

# SINGAPORE REALTORS CONFERENCE 2016

SINGAPORE REALTORS CONFERENCE 2016 SINGAPORE REALTORS CONFERENCE 2016 SINGAPORE REALTORS CONFERENCE 2016 SINGAPORE REALTORS CONFERENCE 2016 SINGAPORE

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

### 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 : C3L30527) : 2 Core CPD Credit Hours**

For more information : <http://www.nationproperty.sg/src2016/>

For Registration : <http://www.nationproperty.sg/src2016/registration.aspx>

## DISTINGUISHED SPEAKERS



**Leonard Tay**  
Independent Analyst

Property Market Overview –  
Update and Outlook



**Mireille Wan**  
Founder, MDW Consultancy

Regional Market  
Overview and Update



**Anil Changaroth**  
Advocate and Solicitor, Changaroth Chambers LLC

Due Diligence of Salespersons  
in Conveyancing



**Celeste Ng**  
Trainer / Lecturer of Real Estate Courses

Handling Exclusive Agreements



**Sherina Ng**  
Founder, Cellini Property Consultants Pte Ltd

Standard Operating Procedures  
for Estate Agencies



**Christina Sim**  
Director, Capital Market, Cushman & Wakefield

Collective Sales Market  
Overview in Singapore

Enquiries :

Ping Ping - Tel : 6424 0297 or [pingping@sisv.org.sg](mailto:pingping@sisv.org.sg)

Manisah - Tel : 6424 0272 or [manisah@sisv.org.sg](mailto:manisah@sisv.org.sg)

Supported By



# SINGAPORE REALTORS CONFERENCE 2016

SINGAPORE REALTORS CONFERENCE 2016 SINGAPORE REALTORS CONFERENCE 2016 SINGAPORE REALTORS CONFERENCE 2016 SINGAPORE REALTORS CONFERENCE 2016 SINGAPORE

3 August 2016 (Wednesday)

GRAND COPTHORNE WATERFRONT HOTEL  
392 Havelock Road Singapore 169663



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

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

Time	Programme
8.30 am	<b>Registration</b>
9.00 am – 9.15 am	<b>Welcome Address</b> by Dr Lim Lan Yuan, SISV President (VGP)
9.15 am – 9.40 am	<b>Session 1</b> <b>Speaker</b> <b>Mr Leonard Tay</b> , Independent Analyst <b>Objective</b> 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	<b>Session 2</b> <b>Speaker</b> <b>Ms Mireille Wan</b> , Founder, MDW Consultancy <b>Objective</b> The purpose is to update sales persons on how the AEC (ASEAN Economic Community), TPP (Trans Pacific Partnership) and OBOR (One Belt One Road) policies may shape the real estate industry both in Singapore and the region.
10.05 am – 10.30 am	<b>Session 3</b> <b>Speaker</b> <b>Mr Anil Changaroth</b> , Advocate & Solicitor, Changaroth Chambers LLC <b>Objective</b> The purpose is to discuss a possible due diligence “Checklist” for Salespersons in their real estate transactions.
10.30 am – 10.50 am	<b>Networking Break</b>
10.50 am – 11.15 am	<b>Session 4</b> <b>Speaker</b> <b>Mdm Celeste Ng</b> , Trainer/Lecturer for Real Estate Courses <b>Objective</b> 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	<b>Session 5</b> <b>Speaker</b> <b>Ms Sherina Ng</b> , Founder Cellini Property Consultants Pte Ltd <b>Objective</b> 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	<b>Session 6</b> <b>Speaker</b> <b>Ms Christina Sim</b> , Director, CM, Cushman & Wakefield <b>Objective</b> 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	<b>Questions &amp; Answers Discussion</b>
12.30 pm – 12.45 pm	<b>Launching of the SISV Private Residential Resale Price Index for the Mass Market</b>
1.00 pm	<b>Close of Conference</b>

Enquiries :

Ping Ping - Tel : 6424 0297 or [pingping@sisv.org.sg](mailto:pingping@sisv.org.sg)

Manisah - Tel : 6424 0272 or [manisah@sisv.org.sg](mailto:manisah@sisv.org.sg)

Supported By



# SINGAPORE REALTORS CONFERENCE 2016







SINGAPOREREALTORSCONFERENCE2016SINGAPOREREALTORSCONFERENCE2016SINGAPOREREALTORSCONFERENCE2016SINGAPOREREALTORSCONFERENCE2016SINGAPOREREALTORSCONFERENCE2016SINGAPORE

3 August 2016 (Wednesday)

GRAND COPTHORNE WATERFRONT HOTEL  
392 Havelock Road Singapore 169663



## DISTINGUISHED SPEAKERS

	<p><b>Leonard Tay</b> Independent Analyst</p>	<p><b>Leonard</b> has been in Singapore real estate industry since 1997, after graduating from the National University of Singapore with a BSc (Estate Management) Honours, 2<sup>nd</sup> 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><b>Mireille Wan</b> Founder MDW Consultancy</p>	<p><b>Mireille</b> 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><b>Anil Changaroth</b> Advocate and Solicitor Changaroth Chambers LLC</p>	<p><b>Anil</b> 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 1<sup>st</sup> 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 &amp; Criminal Dispute Resolution and represents parties in Singapore and the region.</p>
	<p><b>Celeste Ng</b> Trainer / Lecturer of Real Estate Courses</p>	<p><b>Celeste</b> has been in the real estate practice since 1990. Her business portfolio includes sale &amp; lease of industrial, retail, office &amp; 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><b>Sherina Ng</b> Founder Cellini Property Consultants Pte Ltd</p>	<p><b>Sherina</b> 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><b>Christina Sim</b> Director, Capital Market Cushman &amp; Wakefield</p>	<p><b>Christina</b> 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 &amp; 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>

Enquiries :

Ping Ping - Tel : 6424 0297 or [pingping@sisv.org.sg](mailto:pingping@sisv.org.sg)

Manisah - Tel : 6424 0272 or [manisah@sisv.org.sg](mailto:manisah@sisv.org.sg)

Supported By

