

Property Management Leadership Summit

7-8 march 2018 • gold coast

#ReachThePinnacle

Early Bird ends
15 December

your
margin
is my
opportunity



Cost: \$1,200/month
Fee: \$100,000/month
Revenue: \$200,000/month



EMPOWERED BY
business
DEPOT

irevilOution
property management
business solutions

7-8 March 2018 • Gold Coast • pmleadershipsummit.com.au

Welcome

Empowered by **ireviloution** and **businessDEPOT**, the Property Management Leadership Summit (formerly ALPPPS) is designed for Australian Property Management Leaders, including Principals, Heads of Department and BDMs, who are serious about leadership and business success.

The two-day summit empowers you with inspiration, leadership skills and real-life business examples to help you step up, lead your team, and profitably grow your business.

Innovative strategies will be provided by 20 international and national property management thought leaders and experts in the business, technology, leadership, marketing, performance and economic fields to help you **#ReachThePinnacle**.

Register now at **pmleadershipsummit.com.au** if you want to **#ReachThePinnacle** in 2018.

Who should attend



Property Management Leaders

Property Management Leaders are Principals, Heads of Department and BDMs who are serious about business and leadership success.

Our Delegates want to be empowered with business and leadership strategies which help them raise the bar and achieve the pinnacle of success.

If you want to know the leading strategies, tools, products and services to help your business, this is the event not to be missed.

Program



8.00am
**Registration opens +
Arrival tea and coffee**
Tradeshow area

8.30am
Welcome
Jacob Aldridge
Boulevard room

8.45am
#ReachThePinnacle
Pinnacle Partner
Boulevard room

9.30am
The Urban List
Susannah George
Boulevard room

10.30am
Morning tea
Tradeshow area

10.45am
Boss vs Coach
Jo-Anne Oliveri
Boulevard room

11.15am
Real Estate Tech
Terry LeClair
Boulevard room

12.15pm
Lunch
Tradeshow area

1.00pm
Little Big Shots
**Yuma Soerianto +
Josh Murray**

1.50pm
Session
John Knight
Boulevard room

2.35pm
Resilience Hollywood Style
Karmen Costigan
Boulevard room

3.00pm
Afternoon tea
Tradeshow area

3.15pm
Session
Ted Polglaze
Boulevard room

4.15pm
Session
Millie Aldridge
Boulevard room

Property Management Leadership Summit

Cocktail Party and Charity Auction

with special guest Andrew Morello

Wednesday 7 March 2018

Mantra on View Poolside

5.30pm-7.30pm

Smart casual

Includes beer, wine, canapés

Join your fellow delegates at our PM Leadership Summit Cocktail Party and Charity Auction. Held beside Mantra on View's pool, enjoy networking in the balmy Gold Coast setting. As well, we are holding a Charity Auction hosted by special guest Andrew Morello to raise funds for the Leroy Loggins Community Organisation. Come along and join in the fun!

8.00am
Arrival tea and coffee
Tradeshow area

8.50am
Welcome
Jacob Aldridge
Boulevard room

9.00am
Content Marketing
Josh Cobb
Boulevard room

9.45am
Session
Terry LeClair
Boulevard room

10.30am
Morning tea
Tradeshow area

11.00am
Tech showcase
Session
Boulevard room

11.30am
Tech showcase
Session
Boulevard room

12.00pm
Tech showcase
Enablo
(Workplace by Facebook)

12.30pm
Tech showcase
Session
Boulevard room

1.00pm
Lunch
Tradeshow area

1.15pm
Partner prize draw
Tradeshow area

1.30pm
Session
Michael Davoren
Boulevard room

2.15pm
Session
ii Member Agency
Boulevard room

2.45pm
Session
Presenter
Boulevard room

3.30pm
Closing remarks
Jacob Aldridge
Boulevard room

3.30pm
Close

Presenters



Jo-Anne Oliveri

Founder and Managing Director

ireviloution and Property Management Leadership Summit

Jo-Anne Oliveri, CIPS, TRC, Founder and Managing Director of property management business solutions company ireviloution and author of Find Your Property Manager NOW: Hire the right agent and make more money is an international real estate identity who has trained over 500 agencies and thousands of agency owners and property managers worldwide.

With over 20 years' real estate experience, she is seen as a leading authority on all things property management, and regarded as a prominent industry trainer. She is a regular contributor to the leading Australian real estate publications, regularly speaks at the industry's top Australian and North American conferences and founded the Property Management Leadership Summit. As well, she was selected as an Industry Thought Leader of the Year finalist for the 2015, 2016 and 2017 Real Estate Business Awards, and Industry Influencer for the Elite Agent 2017 Awards.



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John Knight

Managing Director and Founder, businessDEPOT

As Managing Director and Founder of businessDEPOT John is setting out to change how businesses [and the people behind them] access the advice they need to make their ideas a reality.

The foundational layer of businessDEPOT is essentially an accounting and advisory business. Wrapped around this layer is a marketplace full of all the adviser's business needs from marketing to HR, Legal, IT and so much more. To help make the model work, businessDEPOT also operate a Coworking space and host a series of events to share expertise and insights.

John has over 20 years of experience of providing business and accounting advice to SMEs and family businesses [including business valuations]. From a delivery perspective, these days John focuses on the business advisory side of things with an expertise in the real estate industry and passion for helping business challenge the norm.



Susannah George

Founder and CEO, The Urban List

Susannah George is an experienced marketer and entrepreneur, with a passion for fine food and design. She honed her digital marketing skills in Paris and Los Angeles, before returning to Australia to explore her entrepreneurial dream.

She founded The Urban List – a curated guide to the best experiences in the city – from her bedroom in 2011; a platform that has fast established itself as one of the most influential voices in urban culture, attracting an audience of 2.5 million people each month across seven markets.

Susannah was a national finalist for the 2017 Ernst & Young Entrepreneur of the Year Awards, was named Woman of The Year in the B&T Women In Media Awards (2015) and has also won the Entrepreneur category (2017) and Digital category for two consecutive years (2015, 2016). The Urban List was also a finalist for Website of the Year and Editor of the Year in the Publish Awards; and Media Brand of the Year in the B&T Awards (2015).



Josh Cobb

Founder and CEO Stepps, Host of Real Estate Pros

Josh Cobb is the founder and CEO of Stepps – digital marketing advisors focused on real estate.

Josh has spent 12 years in digital marketing within the real estate industry and prior to launching Stepps in October 2014 he was the marketing manager for national consulting business Real Estate Dynamics and responsible for digital strategy across its suite of products and services. While there, he defined their digital strategy, built the brand and established the company as an industry leader whilst consulting to many of their 400+ clients in Australia and New Zealand.

Today, he oversees digital strategy for top performing real estate teams in Australia, USA & Canada. He travels around Australia and across the globe helping real estate professionals understand and profit from social media, content marketing, lead generation and marketing automation with many speaking engagements each year.



Jacob Aldridge

Director of Advisory, businessDEPOT

Over the past 12 years, more than 300 active growth businesses in Australia, the UK, and Asia-Pacific have worked with Jacob in his role as an international business coach, partner and advisor.

As Director of Advisory at businessDEPOT, Jacob continues to work one-on-one with SME businesses and directors, while also leading the development of our Strategic Advisory services across Workshops, Group Programs, and Online business guidance.

Jacob's alumni clients and those who have attended his presentations describe him as the smart and quirky business guy who makes genuine change happen. He brings business experience that impacts both profit and valuation, plus a unique energy borne from the belief that business is best when it's fun.



Yuma Soerianto

Youngest developer at Apple WWDC17 iOS App Developer, Made By Yuma

Yuma Soerianto is a 10 year old iOS app developer, and is also the youngest scholarship winner at WWDC17. He has made 6 apps on the App Store: Kid Calculator, Weather Duck, Pocket Poké for Pokémon, Hunger Button, Let's Stack, Let's Stack AR.

He started coding at the age of 6 because his schoolwork didn't challenge and satisfy him enough, and started with coding games. Once he was experienced enough, he wanted more of a challenge, and was interested in making apps with Swift (a new programming language used to make iOS apps), as it was new and released at the time. Yuma learned Swift from an iTunes U Stanford University course, which he finished in about four months!

In August 2016, Yuma Soerianto wanted to teach others, especially kids his age to learn how to code and make apps with Swift. He started his own YouTube channel, Anyone Can Code, where he makes tutorials on how to make iOS apps from scratch, using various technologies such as: SpriteKit, CoreLocation, UIKit, and others.



Michael Davoren

Managing Director RE/MAX Australia and RE/MAX New Zealand

Michael Davoren has been in real estate for around four decades and held senior management positions and directorships with major real estate groups in Australia and New Zealand. Michael has also held leadership positions in the industry having been President of both the Real Estate Institute of Queensland and the Real Estate Institute of Australia. He was an Executive Board member of the Chicago-based International Consortium of Real Estate Associations for five years.

Michael is a Director of Pivotal Financial in Australia and New Zealand, and a Director of SQUIZ.com.au. He is one of six regional owners comprising the RE/MAX Global Franchise Forum, which facilitates a two-way information flow between the global network and its global franchiser, RE/MAX LLC.

He co-owns RE/MAX Australia and RE/MAX New Zealand.



Karmen Costigan

Business Development Executive, Property Management Corporate Queensland, Ray White

After completing a Bachelor of Education at Deakin University then realising she was not cut out to be a high school teacher, Karmen Costigan spent several years working as a professional actor. She had a successful career in Melbourne before selling all of her worldly goods, taking the plunge and moving to Hollywood with big plans to be a star!

While living in Hollywood, Karmen entered the residential property management industry as an onsite manager in a less than desirable location. Her experiences from managing apartments in gangland Venice Beach gave her a solid grounding to be a strong property manager, which led to her current role today as Business Development Executive for property management at Ray White Corporate Queensland.

Karmen was the 2017 Myf Porter Award winner for the Ray White Group, which celebrates excellence in learning and development.



Terry LeClair

Senior Vice President

First Team Real Estate, California, USA

Terry LeClair was the selling broker/owner of a top ranked Prudential franchise, Prudential LeClair And Associates Realty, as well as CEO and Founder of TLC Innovations Inc., a web technology company specializing in realtor solutions. In 2001, Terry celebrated the coveted position of 4th top-selling real estate agent in Canada.

With a passion for leveraging technology and the Internet to improve business processes, Terry started TLC Innovations Inc., and launched an innovative suite of web software for real estate brokers and salespeople throughout North America. Terry personally oversaw a staff of full-time programmers and graphic designers, and was responsible for the content, site features and user interface until the company's sale in 2014.

Terry is an expert in online lead generation and incubation processes, as well as a former top-producing realtor. He is currently the Sr.VP of Southern California's largest real estate company, FirstTeam Real Estate.



Millie Aldridge

Personal and Business Coach

Millie is a mentor for women and has worked as a professional coach since 2013.

She dives deep into the limited beliefs; thoughts and emotional blocks that are holding each individual back and helps them transform their lives from the inside out.

Whether it be support for yourself personally or in business, the relationship you have with yourself is most important. Creating a successful life is all about how well you can communicate and connect with yourself and in all of your relationships.

Millie works with individuals and in teams to give them the tools they need to build success in all areas of their lives including health, wealth and relationships. Going in to different businesses she has noticed a common pattern that doesn't work anymore and has made it her mission to deliver new strategies and solutions that have already helped so many company's worldwide.



Andrew Morello

Winner of The Apprentice Australia
Head of Business Development, Yellow Brick Road

Andrew Morello, winner of the first season of The Apprentice Australia, credits his strong work ethic as the catalyst for his success. Morello's lifelong exposure to the property and finance industry, natural enthusiasm and outstanding sales skills mean he is adept at providing people with the service and outcome they are seeking.

A natural leader from his days at St Bernard's College, Morello founded his own business at the age of fifteen and never looked back. Morello is now Head of Business Development at Yellow Brick Road, and is working closely with Executive Chairman Mark Bouris to further grow Yellow Brick Road's expanding branch network. Morello is also the co-founder of online jewellery company Bellagio and Co. and a founding member of The Entourage, Australia's largest educator and community of entrepreneurs with over 85,000 members around the world.

Morello's number one mantra is that relationships are the key to a lifetime of success.



Ticket packages

Early Bird ends
15 December



Cost 4%, \$70/month
Fee 7.6%, \$160/month
Revenue \$210,000/month

Property Management Leadership Summit

general admission

General Admission

2-day summit admission

Cocktail Party and Charity Auction admission

Morning tea, lunch and afternoon tea both days
(no afternoon served day 2)

Delegate pack

Early Bird Price: \$399 +GST

Standard Price: \$499 +GST

Property Management Leadership Summit

VIPM

VIPM

All General Admission inclusions

+ **VIPM 2-hour workshop** with ireviloution Founder and Managing Director, Jo-Anne Oliveri, at 9.00am on Monday 5 March 2018 @ Quest River Park Central

+ **Video recording** of each PM Leadership Summit session

Early Bird Price: \$499 +GST

Standard Price: \$649 +GST

Property Management Leadership Summit

platinum pinnacle

Platinum Pinnacle

All General Admission inclusions

All VIPM inclusions

+ Empowerment Dinner with First Team Real Estate
Senior Vice President, Terry LeClair, at 7.00pm on
Tuesday 6 March 2018 @ Mantra on View

+ Empowerment 1-hour Breakfast with
businessDEPOT Director of Advisory, Jacob Aldridge,
at 7.00am on Thursday 8 March 2018
@ Mantra on View

Early Bird Price: \$749 +GST

Standard Price: \$899 +GST

Mantra on View

Positioned right in the heart of Surfers Paradise just 160m from the beach, Mantra on View Hotel is an ideal choice when visiting Queensland's famous Gold Coast. Every room within this Surfers Paradise accommodation provides all of the facilities you need to make yourself at home.

Accommodation Offer 7-9 March 2018

NIGHTLY RATES (based on single/ double occupancy for Room and Breakfast)

City View Twin/King Room - \$125 (single) / \$135 (twin/double)

Ocean View Twin/King Room - \$135 (single) / \$145 (twin/double)

High Ocean View Twin/King Room - \$145 (single) / \$155 (twin/double)

(Rooms and bedding are all subject to availability at time of booking)

(Room Rates do not apply GST, only on Breakfast components)

Visit www.pmleadershipsummit.com.au to book



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Only 100 places available! Don't miss out, register now at www.pmleadershipsummit.com.au

For more information, contact us on +61 423 970 461 or email info@ireviloution.com



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