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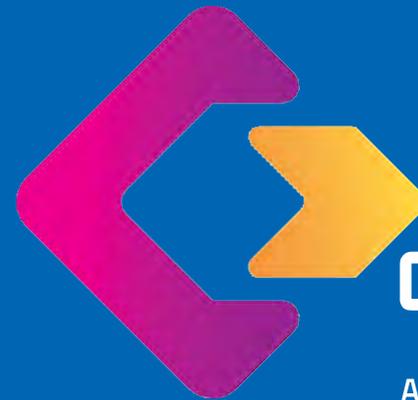
CO - HOST



ORGANISED BY



NATIONAL ASSOCIATION OF
REALTORS-INDIA



NAR-INDIA
11th Annual Convention

**Game
changers**

THINK BIG. | 24-25 August, 2019
ACT BEYOND. | HICC, Hyderabad

www.narindiaconvention.com

KNOWLEDGE PARTNERS



**THINK BIG.
ACT BEYOND.**



BIG ON THOUGHTS, BIGGER ON ACTIONS.

Welcome to the 11th NAR-INDIA Annual Convention, Hyderabad on 24th & 25th August, 2019.

What started off in 2007 as an idea to bring the real estate industry together for conversations, exchange of ideas and networking has grown by leaps and bounds to become something larger. As we enter the 11th year of the Annual Convention, the centre stage is set for big thoughts and ideas to flourish, and for the entire real estate industry to execute these ideas in unison.

The NAR-INDIA Annual Convention is one of the most anticipated real estate events every year. The convention brings realtors, developers, investors, and other stakeholders in the real estate industry, from India and around the world together to interact, learn and create meaningful business connections with each other. The convention gives every participating individual and organization the perfect stage to forge reliable business associations, form business strategies and troubleshoot with experts to make their business a more profitable and successful one.

The Convention also provides the ideal opportunity for developers to showcase their work to realtors and

investors. Likewise, it also gives realtors and investors a chance to obtain accurate information about the latest projects and investment opportunities of developers from across the country. The learning and interactive sessions that will be held over the 2-day convention provides every participant a better perspective of the growth and future of the real estate industry.

Be a part of the action as 1500 delegates from across India and the world participate in India's largest realty convention. Learn from the best as domain experts, industry leaders, developers, architects, lawyers, investors, venture capital firms, real estate professionals, corporate real estate heads, project & facility managers, chartered accountants and financial institutions from the world over take the stage at Game Changers.

With NAR-INDIA always being at the forefront of real estate conversations, the 11th Annual Convention promises to continue its discussions on the development and sustainability of smart cities as well as focus on how the industry, as a whole, can evolve with the changing times.



Ravi Varma
Chairman, NAR-INDIA



NAR - INDIA CHAIRMAN'S NOTE

Once again, we have the convention in Hyderabad & I am looking forward to an excellent celebration of organised realty in a city known for its warmth and hospitality. I am sure the tenure of the incoming president Mr. Sumantha Reddy will take us to the next level as a National Association. The Convention chairman Mr. Shailender Singh along with Mr. Sreedhar Reddy have given us an excellent convention a few years ago.

There's a paradigm shift in the way we run our industry. Recent legislative interventions will make us more transparent, accountable and efficient. I am of course referring to the RERA- Act, the GST rollout and the Insolvency Act (NCLT). These watershed legislations have caused some sluggishness in the market. But the recovery and growth in major markets of the country are now visible. The way forward for our profession continues to be understanding and use of technology & networking both in the city and intercity and continuous skill development and up-gradation of knowledge.

We now have 44 city associations as our members. Make new friends and let us celebrate organized realty together.

CONVENTION CHAIRMAN'S NOTE

It gives me immense pleasure to invite you all to NAR-INDIA's 11th Convention and Expo jointly hosted by HRA and CREA(I). We are proud to have Indian School of Business and School of Planning and Architecture, Delhi as our knowledge partners. It gives us wind beneath our wings when such institutions recognise our efforts and contributions towards the real estate industry in India and our efforts and continuous endeavor to build a force of professional realtors through the route of learning and development.

When 2000+ delegates from over 44 cities and across the world come under one roof, the opportunities are immense. The common interest will be real estate and seeking opportunities to learn, collaborate, network and celebrate.

The 11th convention this year promises to be larger in every sense to set a benchmark for business conferences in India. As a realtor myself I have learnt and scaled my business due to learnings and takeaways from such conferences. Listening to market leaders sharing their success stories and insights on markets, hearing distinct views of speakers on various panel discussions, getting mesmerized listening to motivational speakers and getting inspired can truly help change the game.

Someone rightly said that "Your Network is Your Net worth". Be it a realtor, be it a developer, be it a financial expert, it applies to anyone who is in the service industry. Don't just exchange cards but engage in conversations. Give long lasting handshakes which will convert to friendships and business collaborations for life. Come be a Game Changer.

Shailender Singh
Chairman, NAR-INDIA Convention



NAR - INDIA PRESIDENT'S NOTE

I am very happy to present to you the 11th Annual Convention of NAR-INDIA.

NAR-INDIA aims to streamline and promote the profession of real estate brokerage. It has grown by leaps and bounds and has made a very strong mark in the Indian Real Estate Industry. Being one of the Co-Founders of NAR-INDIA, I feel really proud today that we are the "Strong Voice of Realtors" in the real estate fraternity. We are keeping up with the tradition of bringing together the key industry stalwarts and realty experts from across the country and across the world.

The Convention allows NAR-INDIA members a remarkable chance to network with fellow professionals. The theme for this convention is "GAME CHANGERS - Think Big, Act Beyond". This theme inspires Realtors to broaden their horizons and work towards achieving their goals. I take this opportunity to invite all the stakeholders, both within and outside India, to take part in this grand event and work together for our future and prosperity.

I am thankful to HRA & CREA(I) for jointly hosting the Convention and wish them all the best for this annual convention to be a great success.

Irshad Ahmed
President, NAR-INDIA



Samir Arora
Co-Chairman, NAR-INDIA Convention



CONVENTION CO-CHAIRMAN'S NOTE

At NAR-INDIA, we strongly believe, the organised will grow and the unorganised will struggle. We used to often overhear, big will grow and small will vanish since the days of demonetisation, advent of RERA and the roll-out of GST. Yet we have not only withstood but have essentially grown through the tough times, together. We believe in two things; The future can be better than the present and we have the power to make it better.

The 11th NAR-INDIA Convention is planned as the largest Realty Event under one roof ever in India. HRA and CREA (I) are joint hosts from Hyderabad and Bengaluru have come together to host the biggest and the best ever Realty Convention in India.

With a content driven theme of being the Game Changers in the industry whether it be learning on technology, social media, advancements in industry and marketing skills, REITS & equity raising by realtors among others, the Game Changers will become the catalyst for change in the industry. Every participant stands to gain immensely from this convention.

As the Convention Co-Chairman, I look forward to host you along with our Chairman and Team at Hyderabad.

TEAM NAR-INDIA



Mr. Ravi Varma
Chairman



Mr. Farook Mahmood
Vice Chairman



Mr. Irshad Ahmed
President



Mr. Pravin Phanse
Immediate Past President



Mr. Sumanth Reddy Arani
President Elect



Mr. Anup Dalmia
Vice President



Mr. Ayub Khan
Hon. Secretary



Mr. Tarun Bhatia
Treasurer



Ms. Pushpa Srinivasan
GM Operations



Mr. Shivakumar
Head South Zone



Mr. Mahesh Somani
Head East Zone



Mr. Ashwin Jain
Head North Zone



Mr. Hitesh Thakur
Head Central Zone



Nishit Shah
Head West Zone 1



Mr. Yashodhar Nagaraju
Head West Zone 2

ABOUT NAR - INDIA

Founded in 2008, The National Realtors Association – India (NAR-INDIA) is the apex organization of realtors in India which aims to enlighten Indian realtors and train them to imbibe and adhere to international best practices which in turn inspires confidence in investors and consumers. The core focus of NAR-India is to elevate the standards of practice of the real estate brokerage business to a global level

by promoting ethics, transparency, accountability and respect for rule of law and good governance. The association aims at streamlining and promoting the profession of real estate brokerage in India.

What started as a concerted effort by a small group of dedicated professionals with the support of NAR USA has today become the Voice of Realtors in India. NAR-INDIA is the umbrella organization to over 44 member associations and 20,000+ realtors in the country. NAR-INDIA strongly believes in the strength of relationships and continues to maintain numerous international affiliations such as NAR, AMPI, AREAA, IEA and AEGI to help its' members network globally. In its nascent years, NAR-INDIA was nurtured and mentored by NAR USA. At the national level

NAR-INDIA has signed bilateral agreements with CREDAI National, NAREDCO, NICMAR and RICS and continues to maintain its relationship with the National Housing Bank (NHB) - the country's housing finance regulator under the Reserve Bank of India, Government of India. NAR-INDIA is shortly introducing real estate courses and certifications for members to upgrade their skills through learning and

development. All these courses will be developed by Indian Institute of Real Estate (IIRE) which is NAR-INDIA's own educational wing.

TEAM CREA (I)



Pradeep Joe
Founder & President



A. A. Sheriff
Founder & Vice President



Samir Arora
General Secretary



Ashley Rocque
Joint Secretary



R.P. Agrawal
Founder & Treasurer



Machaiah Cariappa
Founder Committee Member



Aljo. Mathew
Committee Member



Jagdish Nagbushan
Committee Member



Adithya Setty
Committee Member



Santosh Avalakki
Committee Member



Amit Bannerjee
Committee Member



C M Jagadish
Committee Member



Ravikant
Committee Member



Kushal R
Committee Member

FROM THE PRESIDENT

It gives me immense pleasure to announce the 11th NAR-INDIA Convention will be held on 24th and 25th August 2019 at HICC, Hyderabad. This Game Changers event is being co-hosted by two major Realty Associations in the country, HRA [Hyderabad] and CREA (I) [Bangalore]. Collaboration is the name of the game and this event is bound to be one of its kind in the country. The idea of promoting Developers and Realtors of the country under one roof is in the interest of Realty business growth, together. It is a Game Changer as it will change the perception of the Real Estate Industry.

The stalwarts of the industry, the leading developers and all realtors along with our knowledge partners ISB and School of Planning and Architecture, Delhi, make this is a Convention and definitely a platform for all to be associated with.

As the President of CREA (I) and on behalf of

NAR-India, I request all realtors and developers to be a part of this epoch event or rather a movement called Game Changers.

Let us be the Change we want to see.
Let us be the Game Changers. Look forward to see all of our fraternity at the Event.

Pradeep Joe
Founder & President



ABOUT CREA (I)

Formed in 2010, the Confederation of Real Estate Associates, CREA(I), constantly strives towards being the binding force between the developers and consumers through efficient, effective and ethical practices. CREA(I) to this effect strives to

equip its members with the necessary education and expose them to effective methods of customer service, dispute redressal and proactive handling of professional issues.

TEAM HRA



Mr. Sumanth Reddy Arani
President



Jagadeesh Adasada
Vice President



Sarith Kumarr Jonnala
Secretary



Tarak Ranga Reddy
Joint Secretary



Amar Srinivas
Hon. Treasurer



Manas Sahu
Managing Committee



Mukesh Mewada
Managing Committee



Jeelani Basha
Managing Committee



Sujit Kumar Chakraborty
Managing Committee



Saleem Mawani
Managing Committee

FROM THE PRESIDENT

It is my honour and privilege to welcome you all for the 11th NAR-INDIA Annual Convention to be held in Hyderabad.

Let me firstly thank everyone at NAR - INDIA for giving us this opportunity to host Game Changers, the 11th NAR-INDIA Annual Convention.

What a time to be alive! As India's growth story enters a whole new dimension, this exciting period has opened up avenues for the real estate industry that have seldom been explored before. The timing of the 11th NAR-INDIA Annual Convention gives us the perfect opportunity to reaffirm our commitment to the values of transparency, service and integrity as well as explore these new ideas, opportunities and solutions for a new India.

It gives HRA and me immense pleasure to be hosting the 11th NAR-INDIA Annual Convention on the 24th and 25th of August, 2019 alongwith the brilliant team of CREA(I). This convention has brought the best out of everyone at HRA, improved the co-ordination and relationship with the members of our co-host

association CREA(I) and allowed both hosts to truly understand our potential and passion for what we do.

Game Changers has all the ingredients necessary for it to become the most successful convention to date. We hope that your passion and participation will make it a grand success. I once again thank everyone at NAR-INDIA for giving us this golden opportunity to play hosts for such a prestigious event.

Mr. Sumanth Reddy Arani
President, HRA



ABOUT HRA

Hyderabad Realtors Association – HRA is home to the most dynamic real estate companies and agents from across the city. With a strong 125 member base and that number is increasing at a fast pace. HRA seeks to bring diverse professionals in the real estate industry on a common platform to create a vibrant real estate market. The association hopes to foster professionalism and integrity among its members.

The association provides numerous services to its members, which include educating the next generation of consultants and agents. It also carefully monitors trends in the realty sector and acts as a resource pool for members to use and build on. HRA

believes in collective growth and feels this is the key to the development of the State.

Over the last few years, HRA has successfully executed the values they stand for. This has resulted in an efficient and process driven approach to the real estate market that has helped enhance the trust and relationship between developers, consumers and realtors significantly. The association has also successfully conducted conventions at the state level like Exceed in 2018 and The HRA Property Expo in 2017 to help build a stronger real estate commune.

MEMBER ASSOCIATIONS



Association of Bhopal Realtors, Bhopal



Association of Certified Realtors of India, Delhi



Association of Property Professionals, Delhi NCR



Ahmadabad Realtors Association, Ahmadabad



Association of Real Estate Consultants, Nashik



Association of Real Estate Agents', Mumbai



Association of Professional Property Consultants Chennai



Association of Realtors, Ludhiana



Association of Real Estate Agents, Siliguri



Bangalore Realtors Association-India, Bangalore



Chhattisgarh Association of Realtors, Chhattisgarh



Coimbatore Association of Real Estate Agents, Coimbatore



Calicut Realtors Association-India, Calicut



Chennai Real Estate Agents Association, Chennai



Confederation of Real Estate Associates-India, Bangalore



Destiny Realtors Association, Anand



Goa Association of Realtors, Goa



Guwahati Realtors Association, Guwahati



Gandhinagar Realtors Welfare Association, Gandhinagar



Hyderabad Realtors Association, Hyderabad



Indore Realtors Welfare Association, Indore



Jharkhand Association of Realtors, Jharkhand



Kalyan Dombivali Realtors Association, Kalyan Dombivali



Kolhapur Realtors Welfare Association, Kolhapur



Kerala Realtors Association

MEMBER ASSOCIATIONS



Mangalore Association of Realtors, Mangalore



Mysore Realtors Association, Mysore



Navi Mumbai Association of Realtors



Odisha Realtors Association



Professional Realtors Association, Tumakuru



Professional Realtors of Pune



Real Estate Agents Association Kandivali, Kandivali



Rajkot Estate Agents Association, Rajkot



Realtors & Estate Consultants Association of Kolkata



Rajasthan Realtors Association, Rajasthan



South Metro City Association of Realtors, Mumbai



South Territory Association of Realtors, Madurai



Surat Realtors Association, Surat



Trivandrum Realtors Association, Trivandrum



The Realtors Association, Mumbai



Ujjain Realtors Welfare Association, Ujjain



Vadodara Estate Broker's Association, Vadodara



Vadodara Realtors Association, Vadodara



Vidarbha Realtors Association, Nagpur

NATIONAL & INTERNATIONAL AFFILIATIONS



CREDAI



IIRE



NAREDCO



NICMAR



RICS



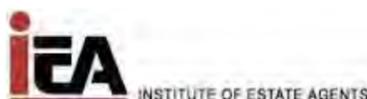
NAR Global



Asociacion Mexicanade Profesionales Inmobiliarios AC (Mexican Association of Real Estate Professionals AC)



Asian Real Estate Association of America



Institute of Estate Agents Singapore



Asociacion Empresarial de Gestion Inmobiliaria

KNOWLEDGE PARTNERS

About ISB

The Indian School of Business (ISB) was established in 2001 with an aspiration to put India on the global map of management education. Over the years, the school has successfully pioneered several new trends in management education in India, and firmly established itself as a world class management institution. In 2008, the ISB became the youngest institution to be ranked among the Top 20, in the Global MBA Rankings released by the Financial Times, London, and since then has been ranked consistently among the top B-schools globally. The ISB is also the first B-school in South Asia to receive AACSB accreditation.

About SPA, Delhi

The School of Planning and Architecture had a modest beginning in 1941 as a Department of Architecture of Delhi Polytechnic. It was later affiliated to the University of Delhi and integrated with the School of Town and Country Planning which was established in 1955 by the Government of India to provide facilities for rural, urban and regional planning. On integration, the School was renamed as School of Planning and Architecture in 1959.

Recognizing the specialized nature of the fields in which the School had attained eminence, in 1979, the Government of India, through the then Ministry of Education and Culture, conferred on the School of Planning and Architecture the status of "Deemed to be a University". With this new status, the School had

The ISB today has a strong pool of research-oriented resident faculty and invites high-calibre international faculty from reputed B-schools. Research has always been an area of focus for the school, making the ISB perhaps the most productive Indian institution in management research. The ISB is one of the few business schools to focus on emerging economies.

The international conferences and workshops draw thought leaders from the global business community, policy makers and academia. The school's vision is to be an internationally top-ranked, research-driven, independent management institution that grooms future leaders for India and the world.

broadened its horizon by introducing new academic and extension programmes and promoting research and consultancy activities. It was recognized as "An Institute of National Importance under an Act of Parliament" in 2015.

The School is a specialized University, which exclusively provides training at various levels, in different aspects of human habitat and environment. The School has taken the lead in introducing academic programmes in specialized fields both at Bachelor's and Master's level, some of which are even today not available elsewhere in India. The School, in striving for excellence, has always been in the lead in extending education and research to new frontiers of knowledge. Human habitat and environment being the basic concern of the School, the spectrum of academic programmes is being continuously extended.

DESTINATION HYDERABAD

The Nawabi Hospitality Beckons

Considered as the best city to live in for the 5th consecutive year (Mercer's Quality of Living (India) Rankings – 2019), Hyderabad is the perfect conglomeration of rich traditions and hospitality mixed with state-of-the-art infrastructure and cosmopolitan population. The city's exponential rise to the top, over the last decade or two, has made Hyderabad a crucial economic and tech hub in India. In the middle of all this development, the city still retains its charm from the yester years. Charminar, Golconda Fort, Falanuma Palace and the Qutub Shahi Tombs are a few relics of the past that bring Hyderabad's rich past to life.

Unlike other cities with comparable population size, Hyderabad is the only city which does not rely on one or two sectors. It has the right mix of manufacturing, pharmaceutical, technology, logistics and research organizations.

The last few years have presented an interesting scenario in Hyderabad's real estate sector. The city will be the focus of realty professionals from across India and the world on the 24th and 25th August, 2019. The 2-day Annual Convention will be an enlightening experience where lectures, expositions, panel-discussions and brain-storming sessions with over 1500 Game Changers from across India and the world will discuss, debate and deliberate on the way forward for realty.



JOIN THE GAME CHANGERS

Why Sponsor?

The NAR-INDIA Annual Convention has come a long way since its inception in 2007. Over the last decade, the convention has attracted thousands of enthusiastic participants every year. The Annual Convention has also been a Game Changer for sponsors due to the focused exposure that sponsoring brands receive. With domain experts, industry leaders, developers, architects, lawyers, investors, venture capital firms, real estate professionals, corporate real estate heads, project & facility managers, chartered accountants and financial institutions from the world over converging at a single point, the possibilities for

sponsors to showcase products, network and connect with individuals and organizations are endless.

The 11th Annual Convention promises to be bigger than any of its previous predecessors giving sponsors the ideal platform to showcase their brands to a highly influential and global real estate fraternity. The 2-day convention provides high visibility and business opportunities that can establish a brand's presence on the global scale.

The convention is all set to be a profitable Game Changer for all of its Sponsors.

Advantage Sponsors!



Brand Exposure



Live Presentation Opportunities



Intricate Networking



Leads, leads & more leads



Global Impact & Reach



To showcase your brand
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