

Date: 16 January 2019 (Wednesday)

Location: UCSI College (Damansara Utama),
Level 3, Auditorium,
Plaza Damansara Utama,
2 Jalan SS 21/60,
Damansara Utama
47400 Petaling Jaya, Selangor.

Time: 6.30pm – 9.30pm

*Note: You can park your cars at
the nearby Starling Mall in
Damansara Utama, PJ.*

FREE for the first
30 registrants.
RM20 per pax
thereafter.

EXECUTIVE GUEST LECTURE SERIES 2019

WHO SHOULD ATTEND?
This event is targeted but
not limited to REAL ESTATE
NEGOTIATORS.

[CLICK HERE TO REGISTER](#)

Programme

6.30pm – 7.00pm	Registration
7.00pm – 8.00pm	<p>‘Common Legal Issues faced by real estate practitioners & How to Secure your Contractual Rights’ by Ms Sophia Ling</p> <p>What you can expect :</p> <ul style="list-style-type: none"> • Notes will be provided • Learn how to avoid legal pitfalls in your real estate business • Learn how to protect your interests in your letter of appointment with your clients and in your Letter of Offer For Sale and For Rent • Learn how oral agreements work and how you can make it binding on your clients • Learn from relevant case laws involving estate agents and their clients and what you can learn from them
8.00pm – 8.15pm	Break
8.15pm – 9.15pm	<p>‘What are homebuyers looking for when buying a house in 2019’ by Dr Alan Poon</p> <p>What you can expect :</p> <ul style="list-style-type: none"> • Sharing on what homebuyers are looking for and their buying behavioural patterns in the new year • What real estate practitioners ought to know when marketing properties to buyers
9.15pm – 9.30pm	‘Your Pathway to becoming a registered estate agent’ by Mr Anthony Chong from UCSI College

Speaker Profiles

Ms Sophia Ling Yih Ming

LLB (Hons), University of Hertfordshire, UK
Barrister At Law (Lincoln's Inn)

Sophia is the Managing Partner of Leong & Co (Advocates and Solicitors) (KLCC branch). She obtained her LLB (Hons) from University of Hertfordshire, United Kingdom. Thereafter she enrolled in Lincoln's Inn to pursue her Professional Bar Training Course and was later called to the Bar of England and Wales. Subsequently she was called to the Malaysian Bar upon completion of her chambering. She has many years of experience in handling legal matters involving conveyancing matters (e.g. Housing Loans, Sales and Purchase Agreements, Tenancy Agreements & Developer Project Agreements among others).

Dr Alan Poon

B.Eng.(Mech.)(Hons.) (UM)
Project Management (PMI-Vienna)
Certified NLP Practitioner (NFNLP-USA)
Ph.D (H.C) Doctor of Humanity, (AUGP-USA)
The Malaysia Book of Records Holder; "First Author To Launch Three Books Simultaneously"

Dr Alan Poon has been involved in training, coaching and consulting for more than 15 years with a passion to dramatically increase profits, productivity and the performance of people. Dr Alan is the Principal Consultant and CEO of SuperiorWealth Resources Sdn Bhd which develops and conducts trainings in the Asia Pacific region. As a key opinion leader in the real estate industry, he is one of the most sought-after speakers at real estate events. He is regularly featured in the media nationwide. He is also a regular contributor to real estate magazines, and other publications. In 2017, Dr Alan joined the list of luminaries in the Malaysian Book of Records as THE FIRST AUTHOR TO LAUNCH 3 BOOKS SIMULTANEOUSLY'. It was a record breaking feat never seen before in the country. Recently he was the recipient of the "Outstanding Individual Award for Most Media Coverage Given to a Property Speaker" by The Malaysia Property Press Awards 2018. Dr Alan was conferred the Degree of 'Doctor of Humanity' (Honoris Causa) by the Academy of Universal Global Peace, USA, for his years of promoting peace values in community works.

