

REIA NATIONAL CONFERENCE

Hilton Hotel, Adelaide - 25 March 2010

2010 STEP UP, STAND OUT... YOU'RE HIRED.

Receive 3
CPD points
for attendance

MARK
BOURIS



FRANK
ROMANO



JOHN
RUNKO



RIK
RUSHTON



DARREN
HUNTER



TICKETS ON SALE NOW

REIA will combine its National Awards with a National Conference, designed to put you in touch with some of Australia's best real estate and business speakers.

Frank Romano

8.45am - 9.45am

MASTERING THE MINDSET OF SUCCESS

In this high impact session, Frank will cover the skills of emotional management and the development of the attitudes required to maintain consistent peak performance. Participants will discover the practical skills and techniques that will allow them to manage their emotional state by accessing empowering values and beliefs whilst eliminating performance destroying internal representations.

[More information on Frank Romano >>](#)

Session One

9.55am - 11.10am

SALES

Rik Rushton - 7 Steps to Success in Any Market

Rik Rushton has identified over the past 20 years of practical industry experience, 7 steps to success, irrespective of the prevailing market conditions. Armed with these 7 keys, your success in the 2010 market place is assured.

[More information on Rik Rushton >>](#)

PROPERTY MANAGEMENT

Darren Hunter - Wield the Power of Expectation

Property Management can be one of the toughest jobs around where only the strong survive. What skills must you master to be part of the elite in this challenging role where people seem to become more demanding, and property managers are burning out more than ever.

[More information on Darren Hunter >>](#)

LEADERSHIP

John Runko - What You Need to Succeed in a Changing Market

As CEO of one of Australia's most successful real estate agencies, Independent Property Group, John Runko will delve into leadership in the next decade - how it is changing and what you need to do to succeed.

[More information on John Runko >>](#)

Session Two

11.30am - 12.45pm

SALES

Rik Rushton - Survive, Thrive and Prosper in Any Market

You will leave this session with a renewed understanding of your true competition, build upon your personal and company strengths that you can amplify to prospective clients that will dramatically improve your business in 2010.

[More information on Rik Rushton >>](#)

PROPERTY MANAGEMENT

Darren Hunter - More Power to You

We now give you a say for this entire session. Giving you some key topics, discuss with some of the best property managers in the country issues such as what are the most effective points of difference used by the elite and what are the best rent roll growth methods being used?

[More information on Darren Hunter >>](#)

LEADERSHIP

John Runko - How to Lead a Successful Office

Learn how to manage an office successfully from one of the best. John will give insight into the specifics of successful leadership in an office, common mistakes people make and tips for success.

[More information on John Runko >>](#)

Session Three

1.30pm - 2.45pm

INDUSTRY PANEL: THE GLOVES COME OFF

This is your opportunity to ask questions and participate in an interactive session with more real estate industry leaders. Don't miss your chance to hear some of the most successful and influential people in the profession discuss the topics that will affect your career.

Mark Bouris

3.15pm - 4.15pm

THE MARK BOURIS STORY

Learn the secrets of a successful businessman from one of the best. Mark Bouris will tell the story of his own business experiences and provide insight into what he has learnt, what he has achieved and how he got where he is today.

[More information on Mark Bouris >>](#)

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