

# EXCLUSIVE PROGRAM DESIGNED FOR THE NEXT GENERATION OF PROPERTY LEADERS



'Young Successors' is a non-commercial educational program that helps you find answers to questions about property succession & investment in real estate

## QUICK FACTS ABOUT THE PROGRAM

### FORMAT



EDUCATION +  
NETWORKING

### DATE



6-7 NOVEMBER  
2019

### LOCATION



LONDON

### LANGUAGE



ENGLISH

### AGE RANGE



20-30

### PROBLEM-SOLVING



1:1 WITH EXPERTS



## LEARN

about \$280.6 trillion industry, which is by far the most significant store of wealth (3.5 x global GDP).

## BOOST

your skills and CV with unique learning content from the global market-maker and its most innovative products.

## EARN

additional income through our referral program to kick-start or take your entrepreneurial ideas to the next level.

## WHY JOIN THIS PROGRAM

- Skills & knowledge to make informed decisions
- Additional income through Referrals Programme
- 1:1 with experts and professional feedback on your cases
- Tours around most fascinating properties
- Networking with global decision-makers
- New connections, new partners and friends
- Insights from global market-makers and leaders
- Hands-on business cases and projects

# WORKSHOP 1. RESIDENTIAL PROPERTY MARKET

## UNPREDICTABLE FUTURE

The world is rapidly changing, disruptors such as Airbnb, Zoopla, YOPA are changing the game rules on the real estate market. This Workshop is designed to take a closer look at current trends in the industry that are likely to transform it in the next 10-15 years to better prepare you for making informed buying decisions amidst such uncertainty.



## AGENDA

### DAY 1 6 pm – 9:30 pm

- UK Residential market overview 2019
- New development: case studies of current projects
- Real Estate Finance
- Club financing in Real Estate
- Venture capital startups & REITs
- Legal aspects of property succession
- Networking + canapés

### DAY 2 11 am – 3 pm

#### Tour around top London properties, such as:

- No. 1 Grosvenor, Mayfair: home to British aristocracy since the 1700s
- 20 Grosvenor, Mayfair: London's finest address with bespoke service from Four Seasons hotel
- The Mansion, Marylebone: a boutique development of unique apartments with Bentley service at hand
- Investment property hotspots arounds growing Crossrail areas, King's Cross regeneration

## WORKSHOP TAKE-AWAYS

### SKILLS



- basic property valuation techniques and tools to make informed housing/ investment decisions
- ability to tell the profitability and risks of different objects by location or type
- ability to apply Real Estate business cases in real life

### MARKET KNOWLEDGE



- big trends that will drive Real Estate performance: technology, globalisation, and urbanisation
- factors and assumptions underlying Real Estate financing deals
- legal pitfalls to beware of when acquiring property

### ACTIVITY



You will get a chance to sneak a peek at London's top fascinating properties that are usually closed to wide public and learn about their great historical and cultural value

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