



HARCOURTS INTERNATIONAL SPEAKERS NETWORK



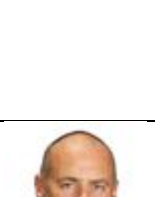
PURPOSE

To utilize the talent within our global team. To provide a list of Harcourts speakers from all roles that are willing and able to travel to another region to appear as a guest speaker at a Harcourts event.



Harcourts








New Zealand

 Martin Cooper	Managing Director AREIZ Harcourts Cooper & Co. - Milford P: 486 1029 M: 021 666 554 E: martin.cooper@harcourts.co.nz	TOPICS <ul style="list-style-type: none"> - Leadership - Self-Talk Visualization - Recruitment - Marketing - Community Connections - Culture
 Katie McAleese	Head of Marketing Harcourts International Ltd P: 09 520 5569 M: 027 275 7059 E: katie.mcaleese@harcourts.net	TOPICS <ul style="list-style-type: none"> - Brand Building - Online Profile
 Jo-Anne Clifford	Chief Operations Officer Harcourts International Ltd P: 09 520 5569 M: 0274 921 866 E: j.clifford@harcourts.net	TOPICS <ul style="list-style-type: none"> - Harcourts History - Buying a business - Financials in an office - Property Management - Disney concepts - Success makers of the International top 10 agents
 Jason Wills	Chief Information Officer Harcourts International Ltd P: 03 345 7313 M: +64 274 351 491 E: jason.wills@harcourts.net	TOPICS <ul style="list-style-type: none"> - The Future of Technology in Real Estate - Futuristic Technology Trends
 Paul Wright	Chairman Harcourts International Ltd P: +64 274 320 488 M: +64 274 320 488 E: paul.wright@harcourts.net	TOPICS <ul style="list-style-type: none"> - Business Planning. - Structure, Organisation & Self-Management. - Dreams, Goals & Designing a Magnificent Life. - History of Harcourts
 Kyle Sutherland	South Island Academy Trainer Christchurch Regional Office P: 03 348 8784 M: 027 553 6299 E: kyle.sutherland@harcourts.net	TOPICS <ul style="list-style-type: none"> - Lead Generation - Listing Presentations - Service to Sellers - Service to Buyers - Open Homes - eOne & eCampaign - Auctions
 Gilbert Enoka	General Manager Harcourts International Ltd P: 03 345 7315 M: 027 220 2231 E: gilbert.enoka@harcourts.net	TOPICS <ul style="list-style-type: none"> - Good to great - Mindset over skillset - Lessons from the rugby world cup All Blacks

 Niina Suhonen	General Manager Auckland Regional Office P: 09 520 5569 M: 021 186 1321 E: niina.suhonen@harcourts.net	TOPICS - Finance Management
 Gabrielle Ellett	New Zealand Growth Manager Auckland Regional Office P: 09 520 5569 M: 0275 310 202 E: gabrielle.ellett@harcourts.net	TOPICS - Attracting the Right People - Selecting the Right People - Creating an Effective Annual Recruitment Plan - Prospecting, Interviewing & Delivering a Compelling Recruitment Presentation - Recruit high performers with confidence - How to approach, engage and recruit experienced sales consultants - How to write effective job advertisements - Make your content stand out amongst the "noise".
 Chris Kennedy	Chief Executive Officer New Zealand Auckland Regional Office P: 09 520 5569 M: 0274 335 828 E: chris.kennedy@harcourts.net	TOPICS - Auctions and auction marketing, (anything and everything auction) - How to become an auctioneer. - Novice auctioneering - Elite auctioneering, - Competition auctioneering - Christchurch and its rebuild. – Taking charge amidst adversity. - Becoming an exceptional agent - The attributes to success




Queensland

 Martin Millard	Business Owner Harcourts Solutions P: 07 3839 5004 M: 0413 757 571 E: martin.millard@harcourts.com.au	TOPICS - Creating sustainable success in business and life. - It's a privilege to work for others invert the management pyramid.
 Carmen Briggs	Business Owner / Principal Harcourts Inner West P: 07 3511 0666 M: 0418 742 511 E: carmen.briggs@harcourts.com.au	TOPICS - Creating and maintaining effective business units and teams - Becoming a listing agent - Starting up an office - Orientation programs for new sales people - Creating referral and repeat business.


 Brendan Whipps	Chief Executive Officer Harcourts Queensland P: 07 3839 3100 M: 0400 605 757 E: brendan.whipps@harcourts.net	TOPICS - Vendor paid advertising
 Mike Green	Managing Director Harcourts International Ltd P: +61 7 3839 3100 M: +61 410 002 386 E: mike.green@harcourts.net	TOPICS - Recruitment (BO) - Business Planning (BO/SC) - Double Your Income (SC) - Culture (BO)
 Irene Green	Head of the Academy Harcourts International Ltd P: 07 3839 3100 M: 0414 999 342 E: irene.green@harcourts.net	TOPICS - Structuring a speech and presenting - Designing and delivering training - Working with millennials - Women in real estate - Managing people for performance - Attract and retain top agents - Staying current in property management
 Steffi Andruchiw	Chief Financial Officer Harcourts International Ltd P: 07 3839 3100 M: 0411 256 860 E: steffi.andruchiw@harcourts.net	TOPICS - Essentials of Finance - Advanced Money Matters - Growing Businesses - When is a Board needed?
 Kelly Simpson	Financial Controller Harcourts International Ltd P: 07 3839 3100 M: 0408 199 731 E: kelly.simpson@harcourts.net	TOPICS - Essentials of Finance - Maximizing Financial Performance - Benchmarking Your Business - Finance Best Practice - possibly something on budgeting
 Richard Laery	CEO NAI Harcourts Australasia Harcourts International Ltd P: +61 7 3839 3100 M: +61 417 236 130 E: richard.laery@harcourts.net	TOPICS - Commercial, Industrial Property - Presentations - Vendor Paid Marketing - Running Campaigns - Success by Diversification
 Kathryn Creech	Head of Events Harcourts International Ltd P: 07 3839 3100 M: 0412 466 549 E: kathryn.creech@harcourts.net	TOPICS - Event Management

 Tina Sander	Sales Consultant Harcourts Coastal P: 07 5526 6999 M: 0418 878 901 E: tina.sander@harcourts.com.au	TOPICS <ul style="list-style-type: none"> - My 10 Year Path: From Harcourts Queensland Admin to Head Of International to an Agent on The Gold Coast. What I Have Learnt and What I Find Is Working For Me Out In The Field. - How I Keep My Energy High and The Positive Impact It Has My Personal and Professional World and The People Around Me. - Discipline & Structure: The Way It Can Enhance Your World When You Commit To It. - Personal Belief & Belief in Others.....and The Power Attached To This When Taken Seriously. - Challenging Yourself Physically & Mentally To Assist with Your Professional Performance.
 Mark MacCabe	Principal Harcourts Helensvale P: 07 5580 6500 M: 0431 771 677 E: mark.maccabe@harcourts.com.au	TOPICS <ul style="list-style-type: none"> - AUCTION (salesperson perspective – how to win listings) - AUCTION (Auctioneer perspective – how to close the deal) - AUCTION (Team dynamic – how to win the day) - Making the decision to change from agent to owner
 David Gowdie	Business Owner / Principal Licencee Harcourts Solutions - Graceville P: 07 3139 1540 M: 0409 224 441 E: david.gowdie@harcourts.com.au	TOPICS <ul style="list-style-type: none"> - Marketing / PR - Community engagement. - Building your brand (personal/ business) - Selling Vendor Paid - Marketing. - Building performance based culture. - Creating value and opportunity through the auction process
 Mitch Peereboom	Queensland Chief Auctioneer Harcourts Queensland P: 07 3839 3100 M: 0407 531 783 E: mitch.peereboom@harcourts.net	TOPICS <ul style="list-style-type: none"> - Auctions - Listing Presentations - Vendor Paid Marketing - Seller/Buyer Management - Prospecting - Building an "Auction Business"
 Weir Brothers	Sales Consultants Harcourts Coastal P: 07 5529 6999 M: 0435 774 846 E: weirbrothers@coastal.com.au	TOPICS <ul style="list-style-type: none"> - Effective Business Unit / Working in a Partnership
 Bridget Gabites	Sales Consultant Harcourts Solutions Inner City P: 07 3839 5004 M: 042 462 8877 E: bridget.gabites@harcourts.com.au W: www.bridgetgabites.com	TOPICS <ul style="list-style-type: none"> - "REAL" Customer Service developing real community relationships and real Referral networks - "The Sustainable Real Estate Agent" – how to prevent burnout, how to plan your life as a long-term Real Estate Agent and create life balance and commercial success.

Western Australia

 Lee Perry	Director / Sales Executive Harcourts Mandurah P: 08 9581 9999 M: 0408 905 104 E: lee.perry@harcourtsmandurah.com.au	TOPICS <ul style="list-style-type: none"> - Tripping up the opposition in appraisal - Price reductions - Taking it away and laying the path with owners in the offer process - Running of effective business unit teams - Scripts and dialogue
 Paul Blakeley	Chief Executive Officer Harcourts Western Australia P: 08 9388 7700 M: 0457 005 179 E: paul.blakeley@harcourts.net	TOPICS <ul style="list-style-type: none"> - Market for Market Share - Helping them Business Plan - Team Culture By Design
 Stuart Cox	General Manager Harcourts Alliance Mindarie P: 08 9300 3344 M: 0411 417 731 E: stuart.cox@harcourtsalliance.com.au	TOPICS To business owners: <ul style="list-style-type: none"> - Creating a Large and Profitable Office - Property Management Sustainable Growth - A culture of Customer Service. - Sales and PM Accountability to the Business and Themselves. Purely for Sales People. <ul style="list-style-type: none"> - Know Your Numbers and You'll Know Your Market... - Prospecting for Relationships Building - Tailored rep based training sessions on Prospecting, Marketing, Scripts & Dialogues

South Australia

 Kim Shorland	Business Owner Harcourts Adelaide Hills P: 08 8391 3133 M: 0412 523 723 E: kim.shorland@harcourts.com.au	TOPICS <ul style="list-style-type: none"> - Listing presentations - Marketing
 Gregg Toyama	Head of E-Business Harcourts International Ltd P: 08 8410 4444 M: 0400 666 900 E: gregg.toyama@harcourts.net	TOPICS <ul style="list-style-type: none"> - Offline + Online + InLine Marketing Strategy - Increase your productivity with Harcourts apps - Win more business with Harcourts apps
 Andrew Friebe	Chief Executive Officer Harcourts South Australia P: 08 8410 4444 M: 0407 811 662 E: andrew.friebe@harcourts.net	TOPICS <ul style="list-style-type: none"> - Business Planning - 30 Life Lessons - Recruitment


New South Wales

 <p>Garth Makowski</p>	<p>Director / Sales Manager Harcourts The Property People</p> <p>P: 02 4628 7444 M: 0404 866 613 E: garthm@propertypeople.net.au</p>	<p>TOPICS</p> <ul style="list-style-type: none"> - Relationship selling - Manage a successful sales department - How to grow a VPA culture - How to run successful 'In-Rooms' Auction events - How to manage sales consultants - The top 10 winning habits of the best sales consultants - How to dominate your local market - How to dominate at listing presentations - Growing your business (what counts most) - Creating flexible fee systems
 <p>Julianna Forsyth</p>	<p>Head of Specialist Divisions Harcourts International Ltd</p> <p>P: 02 9380 8665 M: 0422 008 551 E: julianna.forsyth@harcourts.net</p>	<p>TOPICS</p> <ul style="list-style-type: none"> - Harcourts Complete - Harcourts Property Management - Customer Service / The Client Experience - Time Management - Working with Personal Assistants
 <p>Mark Morrison</p>	<p>Chief Executive Officer Harcourts New South Wales</p> <p>P: 02 9380 8665 M: 0437 774 197 E: mark.morrison@harcourts.net</p>	<p>TOPICS</p> <ul style="list-style-type: none"> - Sales Management – Building and Running a great sales team - Auction Culture – Why and how auction works in all markets.
 <p>Paul Casarotto</p>	<p>Academy Trainer/BDM/ Auctioneer Harcourts New South Wales</p> <p>P: 02 9380 8665 M: 0419 190 961 E: paul.casarotto@harcourts.com.au</p>	<p>TOPICS</p> <ul style="list-style-type: none"> - How to drive more success with auctions - How to stage a winning auction on auction day - How to survive in a changing market - Top ten attributes of highly successful agents - How to develop a high performance sales team

Victoria

 <p>Sadhana Smiles</p>	<p>Chief Executive Officer Harcourts Victoria</p> <p>P: 1300 856 773 M: 0403 271 676 E: sadhana.smiles@harcourts.net</p>	<p>TOPICS</p> <ul style="list-style-type: none"> - I want what she's having - Talk of the town - People Power – did you have them at hello - Disruption the new game changer - Protect the experience <p>Can provide more details www.sadhanasmiles.com</p>
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Tasmania

 <p>Tony Morrison</p>	<p>Chief Executive Officer Harcourts South Australia State Office</p> <p>P: 03 6337 9700 M: 0418 130 563 E: tony.morrison@harcourts.com.au</p>	<p>TOPICS</p> <ul style="list-style-type: none"> - How to value, buy and sell a rent roll - Are you satisfied with your current level? - The quickest way to build a reputation in real estate - Traits of Successful sales people - Handling Objections in Sales (hundreds of scripts) - How important is culture to success? - Franchising vs Independents - Communication in Sales & Property Management - Master Class in Negotiation - Succeeding in business - Winning Submissions - The why and how of building a strong brand - Are you an Educator or a persuader? - Marketing vs Negotiation - Winning business presentations for Property Management - What is your plan for repeat and referral business? - Really good to Great (NZ conference presentation) - Thriving in a softening market - Setting up the sale
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South Africa

 <p>Richard Gray</p>	<p>Chief Executive Officer Harcourts South Africa Head Office</p> <p>P: +27 31 201 1060 M: +27 83 637 8435 E: richard.gray@harcourts.co.za</p>	<p>TOPICS</p> <ul style="list-style-type: none"> - Achieving Growth in Challenging Markets - The Harcourts South Africa Success Story - The Big 5 of Leadership: Lessons Learnt Over 20 Years - Strategic Planning: A Practical Approach
 <p>Jan Myburgh</p>	<p>General Manager Operations & Learning Harcourts South Africa Head Office</p> <p>P: +27 31 204 1060 M: +27 82 568 0790 E: jan.myburgh@harcourts.co.za</p>	<p>TOPICS</p> <ul style="list-style-type: none"> - Aim for the Gut Reaction: Keynote dealing with Inspiring people versus manipulating them for long term loyalty. - The Tortoise and the Hare – a Modern Day Business Fable: Keynote on how consistency of action provides greater results than perceived talent and short term inspiration. - The Enemy Within: Keynote dealing with the role that ego plays in our relationships and our resistance to feedback. - Purpose: Everything Has One!: Keynote on Life Purpose, Potential & Self Esteem as keys to unlock our doors to self-fulfilment. <p>For more detailed descriptions see www.360solutions.biz and www.janmyburgh.com</p>


USA

 Rob Forde	Regional Director – Harcourts Pacific Harcourts Pacific Regional Office P: 949-599-1700 M: 949-353-7986 E: rob.forde@harcourtsusa.com	TOPICS <ul style="list-style-type: none"> - Auction - Lead Generation - Attitude for success - Recruitment
 Rick DeLuca	Regional Director – Harcourts Northwest Harcourts Northwest Regional Office P: 541-388-7301 M: 541-480-4471 E: rick.deluca@harcourtsusa.com	TOPICS <ul style="list-style-type: none"> - Launching a successful career - Success to Super Stardom - Managing your office to the top
 Bob Wolff	Branch Owner / Realtor Harcourts Prime Properties Monarch Beach P: 949-248-188 M: 949-338-6294 E: bob.wolff@harcourtusa.com	TOPICS <ul style="list-style-type: none"> - Success Secrets of a Top Performer
 Ben Brady	Director of Auctions Harcourts Pacific Regional Office P: 949-632-8995 M: 949-632-8995 E: ben.brady@harcourtsusa.com	TOPICS <ul style="list-style-type: none"> - Listing Presentation - Prospecting Plan - Managing Expectations - Understanding What the Property is Really Worth. - Negotiating with Buyers - Auction <ul style="list-style-type: none"> o USA o AUS o Promising Process Not Price

Canada

 Hayden Duncan	Chief Executive Officer Harcourts Canada P: M: E: hayden.duncan@harcourts.net	TOPICS <ul style="list-style-type: none"> - Business planning - Recipe of success - Leadership - Auctions
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Indonesia

 Nandar Gunawan	Director Harcourts Indonesia P: 021-579 44 277 M: 0816 712 985 E: nandar@harcourts.com.id	TOPICS <ul style="list-style-type: none"> - INTRODUCTION ON SUCCEEDING THW The presentation is an overview of our role, the importance of me, what & how THW contributes to our success. It will give both Principals and SC a clearer understanding of why Harcourts and the application of specific task/ system.
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