

REAL ESTATE BUSINESS MANAGEMENT AND HOUSING FINANCE

AHMEDABAD, GUJARAT



**BUILDING FUTURES.
BUILDING EXCELLENCE.**

A stylized city skyline silhouette is centered on the page. The skyline is composed of various building shapes in shades of blue and light blue. The background features abstract geometric shapes in teal and light blue at the top, and a solid dark blue bar at the bottom. The overall aesthetic is modern and professional.

**BUILDING FUTURES.
BUILDING EXCELLENCE.**

THE REAL ESTATE MANAGEMENT INSTITUTE - REMI

The Real Estate Management Institute- REMI, is a leading institute that provides certification programs, executive courses and customized training programs specially designed for the real estate sector. REMI offers 100% internship and placement opportunities to students at developers, property consultants, brokers and other real estate services companies.

REMI has been established with the vision to 'Skill India to Build India' to pave the way for industry development through training programs that enhance the skill set of new entrants and professionals in the real estate sector.

REMI's curriculum has been specially designed in line with global best practices through the collaboration with The Institute of Real Estate Management- IREM, USA and The Project Management Institute (PMI). REMI is also the Preferred Education Partners of CREDAI - MCHI.

REMI has also received the Lokmat Corporate Excellence Award for 'The Best Vocational Training Institute for Real Estate Management' (2015-2016) and the Brands Academy Award for 'Emerging Institute of the Year for Real Estate Courses - Mumbai' (2015-2016).

GANPAT UNIVERSITY - CENTRE FOR CONTINUING EDUCATION (GNU-CCE)

Ganpat University is one of the most trusted Not-for-Profit State Private University established by the Government of Gujarat and approved under section 2(f) by the University Grants Commission (UGC). In recognition of its contribution to the Higher Education in a short period of time, the University has been listed among India's Top 200 Universities in NIRF India Rankings 2017 by Ministry of HRD, Govt. of India and ranked among Top 15 Private Universities in India in India's Best Universities Survey 2017 by India Today.

The University is among very few higher education providers in the nation, which has taken several notable initiatives for creating unique learning opportunities as well as rooting critical skills to the students through successfully implemented Industry-Oriented Education Model supported by strong industry connect and active collaborations. Visit www.ganpatuniversity.ac.in for more information.

Centre for Continuing Education (CCE) is one of the constituent centres of the Ganpat University. Key objective of CCE is to offer an array of courses by providing a cohesive learning environment to equip individuals with essential skills for various sectors and functions. Most of the courses offered by CCE are collaborative, multidisciplinary and contemporary to match the industry's requirement. CCE is devoted to associate with companies, which are not only the potential recruiters but also can contribute actively to the actual learning process.

ABOUT THE PROGRAM

The Real Estate Management Institute - REMI's Certification Program in Real Estate Business Management and Housing Finance (BMF 201) is a comprehensive program taught by industry experts that equips participants with the requisite technical, business and entrepreneurial skills required in the real estate sector.

COURSE HIGHLIGHTS:

1 Real Estate Industry Oriented Program

- Provides a detailed understanding of the real estate sector
- Comprehensive and specific to the industry
- Real-time and relevant to the market needs
- Intensive program with the right mix of technical, business and entrepreneurial modules
- Socratic method of learning

The program covers topics ranging from key terminologies in the real estate to the regulatory framework and legal documentation, from advanced technical modules such as SRA and redevelopment, facilities management and project management to covering the nuances of marketing, sales and customer relationship management, including digital marketing and leasing of commercial and retail properties

2 Activity based learning:

- Class room study
- Field visits
- Group Interactions
- Group Assignments
- Sessions with visiting experts
- Projects
- Examinations

3 Career Development Assistance:

The program also focuses on soft skill development and interview preparation in conjunction with REMI's "Career Development Center" and offers internship and placement assistance to candidates who successfully complete the certification

4 International Accreditation:

The program provides an international accreditation to students via our collaboration with The Institute of Real Estate Management- IREM,[®] USA

REMI's Certification Program in Real Estate Business Management and Housing Finance (BMF 201) is specially designed for students, early-stage professionals, entrepreneurs, next generation developers and brokers. The program focuses on instilling codes of ethics and professionalism within the real estate sector and to provide quantitative and qualitative information and tools that promote knowledge sharing among real estate professionals. With the vision to 'Skill India to Build India', REMI looks to facilitate individual careers in real estate, as well as enhance leadership for existing real estate professionals and serve as the cornerstone for building a better India -

Building Futures, Building Excellence.

"REMI has been established with the vision to 'Skill India to Build India' and facilitate industry development through our programs that equip students and professionals with the requisite skills needed to build a sustainable career in the real estate sector."

Shubika Bilkha -
Business Head, REMI - The Real Estate Management Institute

With supportive policy initiatives by the Govt. and the considerable infusion of the quality funding, Real Estate will continue to be one of the most potential sectors - today and tomorrow. This association with REMI will significantly enable us in our contribution, as a University, in preparing skilled talents for real estate.

Dr Mahendra Sharma -
Director General (Vice Chancellor), Ganpat University

We feel excited and equally responsible for launching none-of-the-kind programmes in Gujarat, in association with REMI, focusing on real estate. We believe that it will extend greater learning opportunities to the candidates aspiring to become a Subject Matter Expert and build a well-laid career in this sector.

Prof. Rajen Purohit -
Chairperson, Ganpat University, Centre for Continuing Education

1 TABLE OF CONTENTS

- Key concepts and terminologies
- Real estate legal aspects and documentation
- Land zoning, design and approval, the construction process
- Marketing and sales
- Housing finance
- Advanced real estate concepts
- Entrepreneurial development
- Urban design and planning
- Affordable housing
- Smart City Developments

2 ADDITIONAL MODULES:

- Marketing and leasing strategies for residential, commercial and retail properties
- Soft skills and business skills training
- SRA and Redevelopment
- Digital marketing
- Facilities Management
- Project Management - An Overview
- Project Feasibility

3 ADDITIONAL BENEFITS:

- Industry workshops taught by experts
- Field visits
- Visiting lectures from industry experts
- Industry project and internship and placement assistance

DURATION - 148 hours

LECTURE TIMINGS -

- Weekday
- Weekend batch

WHO SHOULD TAKE THIS COURSE -

- Students, Early-Stage Professionals, Developers, Entrepreneurs and Brokers.

REMI'S CAREER DEVELOPMENT CENTER:

At REMI, we focus on the growth and development of each one of our students through our dedicated 'Career Development Center (CDC)', giving students 100% internship and placement assistance. Additionally, all our certification courses have a module focused on soft-skills development, as we look to equip our students with the necessary tools required to get them 'Job Ready'.

Through our placements team, we strive to build long-term partnerships with key corporates across the real estate and allied services industry, bringing our students a truly 'Industry Oriented' experience.

THE RECRUITMENT PROCESS



Enroll in the REMI Certification Program

Register with The REMI CDC, accept the terms and conditions and successfully pass the pre-placement Psychometric Test

Attend all CDC pre - placement activities such as mock interviews, role plays, career fests etc

Successfully complete REMI and IREM by achieving 70% or higher along with an 80% attendance record. Students are also required to submit an Industry Project

REMI's CDC initiates interview opportunities with real estate developers, property consultants, brokers and other ancillary services companies

CORPORATES WE SERVE

REMI has an association with over 150 corporates across the real estate sector. Some of our partners include the following:



BUILDING EXCELLENCE through Real Estate Management

REMI focuses on industry-oriented, hands-on educational programs, facilitated by certified industry experts and developed in line with the current requirements of the industry.

Rohan Bulchandani returned to India after completing his education at the Harvard Business School and the University of Pennsylvania, USA, when he realised there was a growing skill gap in the real estate industry. Fresh from his exposure to global educational practices, Rohan decided to fill this lacuna by adopting international level standards and practices, to provide high-quality educational services and solutions. This was born the Real Estate

Management Institute (REMI) in Mumbai, in collaboration with IREM®- The Institute of Real Estate Management, USA.

As Shubika Bilkha, the Business Head of REMI, points out, "REMI has been established with the vision to 'Skill India to Build India' and to foster industry development by equipping students and professionals with the requisite skills needed to build a sustainable career in the real estate sector."

With this aim in mind, REMI focuses on industry-oriented, hands-on educational programs, facilitated by certified industry



Hiren Dubal, alumnus of REMI

experts and developed in line with the current requirements of the industry.

Today, REMI has two major facilities in Mumbai and Thane. Both facilities boast of the setup that includes well-lit lecture rooms, computer facilities in every classroom, LCDs, 24 hour internet connectivity, a well-stocked cafeteria, a library and air-conditioning throughout.

Avenues for Growth

Recognising the pressing need to be financially independent while getting valuable industry exposure at a young age, REMI has launched

a revolutionary Earn While You Learn Program, offering students paid internships with one of REMI's corporate partners, while they are still enrolled at the institute. To further encourage deserving candidates, REMI offers 2 full scholarships and an additional 10-12 partial scholarships each quarter, on both a need and merit basis.

Placement Opportunities

Through its corporate alliances and dedicated 'Placement cell', REMI provides hands-on training modules with internship and placement assistance to all its students.

REMI is associated with many top corporations, which enables them to provide valuable placement and other learning opportunities to their students. Some of their partners include Shapoorji Pallonji, Godrej Properties, Kalpataru, DOB Mudra Group, Puranika, Prop.com, Space India, Jagdale Group, Kanakia Group, Smart Realtors, Coldwell Banker, RedessaRealty and more.

Hiren Dubal, an alumnus of REMI and current Associate Manager at Indiabulls Distribution says, "It was a great learning experience at REMI. The institute gave me the opportunity to work at Indiabulls Distribution, which has been a wonderful platform



COURSES

- REMI Certification Program
- Real Estate Business Management & Insurance Practices
- Real Estate Housing Finance
- Real Estate Marketing Practices
- Digital Real Estate Office Management

In addition, REMI also offers a variety of workshop programs and training workshops covering all relevant subjects and topics. The state-of-the-art, high-caliber of students and professionals and has also conducted customized real estate training workshops for corporate individuals across the real estate sector.

to kick-start my career in the real estate sector." According to Indiabulls Distribution, REMI is a platform which enables students to boost their real estate career, while providing skilled and knowledgeable human resources to the industry.



REMI

REMI aims to instill knowledge from best practices of global, multi-national real estate companies through the IREM® collaboration. This also includes

enhancing management skills for superior performance.



Annet

REMI is promoted by The Annet Group - a global leader that provides technology, business management, consulting and education solutions to the real estate industry. The Group has served more than 300 real estate companies worldwide, and employs over 500 individuals across its offices in USA, UK, UAE and India.



Prrop

"REMI is a one-stop shop which provides human resources who have the knowledge, skills and the attitude essential to excel in the real estate industry."

- Senior Manager (Human Resources), Prrop.com

For more information on the institute, visit www.remi.edu.in



Corporate partners



ET REALTY

INDIA TODAY

India Today spoke with Shubika Bilkha, Business Head of Real Estate Management Institute (REMI), to understand the current employment scope in real estate and the skills required to make it big.



The real estate industry in India is slated to be a 180 billion USD opportunity by 2020.

- Shubika Bilkha, Business Head, Real Estate Management Institute (REMI)



What is the scope of real estate management education?

Shubika Bilkha: The real estate industry in India is slated to be a 180 billion USD opportunity by 2020 (Ibaf August 2015 report).

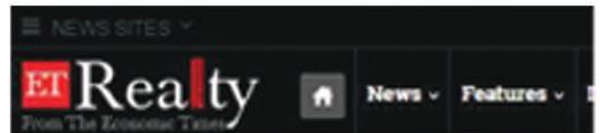
What are the problems being faced by real estate?

SB: The real estate sector in India has typically been unorganised, fragmented and lacking in fundamental best practices.

The government's impetus to boost urban development and meet the 'Housing for All' agenda, together with the forthcoming implementation of RERA (Real Estate and Development Act 2016) which increases the need for transparency and accountability on the part of builders or developers, while regulating the process of marketing or sale of properties, has heightened the need for skilled professionals across job functions in the sector.

The growing population, overall economic growth of the country, rising income levels and increased foreign investment has led to a heightened need for improved infrastructure across urban, semi-urban and rural India.

This increased demand for real estate, together with increased regulatory vigilance, is leading to an unprecedented manpower requirement in the space.



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Top 10 rules for real estate leaders to achieve success

The real estate sector in India is metamorphosing into a fully regulated, tightly controlled industry. Real estate companies irrespective of size have had to almost overnight alter their business practices to keep pace with the changing regulatory environment. It is imperative that the leaders, especially the Gen Next anticipate, prepare and lead from the front.

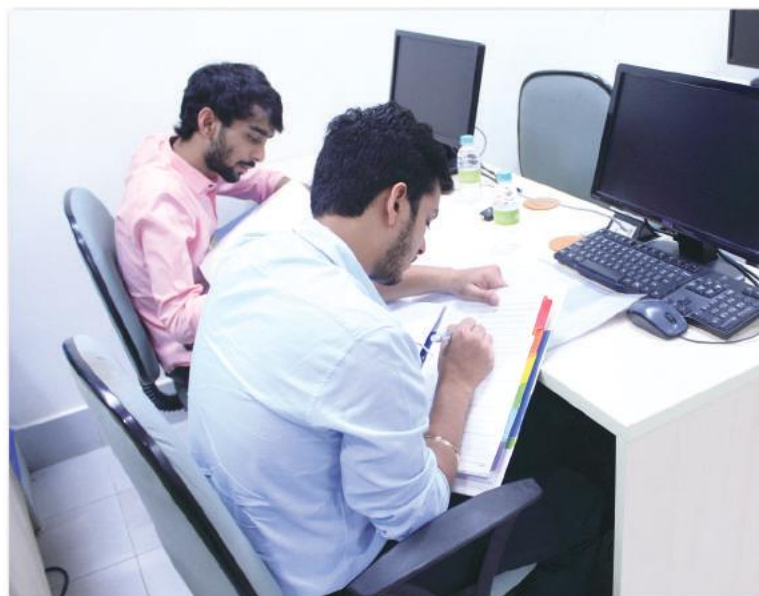
Here are the top 10 guidelines for leaders to achieve success in an evolving real estate market.

Author: Shubika Bilkha, Business Head, The Real Estate Management Institute

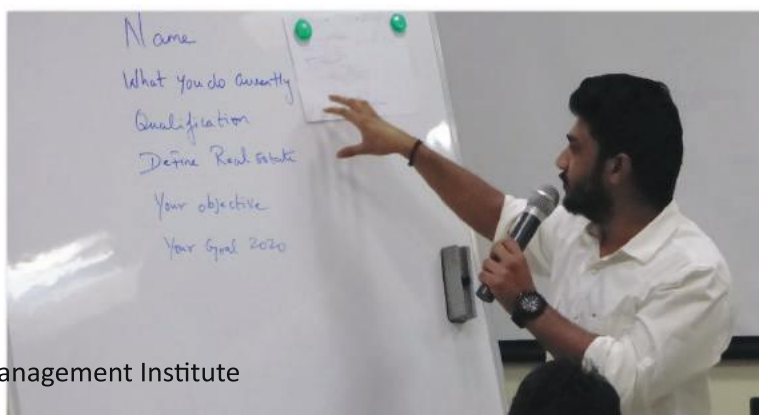


LIFE AT REMI

At REMI, we are committed to our vision to 'Skill India to Build India' by training 1 lakh+ students over the next 5 years



We believe in creating an environment that nurtures the next generation of talent and provides equal opportunities to all individuals.



We encourage you to visit us to learn more about our programs and take the first step to building your career in the real estate sector.



INDUSTRY ASSOCIATIONS

Collaboration with



Preferred Education Partner



Knowledge Partner



A Member of



AWARDS



2015-2016



2015-2016

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