



SINGAPORE REALTORS CONFERENCE 2016

Organised by SISV supported by APFM and FIABCI-SINGAPORE

Wednesday 3 August 2016, GRAND COTHORNE WATERFRONT HOTEL

Theme: 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 developments 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.

Organiser



Supported by



Guest Of Honour

TBA

Enquiries:

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CEA CPD credit hours : To be confirmed

**For this Conference, the SISV Services would be launching the
SISV Private Residential Resale Price Index for the Mass Market**

There will be a short presentation introducing the Index, describing the Methodology as well as sharing with the participants on how potential homebuyers are able to use the Index to gauge the market.

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

Detailed Programme

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) Address by Guest of Honour
9.15 am – 9.30 am	Launching of the SISV Private Residential Resale Price Index for the Mass Market
9.30 am – 9.50 am	Session 1 Property Market Overview - Update and Outlook
9.50 am – 10.15 am	Session 2 Regional Market Overview and Update
10.15 am – 10.40 am	Session 3 Due Diligence of Salespersons in Conveyancing
10.40 am – 11.00 am	Networking Break
11.00 am – 11.25 am	Session 4 Collective Sales Market Overview in Singapore
11.25 am – 11.50 am	Session 5 Standard Operating Procedure for Estate Agencies
11.50 am – 12.15 pm	Session 6 Handling Exclusive Agreements
12.15 am – 12.45 pm	Q&A Discussion
1.00 pm	Close of Conference

Disclaimer: The organisers reserve the rights to make changes to the programme without prior notice.

Details of Topics and Speakers

Session 1 Property Market Overview – Update and Outlook

Speaker : Mr Leonard Tay, Independent Analyst

Objective : The purpose is to inform estate agents and salespersons of the current trend and outlook in the various property sectors

Session 2 Regional Market Overview and Update

Speaker : Ms Mireille Wan, Founder, MDW Consultancy

Objective : The purpose is to update salespersons on the regional market and to know what is the prevailing market trend in these countries

Session 3 Due Diligence of Salespersons in Conveyancing

Speaker : Anil Changaroth, Advocate & Solicitor of Singapore, Mediator, Arbitrator & Adjudicator
Commissioner of Oaths & Notary Public Singapore

Objective : The purpose is to provide an update on the due diligence of Salespersons in Conveyancing.

Session 4 Collective Sales Market Overview in Singapore

Speaker : Ms Christina Sim, Director, CM, Investment Sales & Acquisitions Cushman & Wakefield, Singapore

Objective : The purpose is to inform estate agents of the various viewpoint and market perspectives from developers and/or to provide them with an overview of the Collective Sales Market in Singapore.

Session 5 Standard Operating Procedure for Estate Agencies

Speaker : Ms Sherina Ng, Founder, Cellini Property Consultants Pte Ltd







Objective : The purpose is to inform estate agents and salespersons of the standard Operating Procedure for Estate Agencies

Session 6 Handling Exclusive Agreements

Speaker : Mdm Celeste Ng, Trainer / Lecturer of Real Estate Courses

Objective : The purpose is to inform estate agents and salespersons of the handling of exclusive agreements

About The Speakers

	<p>Mr Leonard Tay, Independent Analyst</p> <p>Leonard has been in the Singapore real estate industry since 1997, after graduating from the National University of Singapore with a B.Sc (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, Advanced 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 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 of Singapore, Mediator, Arbitrator & Adjudicator Commissioner for Oaths & Notary Public Singapore</p> <p>In practice since 1995 after graduating as a Barrister of England (Middle Temple) and a five-year career as a 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 represents parties in Singapore and the region</p>
	<p>Christina Sim, Director, Capital Markets</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>
	<p>Sherina Ng, Founder, Cellini Property Consultants Pte Ltd</p> <p>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>Celeste Ng, Trainer / Lecturer of Real Estate Courses</p> <ul style="list-style-type: none"> • In real estate practice since 1990 (more than 22 yrs of experience) • Portfolio includes sale & lease of industrial, retail, office & residential properties. • Degree in B.Sc (Estate Management) NUS • Certificate in Law of Conveyancing • Advanced Certificate in Training and Assessment (ACTA) • Lecturing Real Estate Courses (CEHA, CES, RES) since 2004 • Experienced and knowledgeable • Trained more than 5000 salespersons since 2004.