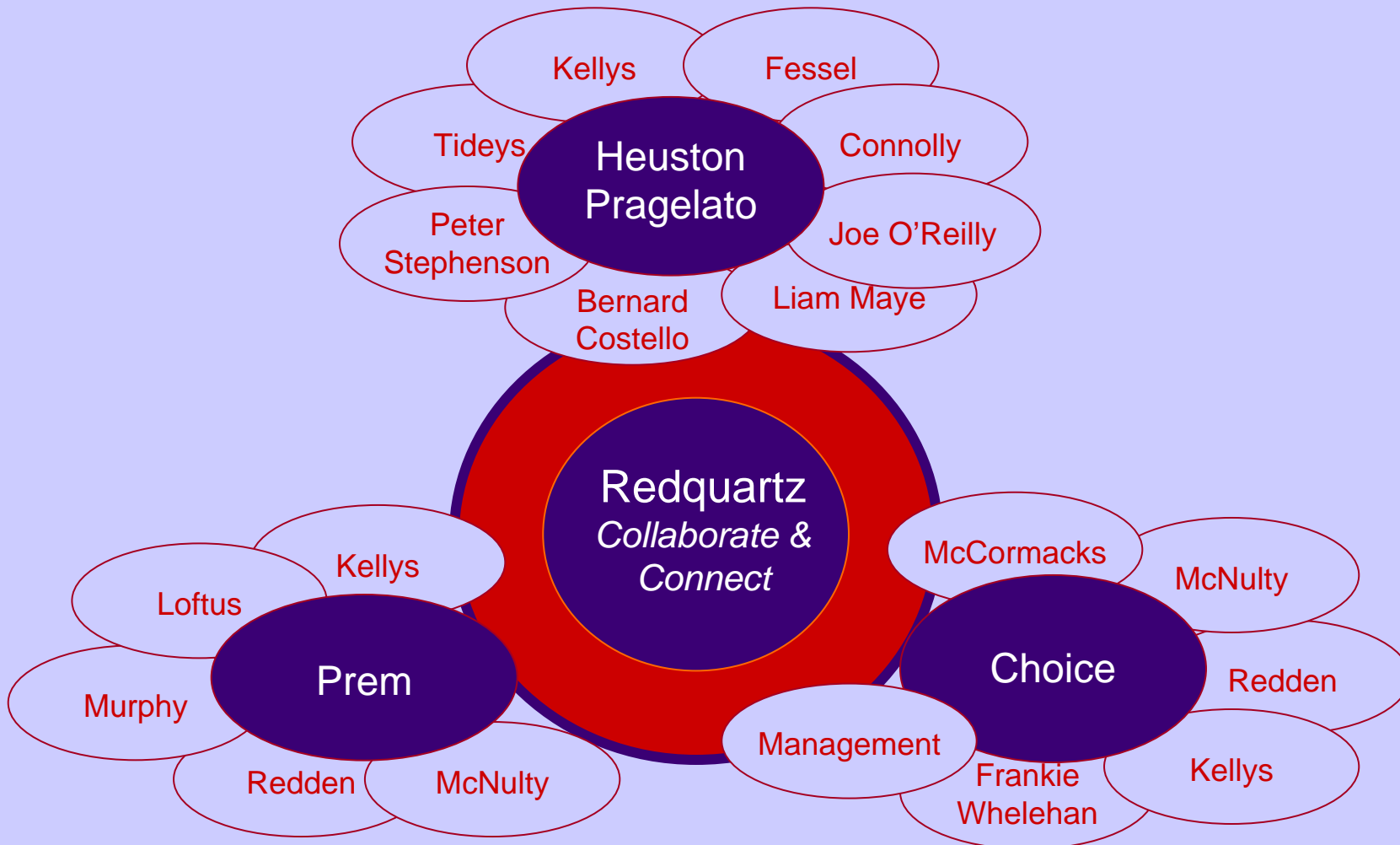


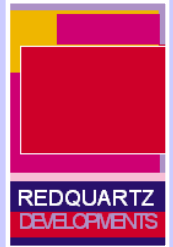
- The timing isn't always right to go it alone
- Partners expand the vision / knowledge base
- Larger deals – spread the risk
- Specialisation – you get finders, minders and grinders
- A lot more fun



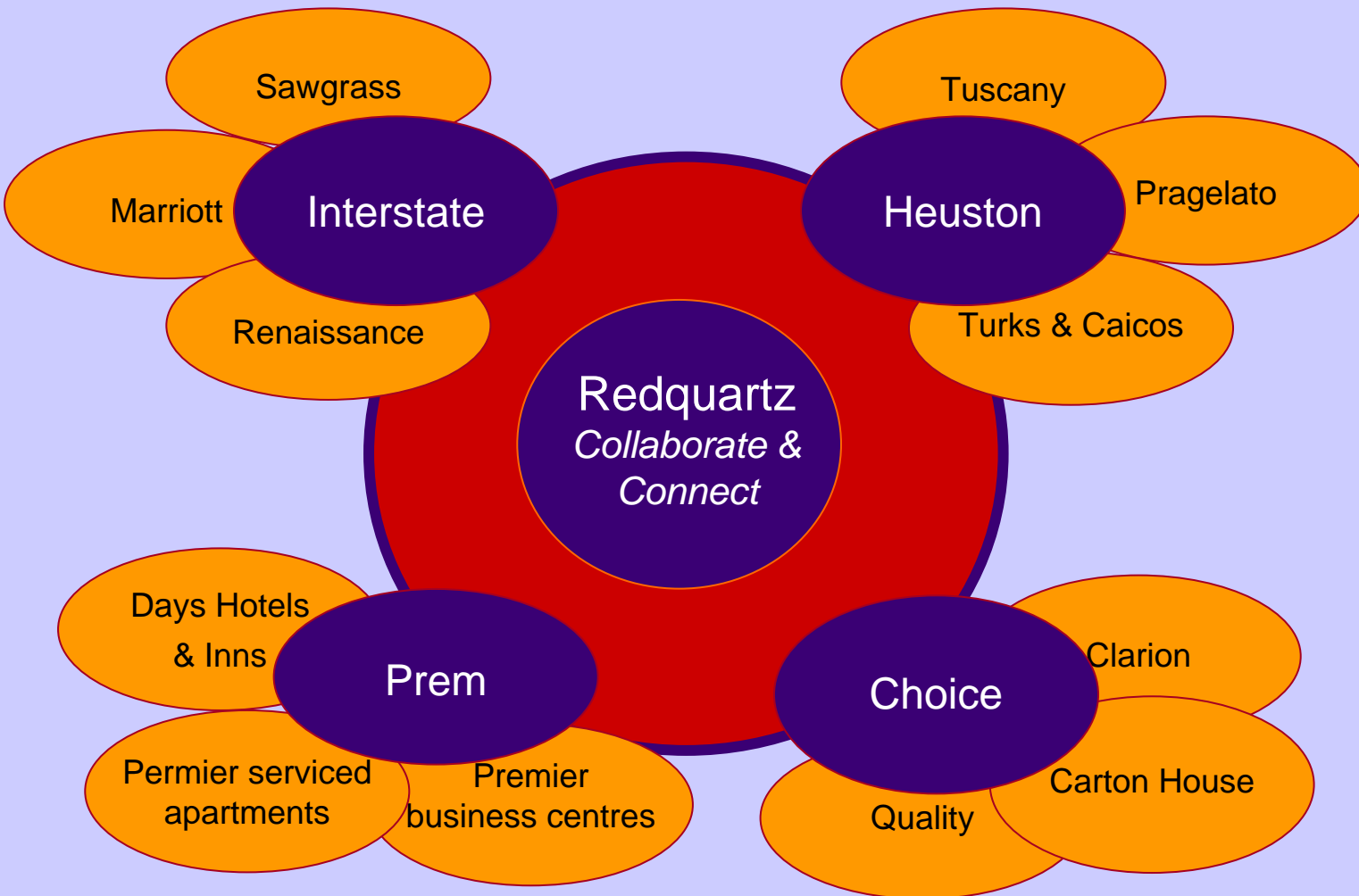


# Hotels – partners are king

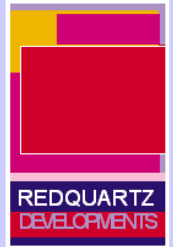




# Hotels – the hotelier is king



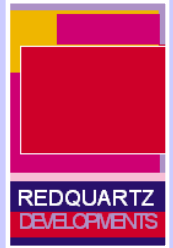
# Rules of Partnerships



- Let the vision be the master
- Learn to be a good partner yourself
- Make good documents part of good relationships
- Regular reviews – ideally every 3 months



# The 4 Agreements - Aztecs



1. Keep your word
2. Don't take it personally
3. Don't make assumptions
4. Simply do your best every day



# From Command & Control to Connect & Collaborate

