

New for 2014 at the REALTORS® Expo

# GLOBAL REAL ESTATE THEATER



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## SCHEDULE OF EVENTS

Global Real Estate Theater Location: Morial Convention Center • Expo Hall • Booth#2209



### Friday, November 7

**3:30p - 3:50p**

**China Market Introduction: Evolution of Chinese International Property Investment**

*Simon Henry, Juwai Limited, Shanghai, China*

**4:30p - 4:50p**

**Brazil as the Engine of a Continent**

*João Teodoro da Silva, COFECI-CRECI, Brazil*

### Saturday, November 8

**9:30a - 9:50a**

**Apps You Can Use Today and Throughout the Year**

*John Mayfield, Mayfield Real Estate Inc.*

*The Business Tech Guy, Farmington, MO*

**10:00a - 10:20a**

**Welcome to São Paulo and Rio De Janeiro...What's There for Me?**

*Laudimiro Cavalcanti, CRECI, São Paulo, Brazil*

*José Augusto Viana Neto, CRECI, São Paulo, Brazil*

*Sergio Sobral, CRECI, Sergipe, Brazil*

**10:30a - 10:50a**

**Vancouver: A Gateway to North American Opportunities**

*Tina Mak, Coldwell Banker Westburn Realty*

*Burnaby, British Columbia, Canada*

**11:00a - 11:20a**

**Developing a Marketing Plan to Reach International Buyers**

*Celeste Starchild, ListHub, Alexandria, VA*

(continued)

## Saturday, November 8

### 11:30a-11:50a

#### Latest in Doing Business with Korean Investors

Peter Park, Prime Properties Asset Management, Los Angeles, CA  
Glenn C. Park, Global Brokers, Atlanta, GA

### 12:00p-12:20p

#### Meet Today's Chinese Buyers, Strategies to Succeed, Part 1

Andrew Taylor, Juwai Limited, Shanghai, China

### 12:30p-12:50p

#### Are You Interested in Working With International Clients?

Tiffany Hartmann & Juliana Scolari, MoneyCorp, Orlando, FL

### 1:00p-1:20p

#### CILA: Where to Find Buyers and Investors: Tools to Get Connected

Francisco Pessler, TV-CRECI, São Paulo, Brazil  
Alfonso Gordon, CILA, Institutional Training and Coordination, Medellín, Colombia

### 1:30p- 1:50p

#### Closing Cross Border Transactions

Bill Endsley, FIABCI-USA Secretary General

### 2:00p - 2:20p

#### Paraguay, Peru, Argentina and Uruguay: Lands of Opportunity

Juan Carlos Tessari, The Paraguay Chamber of Real Estate Companies  
Maria Teresa Secco, Asociación Peruana de Agentes Inmobiliarios (ASPAI)  
Javier Grandinetti, Federación Inmobiliaria de la Republica Argentina (FIRA)  
Wilder Ananikian Bakerdjian, CIPS, Camara Inmobiliara Uruguaya (CIU)

### 2:30p-2:50p

#### Meet Today's Chinese Buyers, Strategies to Succeed, Part 2

Andrew Taylor, Juwai.com, Shanghai, China

### 3:00p-3:20p

#### Hawaii: Where West Meets East To Conduct Business and Take Vacation?!

Judith "Judy" M. Sykes, CIPS, CRB, CRS, AHWD, Sykes & Sykes Properties, Inc., Honolulu, HI

## Sunday, November 9

### 10:30a-10:50a

#### Working With Chinese Buyers, Tips and Techniques, Part 1

Simon Henry, Juwai.com, Shanghai, China

### 11:00a-11:20a

#### Trade Missions Open Doors to Future Real Estate Business

Judith "Judy" M. Sykes, CIPS, CRB, CRS, AHWD, Sykes & Sykes Properties, Inc., Honolulu, HI

### 11:30a-11:50a

#### Discover the Amazon and the Amazing Beaches in Brazil

Francisco Pessler, TV-CRECI, São Paulo, Brazil  
Flavio Koch CRECI Rio Grande do Sul, Porto Alegre, Brazil

### 12:00p-12:20p

#### DUBAI: Doing Business, The One, Two, Three

Laura Choueri, Choueri Real Estate, Dubai UAE

### 12:30p-12:50p

#### Working With Chinese Buyers, Tips and Techniques, Part 2

Simon Henry, Juwai.com, Shanghai, China

### 1:00p-1:20p

#### Panama, Colombia and Mexico: A World of Opportunities

Katherine Shahani, CIPS, ACOBIR (Asociación Panameña de Promotores y Corredores de Bienes Raíces)  
Cesar Augusto Llano Zambrano, FEDELONJAS (Federación Colombiana de Lonjas de Propiedad Raiz)  
Sergio Gomez Rábago, AMPI (Asociación Mejicana de Profesionales Inmobiliarios)

### 1:30p-1:50p

#### Performance of Real Estate Business: Lessons From a Developing Country

Rachael Daisy Mirembe, Makerere University Business School, Kampala, Uganda, East Africa

### 2:00p-2:20p

#### Are You Benefiting From Canada's Growing International Market?

Cliff Iverson, CREA Vice President, Ottawa, Ontario, Canada

### 2:30p-2:50p

#### Think Global and Act Local - Tips to Expand Your Global Business

Eleonore Rojas, realtor.com®, Westlake Village, CA

### 3:00p-3:20p

#### Aussie Sellers Pay Sales Agents Millions in Auction Advertising

Ian Grace, IGM Global Pty Ltd., Gold Coast, Queensland, Australia

### 3:30p-3:50p

#### Dominican Republic, The Land to Rediscover

Emil Montás, Association of Real Estate Companies of the Dominican Republic, Santo Domingo, Dominican Republic

## Monday, November 10

### 10:00a-10:20a

#### Where the Global Buyers are Landing, Trends from Brazil and CILA

Alfonso Gordon, CILA, Institutional Training and Coordination, Medellín, Colombia

### 11:00a-11:20a

#### Outlook, Future Trends on Chinese Investment in North America

Andrew Taylor, Juwai.com, Shanghai, China

\*Note: The following countries are members of CILA: Argentina, Bolivia, Brazil, Colombia, Costa Rica, Guatemala, Mexico, Panama, Paraguay, Peru, Dominican Republic, Uruguay, Venezuela.