

BREAKAWAY ROOM – REAL ESTATE PROFESSIONAL

DAY 1

09:30 – 10:00	Registration
10:00 – 10:10	Welcome : Mayor Ethekwini
10:10 – 10:25	MEC: Human Settlements
10:25 – 10:40	MEC: Economic Development Tourism Environmental Affairs
10:40 – 11:10	KEYNOTE: Minister: Human Settlements

SESSION	11:10 – 12:30
11:10	Sales Tools Real Estate <ul style="list-style-type: none"> Client Relationship Management/ Tools /Software & Techniques Sourcing new business <ul style="list-style-type: none"> Database / Database management / Standing out from the crowd How to engage with online clients <ul style="list-style-type: none"> Turn window shopper to home owner

12:30 – 13:30	LUNCH
(Session on Transformation & PPA)	
13:30 – 14:30	Transformation recruitment / Government assistance
14:30 – 15:30	Property partnerships on Africa continent (Industry topic)
15:30 – 16:00	Growing the image of the professional estate agent
16:30 – 17:00	Day Summary (Main Hall)

DAY 2

08:30 – 08:40	Welcome
08:40 – 10:00	PROPERTY BILL
Discussion on the affects of the latest property bill and amendments	
10:00 – 10:30	TEA BREAK
SESSION	10:30 – 12:30

10:30 – 11:00	Habits to refocus and revitalise your business/ sales career
11:00 – 11:30	Are you a messenger or negotiator
11:30 – 12:30	Lending - End user advice
12:30 – 13:30	LUNCH
(Session on Property Investors : Buchanan Boys)	
13:30 – 14:30	Investing in distressed properties
14:30 – 15:30	How does culture affect the homeownership process – from sales to title deed
15:30 – 16:00	Thought leadership / futurist Best practices from around the world
16:00 – 16:30	Day Summary (Main Hall)
16:30	NETWORK LOUNGE