

## APC MENTORING WITH MARTIN EDGAR

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HELPING YOU PASS YOUR ASSESSMENT OF PROFESSIONAL COMPETENCY

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# WHY DO I NEED AN APC MENTOR?

In today's market, achieving full RICS membership through APC is even more important for both you and your employer. Every APC candidate should have a mentor. However mentoring from within an organisation is not always ideal for either the candidate or a busy line manager. As an experienced APC assessor, I know what it takes to pass. I've therefore created a unique mentoring role, providing candidates with one to one guidance and support through a programme which is tailored to their own particular needs.

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# WHAT CAN I EXPECT FROM YOU?

With every APC candidate, I begin with an introductory session to fully discuss the areas where support is most needed. However, we always focus on certain key areas:

## 1. Your critical analysis and how to:

- maximise the impact of your 3,000 word limit
- develop an effective writing style to reflect your personality and engage the assessors
- create a balanced and well structured piece of work
- identify issues you want the assessors to focus on during your interview

## 2. Your presentation and how to:

- develop and fine tune your presentation skills
- understand and use body language
- be confident
- create quality materials and handouts

## 3. Your interview and how to:

- prepare and rehearse for the interview process
- structure the interview so the panel ask the questions you want
- handle difficult questions

In addition, I offer support with your personal study of your chosen APC categories and provide relevant study sheets.



*"Beforehand, the thought of tackling my APC was quite daunting. However as soon as I had Martin on board, I knew I could do it. He was such a strong mentoring figure and totally committed to supporting me throughout the whole process."*

**Gavin Quinn**  
**Lambert Smith Hampton**



*"Martin knows the APC process inside out and so can direct you every step of the way on what's required to pass. Initially in the written part, I had simply given an account of what happened on the project, but Martin helped me to focus on effectively analysing what I had done, which made all the difference."*

**Claire Galbraith**  
**Drivers Jonas Deloitte**



*"Martin was an all-round brilliant mentor, but it was his help in improving my presentation skills which I found to be invaluable. Like most candidates mentored by Martin, he gave me the confidence to pass my APC first time."*

**Colin McGhee**  
**Jones Lang LaSalle**

*"I was dreading the interview, and felt for me personally this would be the hardest part. However Martin showed me how to answer questions effectively, and even what I could do to get the panel to ask the questions I wanted. On the day I felt able to take ownership of the interview and believe this was key to me passing."*

**Michaela Barton**  
**CBRE**

# MARTIN EDGAR

BSc MSc MCIArb FRICS

As a qualified Chartered Surveyor with over 20 years experience in the Scottish commercial property market, I formed my own niche practice Edgar Property Solutions in 2007. My association with professional bodies includes Fellowship of The Royal Institution of Chartered Surveyors (RICS) and Membership of The Dispute Resolution Faculty Board, The RICS panel of Arbitrators/Independent Experts and The Chartered Institute of Arbitrators (CIArb). I also present regularly at conferences for many different companies and organisations, including The RICS, The Law Society of Scotland and The WS Society.

**To discuss more about mentoring,  
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