

SINGAPORE REALTORS CONFERENCE 2016

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3 August 2016 (Wednesday)

GRAND COPTHORNE WATERFRONT HOTEL
392 Havelock Road Singapore 169663



The Practice of Estate Agency – “What’s Next For Estate Agents and Salespersons in Singapore”

This Conference of the Year keeps Estate Agents and Salespersons up to date on the latest development in the real estate industry, and serves as a gathering where you can engage in dialogue sessions and establish social networking.

The Theme for this Conference 2016 focuses on “What’s next for Estate Agents and Salespersons in Singapore”. The first part of the programme will discuss the prevailing market trends and new developments that will provide ample opportunities for the industry. The second part of the programme will touch on the governance, operational and practice issues of concern to estate agents and salespersons. Thereafter, there will be a Q&A session with speakers. The Conference will benefit Estate Agents and Salespersons and others who are interested in estate agency work.

**SISV Private
Residential
Resale Price
Index for the
Mass Market**

SISV Services would be launching a new Price Index for the Mass Market. There will be a short presentation introducing the Index, describing the Methodology as well as sharing with participants on how potential homebuyers are able to use the Index to gauge the market.

CEA C3:L3 (SN : C3L3S0527) : 2 Core CPD Credit Hours

Enquiries :

Ping Ping - Tel : 6426 0297 or pingping@sisv.org.sg

Manisah - Tel : 6424 0272 or manisah@sisv.org.sg

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Conference Fee (Include GST & Teabreak)	
SISV & CREA Members	S\$65.00
CEA Salespersons	S\$75.00
Others/Public	S\$85.00

Theme : What's Next For Estate Agents And Salespersons In Singapore

Time	Programme
8.30 am	Registration
9.00 am – 9.15 am	Welcome Address by Dr Lim Lan Yuan, SISV President (VGP)
9.15 am – 9.40 am	Session 1 Speaker Objective Property Market Overview - Update and Outlook Mr Leonard Tay , Independent Analyst The purpose is to inform estate agents and salespersons of the current trend and outlook in the various property sectors.
9.40 am – 10.05 am	Session 2 Speaker Objective Regional Market Overview and Update Ms Mireille Wan , Founder, MDW Consultancy The purpose is to update salespersons on the regional market and to know what is the prevailing market trend in these countries. In particular, the speaker will discuss on agendas on “ASEAN Economic Community”.
10.05 am – 10.30 am	Session 3 Speaker Objective Due Diligence of Salespersons in Conveyancing Mr Anil Changaroth , Advocate & Solicitor, Changaroth Chambers LLC The purpose is to discuss a possible due diligence “Checklist” for Salespersons in their real estate transactions.
10.30 am – 10.50 am	Networking Break
10.50 am – 11.15 am	Session 4 Speaker Objective Handling Exclusive Agreements Mdm Celeste Ng , Trainer/Lecturer for Real Estate Courses The purpose is to inform Estate Agents and Salespersons on the industry initiative on “Commitment to Service” to encourage adoption and handlings Exclusive Agreements.
11.15 am – 11.40 am	Session 5 Speaker Objective Standard Operating Procedures for Estate Agencies Ms Sherina Ng , Founder Cellini Property Consultants Pte Ltd The purpose is to discuss Estate Agent’s Best Practices – Systems & Processes, and to identify the effective operations for Estate Agents so as to develop SOPs and documentation as part of business continuity plan.
11.40 am – 12.05 pm	Session 6 Speaker Objective Collective Sales Market Overview in Singapore Ms Christina Sim , Director, CM, Cushman & Wakefield The purpose is to inform Estate Agents of the various viewpoints and market perspective from developers and/or to provide them with an overview of the Collective Sales Market in Singapore.
12.05 pm – 12.30 pm	Questions & Answers Discussion
12.30 pm – 12.45 pm	Launching of the SISV Private Residential Resale Price Index for the Mass Market
1.00 pm	Close of Conference

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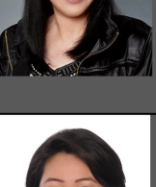
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DISTINGUISHED SPEAKERS

	<p>Leonard Tay Independent Analyst</p>	<p>Leonard has been in Singapore real estate industry since 1997, after graduating from the National University of Singapore with a BSc (Estate Management) Honours, 2nd Class Upper. Leonard's industry experience covers estate and tenancy management, real estate research and advisory and lecturing property-related subjects.</p> <p>The course of his career includes appointments such as the Housing Development Board, Ngee Ann Polytechnic, CB Richard Ellis and Colliers International. He also has a Singapore Workforce Skills Qualification, Advance Certificate in Training and Assessment (ACTA).</p>
	<p>Mireille Wan Founder MDW Consultancy</p>	<p>Mireille is the founder of MDW Consultancy, that provides real estate advisory, investment brokerage and training to corporate clients in Singapore, China and South East Asia.</p> <p>She has worked in both the public and private sectors, consultancies and real estate developers in the three geographical footprints mentioned above. Her exposure at the work ranges from the conventional asset classes (such as residential, commercial and industrial) to specialized ones (such as hotels and serviced apartments, golf and country clubs, hospitals and medical centres).</p>
	<p>Anil Changaroth Advocate and Solicitor Changaroth Chambers LLC</p>	<p>Anil is in practice since 1995 after graduating as a Barrister of England (Middle Temple) and a five-year career as an infantry officer with the Singapore Armed Forces before that, established Changaroth Chambers LLC on 1st July 2014, focusing on Counselling the Business and the Business of Counselling via Appropriate Dispute Resolution.</p> <p>His work primarily involves Commercial, Civil, Corporate & Criminal Dispute Resolution and represents parties in Singapore and the region.</p>
	<p>Celeste Ng Trainer / Lecturer of Real Estate Courses</p>	<p>Celeste has been in the real estate practice since 1990. Her business portfolio includes sale & lease of industrial, retail, office & residential properties. Holding a BSc (Estate Management) NUS and Certificate in Law of Conveyancing, she has been actively training and lecturing for several industry courses, such as CEHA, CES and RES. Celeste is Advanced Certificate in Training and Assessment (ACTA) qualified, and has trained more than 5000 salespersons since 2004.</p>
	<p>Sherina Ng Founder Cellini Property Consultants Pte Ltd</p>	<p>Sherina incorporated Cellini Homes Realty in 1993. Transacted numerous cases of sales and rental of private residential, HDB and commercial properties. Relocation of expatriates, new launch private residential project sales.</p> <p>Sherina is also a licensed appraiser and has carried out the full process valuation of HDB properties, private residential, and industrial properties.</p>
	<p>Christina Sim Director, Capital Market Cushman & Wakefield</p>	<p>Christina is a Director in the Capital Markets team. Her primary role includes advising clients on the acquisition and divestment of land and buildings as well as transacting investment grade real estate assets in Singapore. She is also responsible in overseeing the collective sale department in Cushman & Wakefield and she leads a team of agents who specialize in enbloc sale in Singapore.</p> <p>Christina has been in the real estate industry for some 30 years covering various fields of real estate, including agency, consultancy and business development.</p>

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