









# 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

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

 Chris Kennedy	<p>Chief Executive Officer New Zealand Auckland Regional Office</p> <p>P: 09 520 5569 M: 0274 335 828 E: <a href="mailto:chris.kennedy@harcourts.net">chris.kennedy@harcourts.net</a></p>	<p>TOPICS</p> <ul style="list-style-type: none"> <li>- Auctions and auction marketing, (anything and everything auction)</li> <li>- How to become and auctioneer.</li> <li>- Novice auctioneering</li> <li>- Elite auctioneering,</li> <li>- Competition auctioneering</li> <li>- Christchurch and it's rebuild. – Taking charge amidst adversity.</li> <li>- Becoming an exceptional agent</li> <li>- The attributes to success</li> </ul>
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## Queensland

 Martin Millard	<p>Business Owner Harcourts Solutions</p> <p>P: 07 3839 5004 M: 0413 757 571 E: <a href="mailto:martin.millard@harcourts.com.au">martin.millard@harcourts.com.au</a></p>	<p>TOPICS</p> <ul style="list-style-type: none"> <li>- Creating sustainable success in business and life.</li> <li>- It's a privilege to work for others invert the management pyramid.</li> </ul>
 Dane Atherton	<p>Managing Director Harcourts Coastal</p> <p>P: 07 5526 6999 M: 0412 182 852 E: <a href="mailto:dane.atherton@harcourts.com.au">dane.atherton@harcourts.com.au</a></p>	<p>TOPICS</p> <ul style="list-style-type: none"> <li>-</li> </ul>
 Carmen Briggs	<p>Top Sales Consultant Harcourts Inner West</p> <p>P: 07 3511 0666 M: 0418 742 511 E: <a href="mailto:carmen.briggs@harcourts.com.au">carmen.briggs@harcourts.com.au</a></p>	<p>TOPICS</p> <ul style="list-style-type: none"> <li>- Creating and maintaining effective business units and teams</li> <li>- Becoming a listing agent</li> <li>- Starting up an office</li> <li>- Orientation programs for new sales people</li> <li>- Creating referral and repeat business.</li> </ul>
 Brendan Whipps	<p>Chief Executive Officer Harcourts Queensland</p> <p>P: 07 3839 3100 M: 0400 605 757 E: <a href="mailto:brendan.whipps@harcourts.net">brendan.whipps@harcourts.net</a></p>	<p>TOPICS</p> <ul style="list-style-type: none"> <li>- Vendor paid advertising</li> </ul>
 Mike Green	<p>Managing Director Harcourts International Ltd</p> <p>P: +61 7 3839 3100 M: +61 410 002 386 E: <a href="mailto:mike.green@harcourts.net">mike.green@harcourts.net</a></p>	<p>TOPICS</p> <ul style="list-style-type: none"> <li>- Recruitment (BO)</li> <li>- Business Planning (BO/SC)</li> <li>- Double Your Income (SC)</li> <li>- Culture (BO)</li> </ul>

 <p>Irene Green</p>	<p>Director of Professional Development Harcourts International Ltd</p> <p>P: 07 3839 3100 M: 0414 999 342 E: <a href="mailto:irene.green@harcourts.net">irene.green@harcourts.net</a></p>	<p>TOPICS</p> <ul style="list-style-type: none"> <li>- Structuring a speech and presenting</li> <li>- Working with millennials</li> <li>- Women in real estate</li> <li>- Managing people for performance</li> <li>- Attract and retain top people</li> </ul>
 <p>Steffi Andruchiw</p>	<p>Chief Strategy Officer Harcourts International Ltd</p> <p>P: 07 3839 3100 M: 0411 256 860 E: <a href="mailto:steffi.andruchiw@harcourts.net">steffi.andruchiw@harcourts.net</a></p>	<p>TOPICS</p> <ul style="list-style-type: none"> <li>- Essentials of Finance</li> <li>- Advanced Money Matters</li> <li>- Growing Businesses</li> <li>- When is a Board needed?</li> </ul>
 <p>Kelly Simpson</p>	<p>Financial Controller Harcourts International Ltd</p> <p>P: 07 3839 3100 M: 0408 199 731 E: <a href="mailto:kelly.simpson@harcourts.net">kelly.simpson@harcourts.net</a></p>	<p>TOPICS</p> <ul style="list-style-type: none"> <li>- Essentials of Finance</li> <li>- Maximizing Financial Performance</li> <li>- Benchmarking Your Business</li> <li>- Finance Best Practice</li> <li>- possibly something on budgeting</li> </ul>
 <p>Kathryn Creech</p>	<p>Head of Events Harcourts International Ltd</p> <p>P: 07 3839 3100 M: 0412 466 549 E: <a href="mailto:kathryn.creech@harcourts.net">kathryn.creech@harcourts.net</a></p>	<p>TOPICS</p> <ul style="list-style-type: none"> <li>- Event Management</li> </ul>

 Tina Sander	Sales Consultant Harcourts Coastal P: 07 5526 6999 M: 0418 878 901 E: <a href="mailto:tina.sander@harcourts.com.au">tina.sander@harcourts.com.au</a>	<b>TOPICS</b> <ul style="list-style-type: none"> <li>- 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.</li> <li>- How I Keep My Energy High and The Positive Impact It Has My Personal and Professional World and The People Around Me.</li> <li>- Discipline &amp; Structure: The Way It Can Enhance Your World When You Commit To It.</li> <li>- Personal Belief &amp; Belief in Others.....and The Power Attached To This When Taken Seriously.</li> <li>- Challenging Yourself Physically &amp; Mentally To Assist with Your Professional Performance.</li> </ul>
 Mark MacCabe	Sales Consultant Harcourts Coastal P: 07 5580 6500 M: 0431 771 677 E: <a href="mailto:mark.maccabe@harcourts.com.au">mark.maccabe@harcourts.com.au</a>	<b>TOPICS</b> <ul style="list-style-type: none"> <li>- AUCTION (salesperson perspective – how to win listings)</li> <li>- AUCTION (Auctioneer perspective – how to close the deal)</li> <li>- AUCTION (Team dynamic – how to win the day)</li> <li>- Making the decision to change from agent to owner</li> </ul>
 David Gowdie	Business Owner / Principal Licencee Harcourts Solutions - Graceville P: 07 3139 1540 M: 0409 224 441 E: <a href="mailto:david.gowdie@harcourts.com.au">david.gowdie@harcourts.com.au</a>	<b>TOPICS</b> <ul style="list-style-type: none"> <li>- Marketing / PR</li> <li>- Community engagement.</li> <li>- Building your brand (personal/ business)</li> <li>- Selling Vendor Paid</li> <li>- Marketing.</li> <li>- Building performance based culture.</li> <li>- Creating value and opportunity through the auction process</li> </ul>
 Weir Brothers	Sales Consultants Harcourts Coastal P: 07 5529 6999 M: 0435 774 846 E: <a href="mailto:weirbrothers@coastal.com.au">weirbrothers@coastal.com.au</a>	<b>TOPICS</b> <ul style="list-style-type: none"> <li>- Effective Business Unit / Working in a Partnership</li> </ul>
 Bridget Gabites	Sales Consultant Harcourts Solutions Inner City P: 07 3839 5004 M: 042 462 8877 E: <a href="mailto:bridget.gabites@harcourts.com.au">bridget.gabites@harcourts.com.au</a> W: <a href="http://www.bridgetgabites.com">www.bridgetgabites.com</a>	<b>TOPICS</b> <ul style="list-style-type: none"> <li>- “REAL” Customer Service developing real community relationships and real Referral networks</li> <li>- “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.</li> </ul>

## Western Australia

 	Director / Sales Executive Harcourts Mandurah P: 08 9581 9999	<b>TOPICS</b> <ul style="list-style-type: none"> <li>- Tripping up the opposition in appraisal</li> <li>- Price reductions</li> <li>- Taking it away and laying the path with owners in the offer process</li> <li>- Running of effective business unit teams</li> </ul>
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Lee Perry	M: 0408 905 104 E: <a href="mailto:lee.perry@harcourtsmandurah.com.au">lee.perry@harcourtsmandurah.com.au</a>	- Scripts and dialogue
 Paul Blakeley	Chief Executive Officer Harcourts Western Australia P: 08 9388 7700 M: 0457 005 179 E: <a href="mailto:paul.blakeley@harcourts.net">paul.blakeley@harcourts.net</a>	TOPICS - Market for Market Share - Helping them Business Plan - Team Culture By Design

## South Australia


 Kim Shorland	Business Owner Harcourts Adelaide Hills P: 08 8391 3133 M: 0412 523 723 E: <a href="mailto:kim.shorland@harcourts.com.au">kim.shorland@harcourts.com.au</a>	TOPICS - Listing presentations - Marketing
 Gregg Toyama	Head of E-Business Harcourts International Ltd P: 08 8410 4444 M: 0400 666 900 E: <a href="mailto:gregg.toyama@harcourts.net">gregg.toyama@harcourts.net</a>	TOPICS - Offline + Online + InLine Marketing Strategy - Increase your productivity with Harcourts apps - Win more business with Harcourts apps



## 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: <a href="mailto:garthm@propertypeople.net.au">garthm@propertypeople.net.au</a></p>	<p>TOPICS</p> <ul style="list-style-type: none"> <li>- Relationship selling</li> <li>- Manage a successful sales department</li> <li>- How to grow a VPA culture</li> <li>- How to run successful 'In-Rooms' Auction events</li> <li>- How to manage sales consultants</li> <li>- The top 10 winning habits of the best sales consultants</li> <li>- How to dominate your local market</li> <li>- How to dominate at listing presentations</li> <li>- Growing your business (what counts most)</li> <li>- Creating flexible fee systems</li> </ul>
 <p>Julianna Forsyth Baker</p>	<p>Head of Client Experience Harcourts International Ltd</p> <p>P: 02 9380 8665 M: 0422 008 551 E: <a href="mailto:julianna.forsyth@harcourts.net">julianna.forsyth@harcourts.net</a></p>	<p>TOPICS</p> <ul style="list-style-type: none"> <li>- Customer Service / The Client Experience</li> <li>- Time Management</li> <li>- Working with Personal Assistants</li> </ul>
 <p>Mark Morrison</p>	<p>Chief Executive Officer Harcourts New South Wales</p> <p>P: 02 9380 8665 M: 0437 774 197 E: <a href="mailto:mark.morrison@harcourts.net">mark.morrison@harcourts.net</a></p>	<p>TOPICS</p> <ul style="list-style-type: none"> <li>- Sales Management – Building and Running a great sales team</li> <li>- Auction Culture – Why and how auction works in all markets.</li> </ul>

## 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: <a href="mailto:tony.morrison@harcourts.com.au">tony.morrison@harcourts.com.au</a></p>	<p>TOPICS</p> <ul style="list-style-type: none"> <li>- How to value, buy and sell a rent roll</li> <li>- Are you satisfied with your current level?</li> <li>- The quickest way to build a reputation in real estate</li> <li>- Traits of Successful sales people</li> <li>- Handling Objections in Sales (hundreds of scripts)</li> <li>- How important is culture to success?</li> <li>- Franchising vs Independents</li> <li>- Communication in Sales &amp; Property Management</li> <li>- Master Class in Negotiation</li> <li>- Succeeding in business</li> <li>- Winning Submissions</li> <li>- The why and how of building a strong brand</li> <li>- Are you an Educator or a persuader?</li> <li>- Marketing vs Negotiation</li> <li>- Winning business presentations for Property Management</li> <li>- What is your plan for repeat and referral business?</li> <li>- Really good to Great (NZ conference presentation)</li> <li>- Thriving in a softening market</li> <li>- Setting up the sale</li> </ul>
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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: <a href="mailto:richard.gray@harcourts.co.za">richard.gray@harcourts.co.za</a></p>	<p>TOPICS</p> <ul style="list-style-type: none"> <li>- Achieving Growth in Challenging Markets</li> <li>- The Harcourts South Africa Success Story</li> <li>- The Big 5 of Leadership: Lessons Learnt Over 20 Years</li> <li>- Strategic Planning: A Practical Approach</li> </ul>
 <p>Jan Myburgh</p>	<p>General Manager Operations Harcourts South Africa Head Office</p> <p>P: +27 31 204 1060 M: +27 82 568 0790 E: <a href="mailto:jan.myburgh@harcourts.co.za">jan.myburgh@harcourts.co.za</a></p>	<p>TOPICS</p> <ul style="list-style-type: none"> <li>- Aim for the Gut Reaction: Keynote dealing with Inspiring people versus manipulating them for long term loyalty.</li> <li>- 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.</li> <li>- The Enemy Within: Keynote dealing with the role that ego plays in our relationships and our resistance to feedback.</li> <li>- Purpose: Everything Has One!: Keynote on Life Purpose, Potential &amp; Self Esteem as keys to unlock our doors to self-fulfilment.</li> </ul> <p>For more detailed descriptions see <a href="http://www.360solutions.biz">www.360solutions.biz</a> and <a href="http://www.janmyburgh.com">www.janmyburgh.com</a></p>



## USA

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

## Indonesia

 Nandar Gunawan	Director Harcourts Indonesia P: 021-579 44 277 M: 0816 712 985 E: <a href="mailto:nandar@harcourts.com.id">nandar@harcourts.com.id</a>	TOPICS <ul style="list-style-type: none"> <li>- INTRODUCTION ON SUCCEEDING THW  The presentation is an overview of our role, the importance of me, what &amp; 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.</li> </ul>
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