

## RICS AND LLOYDS BANK TO LAUNCH PROFESSIONAL TRAINING AND ASSESSMENT TO SUPPORT REAL ESTATE SECTOR

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- *RICS training and assessment programme designed with Lloyds Bank as early adopters*
- *Lloyds Bank will be the first organisation to put 120 colleagues through the RICS certification and receive specialist training*
- *Trainees will develop understanding of the often complex functions of the real estate market*

The Royal Institution of Chartered Surveyors (RICS) has worked with Lloyds Bank Commercial Banking to establish a real estate lifecycle certification to develop professionals' understanding of the sector and support the nation's housebuilders, developers and housing associations navigate often complex issues

RICS developed its Real Estate Lifecycle Certification with support from Lloyds Bank, in order to raise staff capability, knowledge and skills to provide comprehensive support to the wider industry. The certification is part of RICS' commitment to developing international standards and professionalism and to the upskilling of professionals to drive market confidence in the real estate sector.

Lloyds Bank already provide their staff with a comprehensive in-house training programme on real estate development and investment and require staff to complete 40 hours of CPD annually. The Lloyds Bank SME real estate team will be the first group in the country to become certified over the course of 2017, with the RICS training set to enhance more than 120 locally-based Lloyds Bank relationship managers' understanding of the real estate lending cycle.

The training will enable professionals to guide customers more effectively on issues including deal structuring, income generation, efficiency, risk management, valuations, hedging and cash management by identifying where RICS standards and advice from chartered surveyors can add benefit.

The certification will require individuals to complete training on the RICS approach to the real estate lifecycle and the role of its professionals and standards. Assessment by exam will result in individuals becoming certified, demonstrating a commitment to continuing professional development with reassessment every three years.

The move is designed to enable staff to better support the bank's clients including SME housebuilders, commercial developers, property investors and smaller housing associations, with plans to extend the certification to the bank's 90-strong real estate client services teams.

**Glen Wilson, Head of Real Estate, Lloyds Bank Commercial Banking, said:** "We are committed to supporting the real estate sector as it works to address the shortfall in the supply of homes and many other important issues.

"By working with RICS to invest in upskilling our specialist teams across the country, we will be able to provide more informed support to our clients in the sector.

"As the bank with the UK's largest SME real estate team we want to reinforce our position as local experts providing high-quality support, and this insight will help clients manage their returns, income and risk.

“The initiative will reinforce our existing commitment to tackling the UK’s housing shortage, including our £100 million Housing Growth Partnership, a joint venture with the Government to increase the supply of new homes by investing in SME housebuilders.”

**Becky Thomson, UK Valuation Associate Director, RICS, said:** “The RICS Real Estate Lifecycle Certification provides a thorough training and assessment programme ensuring individuals understand all functions of the real estate market and the role that RICS, our standards and professionals, perform in the market.

“RICS is perfectly placed to advise across the real estate lifecycle, from planning and acquisition to development and occupation. By certifying the insight of Lloyds Bank’s specialist teams in RICS and the real estate lifecycle we aim to create greater market confidence in real estate and drive adoption of RICS standards and professionalism.”

The certification will be available to other organisations who offer financial, legal and other professional support services that create a successful real estate market.

**ENDS**

### **Notes to Editors**

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### **Lloyds Bank Commercial Banking**

- Lloyds Bank Commercial Banking provides comprehensive expert financial services to businesses of all sizes, from start-ups and small businesses to mid-sized businesses and multinational corporations.
- Maintaining a network of relationship teams across the UK, as well as internationally, Lloyds Bank Commercial Banking delivers the mix of local understanding and global expertise necessary to provide long-term support to its clients.
- To see the latest supporting businesses factsheet please visit: <http://www.lloydsbankinggroup.com/media/media-kit/sme-fact-sheet/>

### **RICS**

- RICS is a global professional body. We promote and enforce the highest professional qualification and standards in the development and management of land, real estate, construction and infrastructure. Our name promises the consistent delivery of standards – bringing confidence to the markets we serve. The work of our professionals creates a safer world: we are proud of our profession’s reputation and we guard it fiercely.  
[www.rics.org/relic](http://www.rics.org/relic)