



REAL ESTATE BUSINESS MANAGEMENT AND HOUSING FINANCE



**BUILDING FUTURES.
BUILDING EXCELLENCE.**

www.remi.edu.in

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 3.5 months of focused study with the right mix of technical, business and entrepreneurial modules
- Socratic method of learning

The program covers topics ranging from key terminologies in the DP/DCR 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
- Workshops by 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 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. We intend to establish REMI as the leading provider of real estate education in India, that provides an insight into global best practices, as well as empowers and inspires its students as they embark on or establish their careers in the real estate industry."

Shubika Bilkha -

Business Head, REMI - The Real Estate Management Institute

DURATION - 192 hours

LECTURE TIMINGS -

- Weekday (Evening Batch)
- Weekend batch

WHO SHOULD TAKE THIS COURSE -

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

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

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:

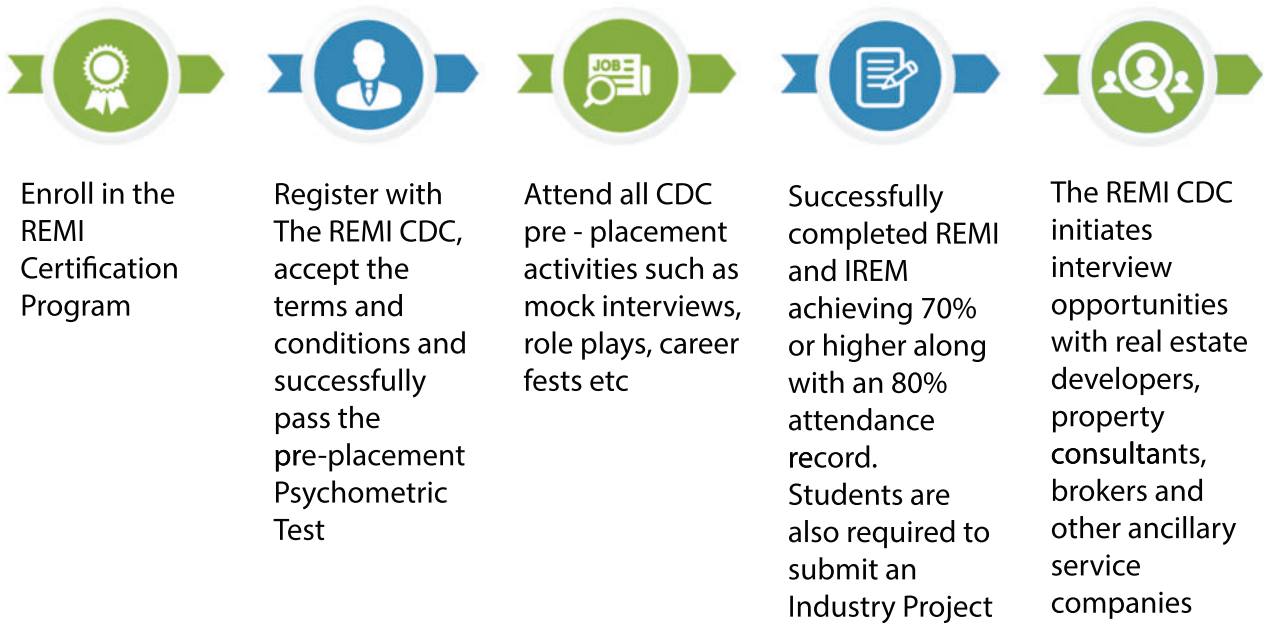
- Industry workshops taught by experts
- Field visits
- Visiting lectures from industry experts
- Industry project and internship and placement assistance

REMI'S CAREER DEVELOPMENT CELL:

At REMI, we focus on the growth and development of each one of our students through our dedicated 'Career Development Cell (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



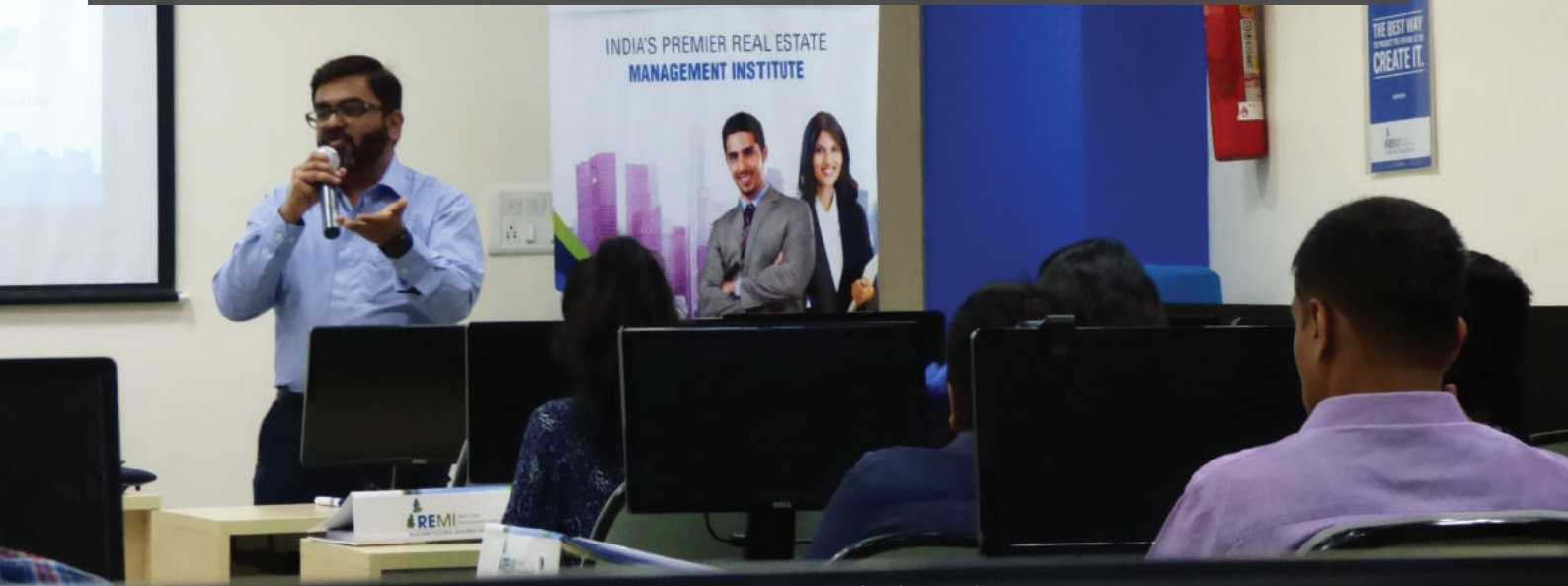
CORPORATES WE SERVE

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



OUR VISITING EXPERTS

The Real Estate Business Management and Housing Finance certification program is taught by industry experts and certified faculty. The program also includes lectures and workshops delivered by thought leaders and influencers of the real estate industry.



Vishal Doshi

Vice President - Head Sales & Marketing at Rajesh LifeSpaces



Manoj Daisaria

Principal - Daisaria Associates



Sandeep Dave

Partner - Cyril Amarchand Mangaldas

TESTIMONIALS

Sumit Budhalakoti - The Wadhwa Group

"This was a great experience. Learnt a lot of basic and technical aspects of Real estate. Overall the program helped us understand the client better, ways to perform better and also helped us identify the objective i.e. to serve the company and provide clients the best service. Thank You REMI for the training provided"

Dastagir Shaikh - Asst. General Manager – Sales, Vijay Khetan Group

"Our company has appointed REMI students as interns in the past and going forward we would hire more students on the rolls of the company. They have consistently impressed with the calibre of students that they have put forward and have remained incredibly responsive and professional on all occasions. I would highly recommend REMI to any real estate firm seeking interns and employees. Thank you!!!"

Jatin Ahuja - Director, Madhu Developers

"I have been attending the Owner Developer Program (ODP) by REMI and it has been a very good experience. The concepts like RERA were covered which is very important to learn in the Real Estate industry. Not only RERA but also other aspects such as accounting, project feasibility etc. were discussed which were very informative"

Pakshal Sanghvi - Director, Sanghvi Realty

"Workshop training programme that was organized by REMI was commendable as I had got a positive feedback from all my employees. This workshop has not only provided informative knowledge to all my employees but it has also enhanced their skills in real estate. REMI has provided them with in depth knowledge that will enhance them to grow and transform themselves in line with the company's growth and success."

Joe Greenblatt - CPM Chairman, IREM International Management Board

"We are very excited about this partnership not only because India is a major Global Player but because we have such confidence in the work and the vision of REMI. We know REMI, like IREM, is invested in providing quality Real Estate education to Indian Professionals"

Vishnu Priya - BMF Batch 2016

I wanted to learn about Real Estate Management and chose to do a program at REMI. It has been a wonderful experience and I have acquired a lot of relevant sector knowledge through REMI. The practical examples have been more helpful, in addition to the technical knowledge gained. The faculties have been cooperative and are most informed. I appreciate the initiative by REMI.

Siddhartha Mishra - BMF Batch 2016

"It was great to be a part of REMI. In a short span, REMI imparted real estate technical knowledge and helped me enhance my soft skills. Thank you REMI for giving me the opportunity to start my career in the real estate sector by getting me placed at India Bulls Distribution Pvt. Ltd"

Santosh Dabade - BMF Batch 2016

"I joined as a student for Marketing and Sales batch, the program was very informative and the faculties were very good, I learnt a lot from here. I got an opportunity through REMI to work with The Wadhwa Group. I am thankful to REMI Team for all the support in terms of placement and all the other activities that helped me groom my skills"

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

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.



Hiren Dubal, alumnus of REMI

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, Prpp.com, Space India, Jagdale Group, Kanakia Group, Smart Realty, 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 Finance
- Real Estate Housing Finance
- Real Estate Marketing Strategy
- Digital Real Estate Office Management

In addition, REMI also offers a variety of executive programs and training workshops covering all different subjects and needs. The institute has a high number of students and professionals and has also conducted customized real estate training workshops for corporate institutions 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.



Prpp

"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), Prpp.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 (Ibef 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 2015) 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:

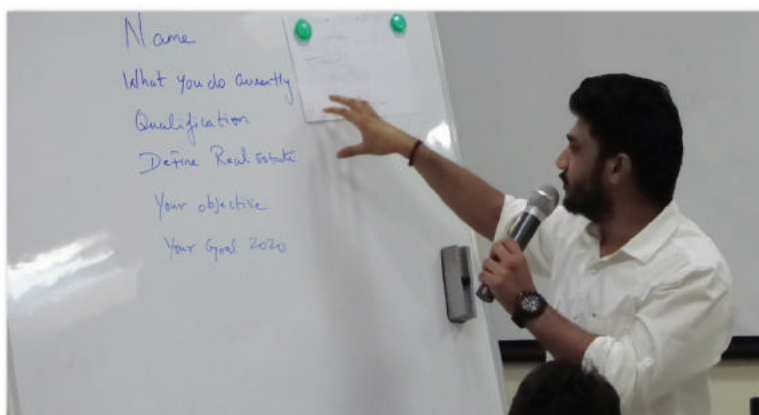
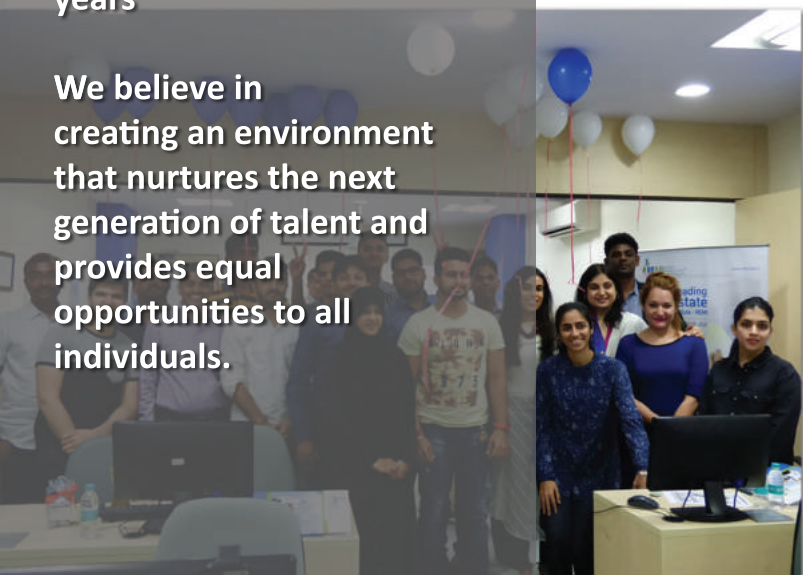
Author: Shubika Bilkha, Business Head, The Real Estate Management Institute



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.



CONTACT US

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.

The Real Estate Management Institute - REMI

Address : 5-Evergreen Industrial Estate, Shakti Mills Lane,
Mahalaxmi, Mumbai:400011

Phone : 1-800-22-7364 / (1-800-22-REMI)

Email : info@remi.edu.in

