

unproperty management series

workshops for future-focused
property management
leaders and teams



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property management
business solutions

flussos
property management workflows

**property management
academy**

kaboodle

PURPLE
POWERED VA

We are excited to launch our new workshop series for property management leaders and teams- *UnProperty* Management Series. Choose from full-day or half-day workshop packages and help your agency unlearn and relearn how to do property management the new way in the new age.

Hosted by award-winning international PM coach, Jo Oliveri, CIPS, TRC, who was the former Vice President of Property Management for one of California's largest independent real estate brokerages, this is your opportunity to make your agency ready for the future now.

Learn cutting-edge strategies and tactics to future-proof your agency in our latest workshops: *Decode*, *Define*, *Decipher*, and *Defuse*. These are your ticket to adapting your mindset, leadership style, communication methods, and negotiation tactics so you can compete in an everchanging property management landscape.



about jo oliveri

FOUNDER AND MANAGING DIRECTOR,
IREVILOUTION

Jo Oliveri, CIPS, TRC is a multi-award-winning and internationally recognized property management authority. As one of the industry's top thought leaders, she has trained thousands of property management business owners and property managers around the world, including in Australia, New Zealand, and the USA.

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With almost 30 years' real estate experience, Jo is relentless in her pursuit of empowering positive change in the industry. In 2020, she was selected as the REB Women in Real Estate Awards Coach of the Year.

During her successful real estate career, Jo has gone from State and National award-winning Property Manager to Divisional Manager, Principal and Licensee, Head of Property Management Operations and Development, and Founder of her own PM consulting company, ireviloution.

Jo was also formerly Vice President of Property Management for one of California's largest independent real estate brokerages, which has over 3000 sales agents.

unproperty
management
series

packages



full-day workshops

Choose one (1) leaders workshop:

- Decode
- Define

AND one (1) team workshop:

- Decipher
- Defuse

Each workshop runs for three (3) hours

Morning Tea AND Afternoon Tea included

No limit to workshop class size

CPD Points may be available

Fee: \$5,285+GST*

**Jo's travel costs additional: Business class flights, min. 2 x nights' accommodation, airport transfers, transport, meals*

half-day workshops

Choose one (1) workshop:

- Decode
- Define
- Decipher
- Defuse

Each workshop runs for three (3) hours

Morning Tea OR Afternoon Tea included

No limit to workshop class size

CPD Points may be available

Fee: \$3,685+GST*

what they say

Thank you sincerely for the very informative business workshop you conducted yesterday.

Matt, Nicole, and I came away with so many ideas and thoughts on how we can better service our PM clients and also ensure the business has safeguards in place as we navigate through some challenging times ahead.

The discussions and feedback from attendees are always welcomed as, together within the PM industry in Perth, we can benchmark and assess how to ensure our businesses continue to grow.

Anita Percudani
Realmark Director

unproperty
management
series

topics





FOR PROPERTY MANAGEMENT LEADERS

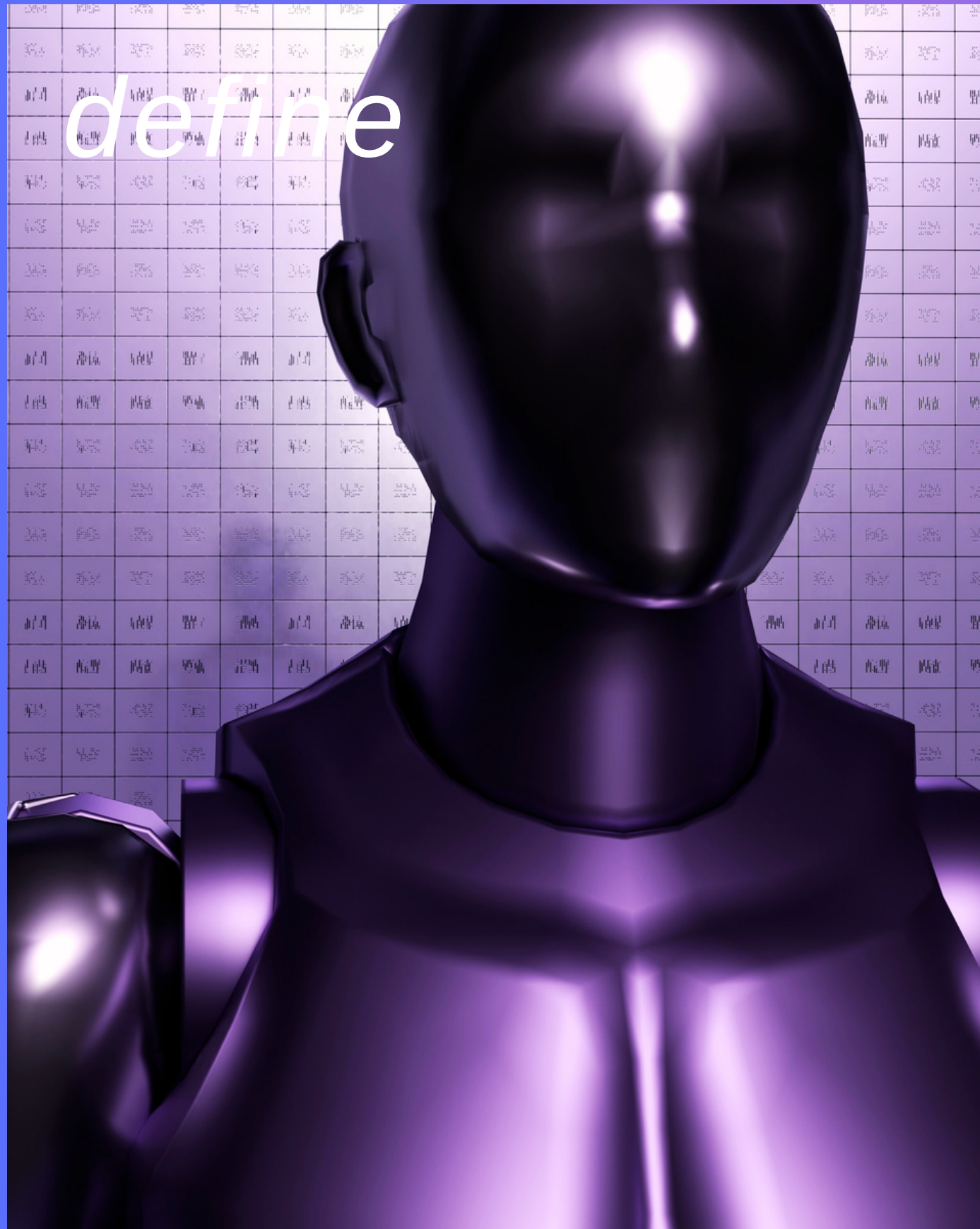
Master the new age of property management

As a property management leader, you know that the industry is constantly evolving. To stay ahead of the game, it's crucial that you keep up with the latest trends and emerging technologies. Ignoring these changes is no longer an option.

The new age of property management requires proactive leadership and the ability to decipher the landscape. By attending this workshop, you will gain the knowledge and skills necessary to future-proof your agency and thrive in the face of new challenges.

Don't wait until it's too late - invest in your agency's future by staying ahead of the curve and embracing the changes that are coming. With the right mindset and tools, you can lead your team to success in this rapidly changing industry.

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FOR PROPERTY MANAGEMENT LEADERS

Leadership in the new age of property management

As a property management leader, you face unique challenges that require innovative solutions. From technological advancements to employee retention, the demands of your role can feel overwhelming at times. However, there is a way to navigate these challenges and achieve success.

Join us for a workshop that will equip you with the tools to lead with a coach-like personality rather than a boss-like mentality. Through examples and case studies, you will learn how this leadership style can improve performance and employee satisfaction in the PM industry.

During this workshop, you will discover how to empower your team to adopt your agency's vision and values to meet your performance targets. You will also gain insight into leading-edge tactics to "coach" employees and create a loyal team that consistently produces results. Don't miss out on this opportunity to enhance your leadership skills and drive success in the new age of property management.

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decipher



FOR PROPERTY MANAGEMENT TEAMS

Communication in the new age of property management

The world has become more connected than ever before, and with it, the way we communicate has changed significantly. With so many different platforms available, it can be overwhelming to figure out which one is best for which situation. This is especially true in the world of property management, where clear communication is key.

Fortunately, there are ways to navigate this new era of digital communication. By learning the latest technologies, policies, and protocols, your team can connect with clients in a way that is seamless and efficient. This workshop will teach your team how to use digital tools to create a positive customer experience and foster long-term loyalty. With the right skills and knowledge, your team can stay ahead of the curve and provide exceptional service to your clients.



FOR PROPERTY MANAGEMENT TEAMS

Negotiation in the new age of property management

As property managers, dealing with difficult conversations can be a tough task. Whether it's a landlord who is unhappy with the service or a tenant who has fallen behind on rent, navigating these situations requires tact and skill.

In the new age of property management, it's important for teams to focus on emotional intelligence (EQ) and how it can help to future-proof your agency. By attending our workshop, your team will learn what EQ is and how to use this soft skill to negotiate win-win results. They will discover ways to become more resilient property managers, gaining insights into how to resolve conflicts and turn clients into raving fans.

With our expert guidance, your team will be equipped with the tools and knowledge to handle difficult conversations with confidence and professionalism. Invest in your team's success today and watch your agency thrive in the competitive world of property management.

what they say

For any of the agents in the area to complete CPD face-to-face, they would have to travel to one of the capital cities. This would involve not only the course costs but air flights or petrol, accommodation and of course travel time away from the office. We simply don't have access to the numerous courses available to agents in or close to capital cities.

So, I approached Jo Oliveri to see if she would offer some courses in Coffs Harbour to allow agents on the lower, mid, and far north coast an alternative for CPD points without the huge costs involved.

We had a great response to the first training day and, as a result, Jo will be conducting more in the future. Jo has vast experience in Property Management and conducts training across the country and in the USA.

Do yourself a favor and enroll for one of her sessions, you won't be disappointed.

Christine Rengger
TMP Rentals Director

*register
now*

contact



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