



THE ACADEMY

A group mentoring programme to support you in growing your multi 6-Figure Business





YOU HAVE COMPLETED THE ACCELERATOR TRAINING AND NOW WONDERING “WHAT’S NEXT” YOU ARE NOW LOOKING FOR SUPPORT, HELP, GUIDANCE IN GROWING YOUR BUSINESS BEYOND 6-FIGURES IN A ROOM FULL OF LIKE-MINDED BUSINESS OWNERS.



Over the course of the next 12 months and beyond, we are here to help you develop your products and services to your customers, get you off the tools and become the business owner and leader you were born to be.

Maybe, you want to start a project management service to your existing business or a new consulting business altogether?

You may have thought about starting, growing or even scaling a construction business successfully and systematically?

Perhaps you want to grow your team of subcontractors or even hire staff?

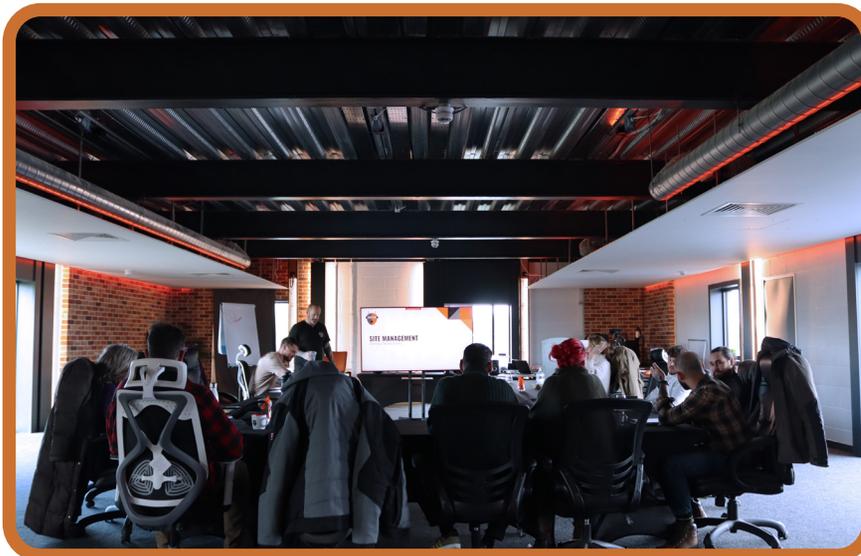
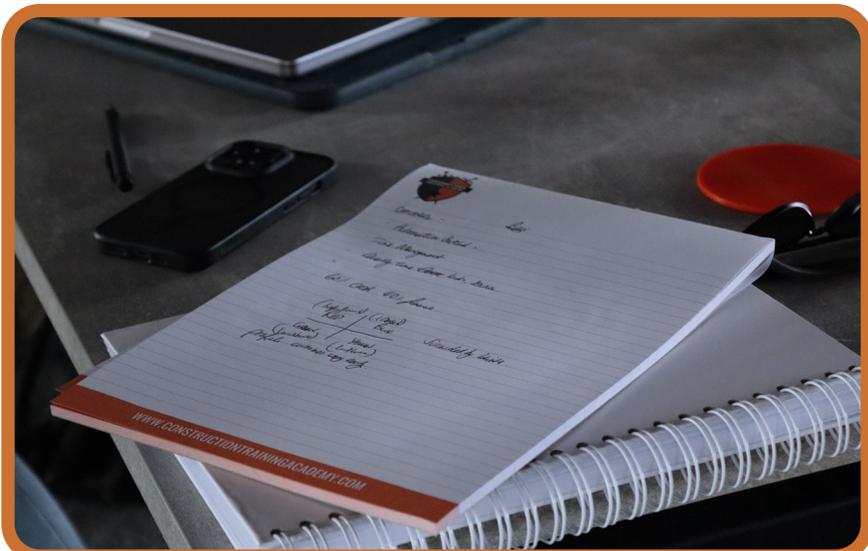
Or you could simply want to become a better leader in the space?

If any of those sound like you then The Academy could be the perfect fit for you.

We come together monthly, in person, for an intense training day in the development of your business, which Paul has mastered over the last 20 years of operating inside the industry.

For your additional questions and needs that come up between the monthly sessions, you are also invited to a weekly on-line session with Paul and the other members to get your questions answered and challenges overcome.

THE ACADEMY IN ACTION



ABOUT PAUL

Ex-military section commander in the Royal Engineers, Paul served 14 years across the globe where he learned his grass roots craft of bricklaying before moving into the project management sector with a national refurbishment contractor.

After delivering over 3,000 projects totalling in excess of £300,000,000 worth of revenue, Paul decided to form his own construction business to serve property developers in their quest to make profit from “flipping houses.”

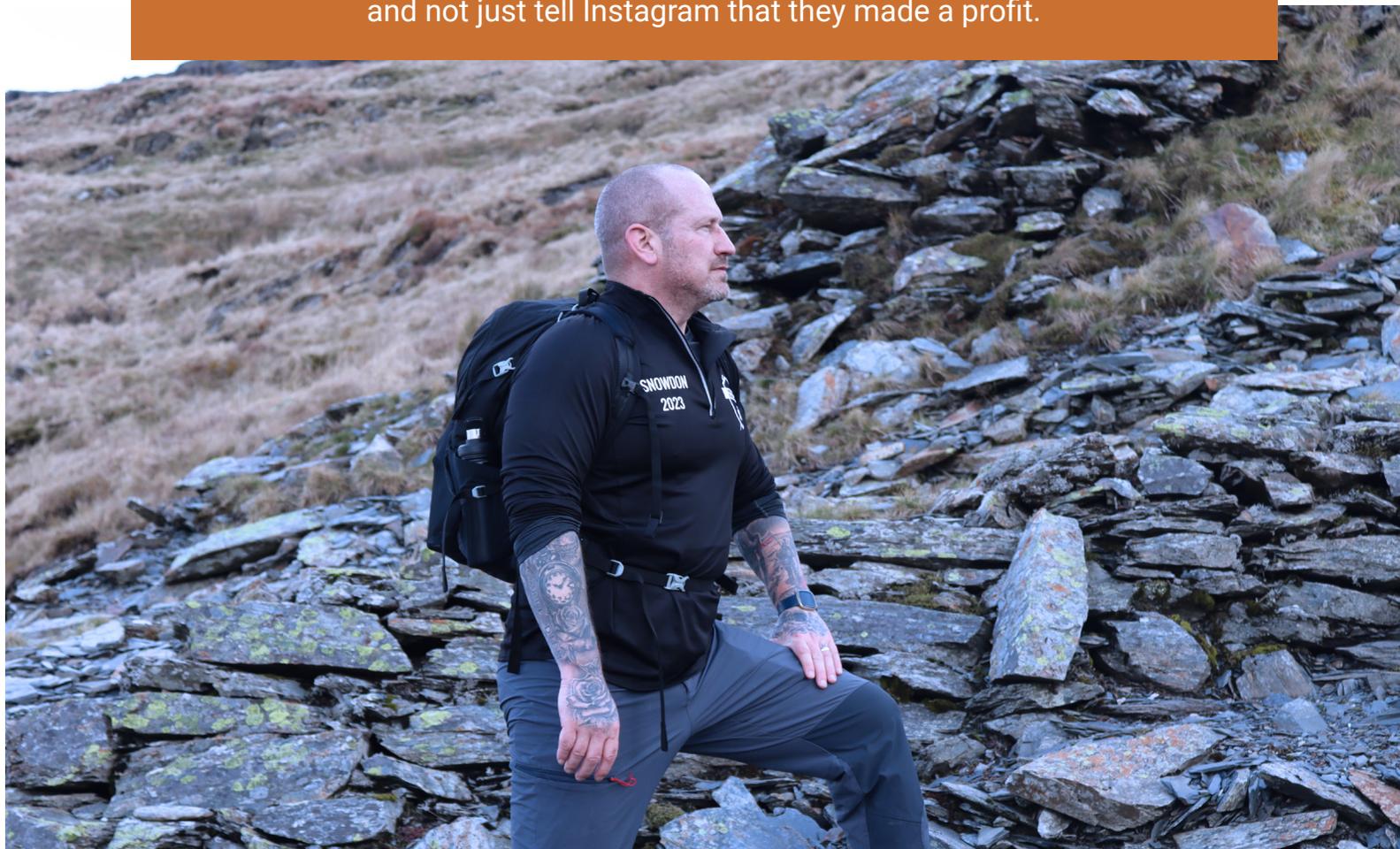
During this process, he quickly saw the flaws in their approach, which were ultimately costing them all of their profits, running projects at risk, hiring the wrong contractors, not sticking to timelines, being crushed by over-run, letting down their investors and a whole host of other pains.

This became the basis on which he decided to make a change to the industry

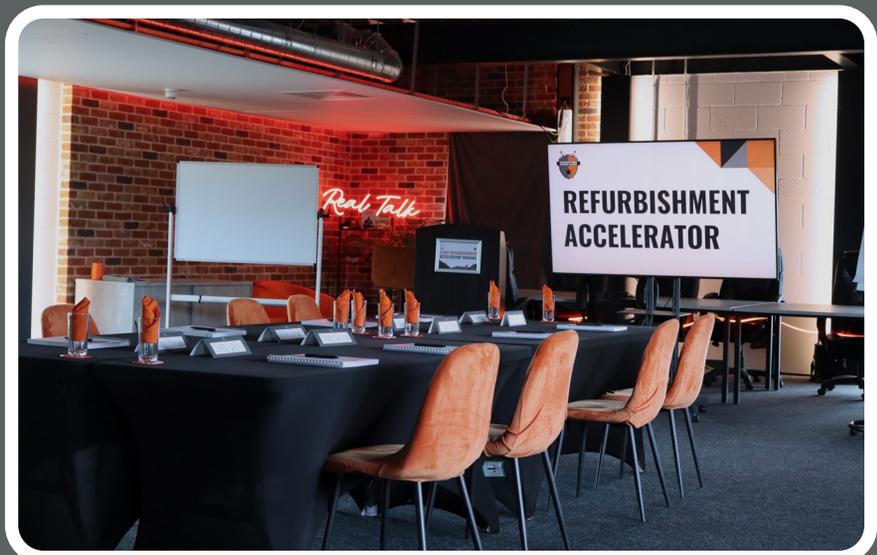
He saw thousands of people coming off property courses wanting to take on the world with project after project with no approach that gets results.

Using crazy strategies that left everyone involved exposed to huge risk

It was here, in 2019, that Paul decided to form the Construction Training Academy to help property developers and investors to make real profits from their projects and not just tell Instagram that they made a profit.



HOSTED IN OUR BRAND NEW, PURPOSE BUILT, TRAINING CENTRE IN LINCOLN



THE ACADEMY SESSIONS



Paul will always focus the monthly sessions around the 8 critical stages to planning, managing and executing your next refurbishment project.

They will be centred around business development, progression & growth.

He will take the time to coach, guide and mentor you until you fully understand the process with no question being left unanswered every single time that we come together.

You will get access to a templated version of a fully systemised business for you to download, personalise and tweak to suit your own business operations with Paul's support over the 12-month term.

There are practical exercises to do during the training, that aren't just textbook, PowerPoint and theory.

This training comes from real lived experience in the practical world.

Think sales, marketing, customer care, hiring and firing staff, handling difficult conversations with your clients, industry best practice, accreditations, growing and scaling. This coupled with anything else that you could possibly need to make this programme a worthy investment of your time, energy and money.

You will never look back at getting support to grow your business in any other way after completing this year with us.

You will grow your business.

You will scale your business.

You will also (*should you want to*) be in a position to sell your business too.

Payment Plan	Deposit of £4,000 & 11 x £916.66PCM (Plus VAT)
Payment in Full	£12,000 (Plus VAT)

OUR CORE VALUES



WHAT ELSE TO EXPECT

On the monthly, in-person sessions, you will be fed and watered

You will be invited to our weekly on-line sessions on a Monday evening

You will have full access to our recorded versions of all our training courses which are hosted on our digital portal

You will receive a digital copy of our Bulletproof planner, which Paul personally uses to structure his days, weeks and months, and set his personal and business annual goals

You will also be invited to our quarterly networking events hosted in Lincoln

And you will be invited to our bi-annual physical events (*optional of course*)

Reattendance of any previously purchased training with us in-person.



TRANSFORMATIONS FROM PREVIOUS CLIENTS



C Craig Meakin
2 reviews • 0 photos

★★★★★ 47 weeks ago

The construction training academy have helped us in so many ways in our property journey! They have been not only the source of our knowledge about the industry, but an ongoing support and guidance for when things get complex. If you are serious about property and would like a straight forward, tell you how it is approach with massive business and personal development support then I couldn't recommend the CTA more! We are planning on working together for many years to come!



Just want to say a huge thank you to the team at CTA for building me and my knowledge to smashing things like this out with confidence. I've really grown whilst under Paul wing professionally and personally. Thanks again really mega and really grateful for everything. 🙏

13:30

❤️



Slawomir Kuprowski ✓

Whatever you think guys, [Paul Tinker](#) will change your mindset so that you can do what needs to be done. I know what I'm saying, I dropped my successful IT career and started delivering projects successfully and profitably.

1 h Like Reply

2 🍷❤️

TRANSFORMATIONS FROM PREVIOUS CLIENTS



Author

Shane Wardle

Paul Tinker The journey has been nothing short of inspirational. Going from being on the tools to be managing 6-figure projects to now tendering for a massive 7-figure, 1.2 million pound project in this timeframe is a testament to the power of your guidance and the incredible support system at his Academy. 💪

A huge shoutout to Paul and his entire team! 🙌🎉 You've not only changed my career trajectory but also instilled in me the confidence and skills to achieve my dreams.

And to the haters? 🙄 They'll all be asking for help eventually, we know it! 😊



C

Craig Pye

2 reviews · 0 photos



★★★★★ 52 weeks ago

I first contacted Paul in the summer of 2022 and after a personal conversation with him regarding my pains Within my construction company, he let me know that his offerings would be ideal for me and my buisness.

I booked on for the 5 day course in November of that year and it was fantastic!

I was in a room of interesting people from different walks of life all extremely enthusiastic about personal and buisness improvement within the construction and refurb space.

The course content was excellent and thorough as was paul and the team's delivery.

I was introduced to an investor in the room and am still working on his projects to date.

As the course was so good I decided to enroll on the 12 month course throughout 2023, I have taken so much from this, scaled up my buisness and managed to get off the tools within the last year.

I will be carrying on my training in some capacity this year.

In all what a fantastic experience.

I can't recommend this enough.

Thank you so much to paul and the team!!

Craig Pye

Dylan Construction ltd

NETWORKING WITH THOSE ON THE SAME TRAJECTORY AS YOU



PAUL'S MISSION



Thought leader and ambassador for change in the construction and property development industries, Paul is a highly sought after trainer, consultant and speaker.

He is inspirational (AF), motivational, and extremely passionate about how construction projects are delivered across the UK. He is on a mission to bridge the gap between both property developers and construction businesses through powerful training courses so that everyone can make money together in a collaborative way.

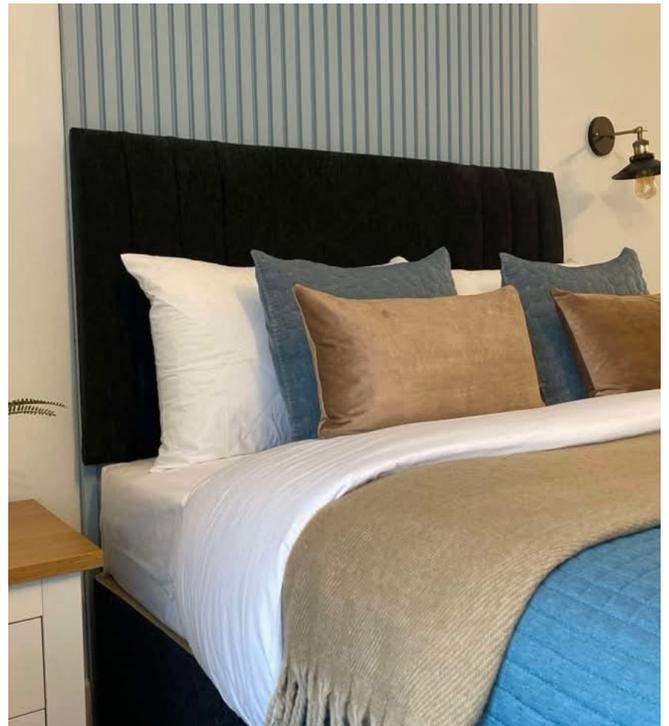
These two industries are both fearful of one another, they set up and set out to go to war before a project even begins. An adversarial approach is standard for both sides of the contract, and it is Paul's belief that it simply does not need to be this way, opponents can work together and unite, not fight.

During every session with Paul, you will hear and connect with his message of the power of collaboration over competition and how this will always yield amazing results, the strength and power that comes as a result of effective communication and how to get the very best from your teams by being the leader that you were born to be.

THESE GUYS WENT ON TO DO PROJECTS LIKE THESE WITH EASE



James Kelly | *Construction Business Owner*



Project Value £210,000

This was a project where we were to turn an existing hotel into a 5 bed apartment hotel. We successfully won the tender - start dates and project schedules were agreed gracefully and eagerly.

Day One - Building Control changed their minds on the building spec and forced almost 30k worth of variances onto the client on day one! Thankfully the client was efficient - and having good communications all round we were able to reduce the cost but meet the specification requirements set out by Building Control promptly.

Overall this project was a pure example of how investor, and contractor can collaborate and meet each other's expectations professionally through effective lines of communication.

THESE GUYS WENT ON TO DO PROJECTS LIKE THESE WITH EASE



George Emsley | *Property Developer & Project Manager*



Now 2 years into our Mastermind, George has built a solid project management consultancy and developing projects of all strategies for not only himself, but for his clients too/ A real testament to all of the hard work he's put into his business. From commercial to residential project, new build and simple refurbishment projects - George knows the power of a systemised business.

Pictured above is a recent project (*Project Vista*) where George spent months in the planning stages of the project to ensure that all the construction work ran smoothly, which it did.

THE NUMBERS:

Purchase Price: £105K

Refurb Cost: £286K

End Value Estimate: £550K

Gross Profit Once Sold: £101K



The CITB, the Construction Industry Training Board – are the leading body in all things educational standards for training organisation in the industry.

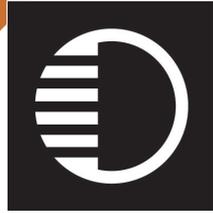
This training specifically had been awarded the title of “*Assured Product*” by the CITB following rigorous assessment.

Our business has been awarded the title of “*Approved Training Organisation*” following a further assessment of our training environment, standards and outcome achieved by its attendees.

Additionally, Paul has been invited to speak to and present at a local national CITB hosted event for school children in the Lincolnshire Region who are interested in joining the industry

This partnership that we have them is going from strength to strength and soon, we will be able to deliver the SMSTS Training (*Site Manager Safety Training Scheme*) from our very own centre, further strengthening our product suite and offering to our Mastermind members.





DONCASTER COLLEGE

A recent partner, Paul, was invited to deliver a talk to the Doncaster University Group lecturers and students entering the industry to demonstrate that the industry can change to align with Paul's mission.

After delivering this initial talk, they immediately rebooked Paul to deliver this again to their senior leaders of the industry educational standards.



Interviewed by Kam Johal on SKY TV back in 2021. Paul shared his journey from the joining the Army at 19 to running multi million pound construction projects across the UK at age 32.



From July 2024 Paul has partnered with Leicester Tigers Rugby Club to support current and former players in using their wealth to grow a successful business in the construction space.



Over the past 2 years Paul and Danny (*Founder of Prosperity Network*) have been collaborating at numerous events to support as many property developers as possible in running profitable refurbishments and growing successful businesses.



Paul has worked with Dani Wallace (*The Queen Bee*) to propel his speaking to the next level and to reach a more diverse audience to support the wider community in business.

Paper Profits: Adding value through planning gain

Interview and words: Raj Beri

In the second article of the series on Paper Profits, I connected up with Paul Tinker who has a huge amount of expertise in construction and project management. His back story is fascinating and his resilience in continuing with his paper profits project right through Covid is a great lesson to anyone looking to do similar deals.

YPN: Before we get started with property investing, could you tell the readers about your background?

Paul: I joined the army pretty much after leaving school and trained to be a bricklayer with the Royal Engineers. In 2008, I left the army to join the construction world in project management. I worked for a national refurbishment contractor on a wide-

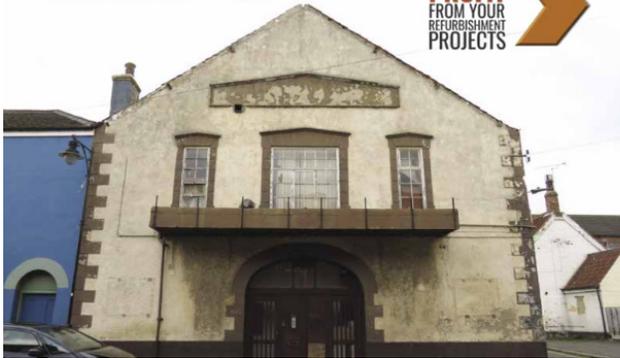
reaching project called the Decent Homes Scheme, with the remit to refurbish social housing properties across the UK. I ended up becoming a site manager and gained my project management skills with them.

Fast forward six/seven years and some 1,000 refurbishments later, I then moved to another corporate company that was involved in energy efficiency schemes and oversaw another 2,000 property refurbishments.

In 2018, I made a radical change: instead of helping these organisations make a profit, I decided to set up on my own. I went back on the tools as a handyman and my first income working for myself was being paid £40 to hang up someone's TV – I was over the moon with that first payment!



MAKE MORE PROFIT FROM YOUR REFURBISHMENT PROJECTS



BRICKS
NEWS
MARKET
SPECIAL
PROPERTY
PLANNING
DESIGN
INSPIRE

THE MALTINGS CASE STUDY

A PROJECT MANAGER'S ADVICE ON MANAGING YOUR NEXT PROJECT

PAUL TINKER

In January 2022, my strategy for a project changed. Come back with me briefly, to March 2020, when I offered on a former sports centre, that had the potential to be converted into eight terraced houses. I structured the purchase as a conditional completion, upon me securing satisfactory planning, for a multi-dwelling scheme.

Although my original plan was to convert this building myself, I soon fell out of love with the project and decided to sell it and consult on the development, as a project manager, instead. This turned out to be a monster of a project, that resulted in issues with sub-contractors and delays in work.

However, we are now set to see a seven-figure profit and a huge success, for our client. Here is everything we have learnt so far, from 'The Maltings' and how you can use these lessons on your next property project.

Not My Baby

One of the godsend of COVID, was that it gave wiggle room to such deals, as the force majeure clause was initiated, in the event of time delays (which is what happened during the planning and conveyance process of this deal).

To give you an idea of the scale of the sports centre, it was 850sqm, spread over three floors. It also included badminton courts, a gym and a fitness suite. Very fancy, back in the day!

I offered £75,000, subject to me securing planning, which given the state of the world during this period, took almost two years to secure and during this time, my strategic approach to property, massively shifted too.

Not only that, my personal passion for the delivery of the scheme, had also diminished. You know when you get that shiny new toy, it dulls really quickly, when you look at it every day. So, as I started to fall out of love with the project that I was creating, I became distracted by planning gain. Accidentally to begin with.

This, I know, would be challenging for me, as they started changing things, details, floorplans and finishes. I had designed it and now, it was getting changed, to put their stamp on it – it did feel a bit weird. On a couple of occasions, I actually pushed back and said, "Nahhh – you need to do it my way," but this didn't hold any weight and the changes were made. After all, it was no longer my baby.

The Importance of Specification

What I wanted to do here, was share some of the key learning points from the client's perspective, some of the challenges that we endured and some learning from me to you, directly.

Now, you may have heard me speak openly and publicly about the importance of a specification during ANY project. The client, having made the various design changes, was moving away from the specification that I had previously written, to start working on their own version.

Now, owing to the time this was taking, we elected to approach the project as a management contractor, rather than 'the builder', which removed a lot of financial risk for me, in pricing up the complex works packages, given the new changes.

What we decided to do as a structure, was to appoint a quantity surveyor (QS). So, we now had a really strong team, working together and not as adversaries, which is the usual struggle, during a complex build like this one.

We – as the Project Management Business – assumed the role of the principal contractor, to ensure compliance under the Construction Design and Management (CDM) Regulations and also made recommendations to the QS, for sub-contractors to be appointed and the contractual paperwork was raised, based on the programme and specifications we had in place. »

A shot of the projects exterior

BUILDING DESIGN & CONSTRUCTION BUSINESS

JIG SAW 24

Harness the power of iPad to a safer, more productive work

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Bridging The Gap Between Property Developers & Tradespeople



By Kenneth Booth | November 25, 2024

UCEM

MSc Urban Planning

Play a pivotal role in planning the future of our cities

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Thought leader and ambassador for change Paul Tinker, 48, has really set himself a difficult and challenging problem that exists in the UK today.

Former soldier and bricklayer Paul has made it his mission to lead change in how construction projects are delivered in the United Kingdom and has set about this change through powerful events and training being delivered globally.



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