

# 5<sup>TH</sup> WOMEN IN PROPERTY LEADERSHIP SUMMIT

OVERCOMING INVISIBLE BARRIERS TO SUCCESS

1 - 4  
MARCH 2021

IN-PERSON | SYDNEY  
ONLINE ATTENDANCE AVAILABLE

## LEARN FROM



**Michelle Tierney**  
Chief Operating Officer



**Joanna Marsh**  
General Manager,  
Innovation &  
Strategic Projects



**Rod Fehring**  
Chief Executive Officer



**Robyn Gleeson**  
Managing Director



**Natalie Craig**  
Chief Legal &  
Commercial  
Officer



**Richard Crawford**  
Senior Director of  
Hotel Development,  
Australia, NZ, and  
Pacific



**Amanda Steele**  
Senior Managing  
Director, Asset  
Services



**Louise Rowe**  
National Director,  
Office Leasing



**Michelle Ciesielski**  
Partner & Head  
of Residential  
Research



**Natalie Devlin**  
Chief Experience  
Officer



**Keir Barnes**  
Deputy Chief  
Financial Officer



**Charlotte Stratton**  
Head of Leasing,  
Office



**Anita Mustac**  
Managing Director



**Angela Buckley**  
General  
Manager Capital  
Transactions



**Joanne Cain**  
National Real Estate  
Manager, Properties  
& Facilities  
Directorate



**Leonie Wilkinson**  
Executive Director,  
Global Clients &  
Marketing



**Tim Church**  
Managing Director  
Head of Real  
Estate Australasia



## CONTACT US

Call +61 2 8239 9711  
Use Code - I

## EVENT PARTNERS



# SMASHING THE GLASS CEILING

Due to competitive and often unpredictable landscapes, women in Property face unique obstacles standing in the way of success, but removing these barriers isn't impossible. Strategic communication techniques, confident self-promotion and a conviction in your value will help you jump the hurdles and cross the leadership finish line.

Through anecdotal case studies, experiential workshops, inspiring expert commentaries and interactive panel discussions, this unmissable event will help you smash the glass ceiling so you can unearth your limitless potential.

And unlike other leadership programs on the market, this summit is all about you. You'll leave with practical, actionable insights and strategies to propel your career in this lucrative industry.

- ▶ **Techniques** for confident and persuasive communication
- ▶ **Practical** strategies for turning challenges into growth opportunities
- ▶ **Develop** the skills to thrive in a male-dominated environment
- ▶ **Cultivate** followership and leverage your leadership profile

## WHO WILL ATTEND?

Current and aspiring women leaders and male champions of change across all roles in property, including but not limited to:

- ▶ Managing Directors
- ▶ Directors and Assistant Directors
- ▶ Heads of Property, Transactions, Projects, Lease Management, Fund Accounting, Retail, Product Development
- ▶ General Managers of Property, Retail, Investment, Leasing
- ▶ National Managers and National Operation Managers
- ▶ Regional and Group Managers
- ▶ Senior Managers of Property, Real Estate, Research, Valuation
- ▶ Line and Business Managers
- ▶ Facilities Managers
- ▶ Asset Managers
- ▶ Project/Portfolio Manager
- ▶ Business Development Managers
- ▶ Team Leaders
- ▶ Leasing Executives
- ▶ Property Financial Services
- ▶ Property Consulting
- ▶ Legal Services for Property
- ▶ Senior Architect/Director/Partner
- ▶ HR / L & OD / Diversity

## PRE-SUMMIT WORKSHOP

1 MARCH | 9:00 - 4:30

### LEADERSHIP COMMUNICATION WITH IMPACT

Explore the power of communication and how it can be employed to foster support, expand your leadership influence and navigate the toughest of conversations. You'll cover communication skills, emotional intelligence and the art of negotiation, plus gain practical tools to engage your stakeholders - helping you emerge as an influential leader in the long-term.

#### Build confidence and master your mindset for success

- ▶ Understand how your mindset impacts your message
- ▶ Strategies to overcome nerves
- ▶ Overcome imposter syndrome and self-sabotage

#### How to build a powerful connection with your audience

- ▶ Avoid the 'one size fits all' approach
- ▶ Discover how to adapt your message to the different communication styles
- ▶ Foster trust and generate buy-in through genuine engagement

#### Managing the personalities in the room

- ▶ Ways to maintain a presence
- ▶ Understanding how to leverage different drivers and motivators
- ▶ Create an impact in under two minutes

#### The art of negotiation and influential communication

- ▶ Techniques for negotiating effectively
- ▶ How to make tone work for you
- ▶ Develop an influential communication style

### EXPERT FACILITATOR



**Michelle Sorrensen**  
Leadership & Mindset Coach



**BOOK  
AND SAVE!**

**\$400**

BOOK AND PAY BEFORE  
29 SEPTEMBER 2020  
TO SAVE UP TO \$400

## IF NOT YOU, WHO? IF NOT NOW, WHEN?

KEYNOTE 9:00 - 9:50

Start the event with a burst of inspiration from trailblazer Michelle Tierney, who's devoted to helping women navigate the male-dominated terrain of corporate Australia. Deep dive into Michelle's encouraging journey to being one of the property industry's most influential advocates and mentor of women in the workforce.

**Michelle Tierney**  
Chief Operating Officer  
**SCA Property Group**



## THE POWER OF AUTHENTICITY

CASE STUDY 9:50 - 10:40

Whether you're dealing with a client, colleague or those you lead, trust is the foundation of successful business relationships. But to earn trust, you must first cultivate authenticity. Join Louise as she shares her thoughts on authenticity and strategies to become a leader in the property industry.

**Louise Rowe**  
National Director, Office Leasing  
**Colliers International**



## MORNING TEA

10:40 - 10:55

## RAPID PROGRESSION - EMBRACING NON-LINEAR OPPORTUNITIES

CASE STUDY 10:55 - 11:45

Ever-changing job markets and technologies create blockages for career progression - but they also create opportunities. Join Angela as she shares experiences and insights from her innovative progression path - a nonlinear journey to success.

**Angela Buckley**  
General Manager Capital Transactions  
**Mirvac**



## CHANGING ORGANISATIONAL CULTURE

CASE STUDY 11:45 - 12:35

Everyone plays a part in changing organisational culture, but as a leader, your choices cause a ripple effect. We all want to make a powerful impact, so make sure it's a positive one.

Rod is a change champion and diversity advocate who will share his experience leading change at Fraser's and provide strategies for becoming a change champion yourself.

**Rod Fehring**  
Chief Executive Officer  
**Fraser's Property Australia**



## LUNCH

12:35 - 1:35

## RESILIENT LEADERSHIP

PANEL 1:35 - 2:35

Stress is a viable concern for employees and their employers. Too much pressure can harm the capacity to bounce back. So how can you ensure you flourish rather than flop?

The answer lies in leadership. Our panel will explore how you can support the resilience of your team and the wider organisation.

**Tim Church**  
Managing Director Head of  
Real Estate Australasia  
**UBS**



**Joanne Cain**  
National Real Estate Manager,  
Properties & Facilities Directorate  
**Australian Catholic University**



**Keir Barnes**  
Deputy Chief Financial Officer  
**Dexus**

dexus

**Charlotte Stratton**  
Head of Leasing, Office  
**GPT Group**



**Natalie Craig**  
Chief Legal & Commercial Officer  
**Cushman & Wakefield**



## THE ROAD TO RESILIENCE - AN INSPIRATIONAL JOURNEY

CASE STUDY 2:35 - 3:25

Resilient leaders meet change head-on, helping others to assess and adapt. They acknowledge the situation, learn from mistakes, and move forward with a positive action-oriented mindset. Michelle's insights into change management will help you nurture your self-confidence and forge a successful career of your own.

**Michelle Ciesielski**  
Partner & Head of Residential Research  
**Knight Frank**



## AFTERNOON TEA

3:25 - 3:40

## 3 STEPS TO UNLOCKING YOUR VALUE - GET NOTICED, SEIZE OPPORTUNITIES, BE REWARDED

EXPERT COMMENTARY 3:40 - 4:30

Understanding and demonstrating your professional value is the latchkey to career opportunities. To help you unlock your potential, Bec will provide you with the skills to leverage your leadership profile and position yourself for progression.

**Bec Sands**  
Freelance Communications Consultant  
& Career Pivot Coach  
**Bec Sands Coaching**

Bec Sands ▲

## NETWORKING DRINKS & CANAPES

4:30 - 5:30

Please join us for drinks and canapes - it's your chance to strengthen your growing network of leading industry professionals.

## MANAGING CHANGE AND INNOVATION

KEYNOTE 9:00 - 9:50

As change becomes the norm, you must ensure employees remain invested in the journey. Joanna is an effective change leader who will share her experience and insight on supportive leadership and employee engagement principles. Walk away better equipped to steer your organisation and people through upheaval.

**Joanna Marsh**

General Manager, Innovation & Strategic Projects

**Investa**



## THE ESSENCE OF LEADERSHIP AND VISION

CASE STUDY 9:50 - 10:40

Innovative leaders have a vision of the future, striving for immediate success without losing sight of long-term goals. Amanda will offer actionable insights to ignite the innovator in you, helping you to uncover your purpose.

**Amanda Steele**

Senior Managing Director, Asset Services

**CBRE**



## MORNING TEA

10:40 - 10:55

## PERSUASIVE COMMUNICATION

EXPERT COMMENTARY 10:55 - 11:55

Optimising your communication skills to influence a multitude of stakeholders is vital for success in the property industry. Mastering this ability will help you gain support throughout your career and become an extraordinarily impactful leader.

**Michelle Sorrensen**

Leadership & Mindset Coach

**Michelle Sorrensen**



## BREAKING BARRIERS - THE OUTSIDE-IN APPROACH

CASE STUDY 11:55 - 12:25

Women are increasingly seeking entrepreneurial or social pursuits outside of the corporate world. For Anita, entrepreneurship provided the opportunity to chase her passion (and succeed), but the route from corporate team player to founder wasn't simple. Join the founder of Dokotela as she shares her transitional career story, eventually finding her way into corporate leadership as Managing Director of LaSalle Investment Management.

**Anita Mustac**

Managing Director

**LaSalle**



## LUNCH

12:25 - 1:25

## TAKE THE LEAD - LIFT AS YOU CLIMB

PANEL 1:25 - 2:25

To thrive as a leader, you'll need to think beyond personal agendas and recognise that you will go further and grow stronger when you support others. Let's open the dialogue and discuss ways in which we can help elevate others, and ourselves.

**Leonie Wilkinson**

Executive Director, Global Clients & Marketing

**QIC**



**Robyn Gleeson**

Managing Director to General Manager

**Elders Property**



**Natalie Devlin**

Chief Experience Officer

**Charter Hall Group**



**Richard Crawford**

Senior Director of Hotel Development, Australia, NZ, and Pacific

**Marriott International**



## STAKEHOLDER LEADERSHIP - LEADING BYSTANDERS AND FOLLOWERS

CASE STUDY 2:25 - 3:15

Responsiveness and understanding isn't just an exercise in leadership. These traits are critical for stakeholder management and will echo throughout the organisational spectrum. It's common to focus on gaining buy-in from others, but as you endeavour to engage, don't forget to be engaged.

**Leonie Wilkinson**

Executive Director, Global Clients & Marketing

**QIC**



## AFTERNOON TEA

3:15 - 3:30

## BREAKING THE GLASS CEILING

ROUNDTABLE 3:30 - 4:30

Summarise the takeaways and form an action plan for making a difference on your return to work.

- ▶ Key lessons gained from the summit
- ▶ Critical skills to help you succeed
- ▶ Develop an action plan moving forward

**Liz Tilley**

Leadership Coach

**Liz Tilley Coaching**



For extended program information please visit

[www.liquidlearning.com.au](http://www.liquidlearning.com.au)

**PLUS TWO WORKSHOPS!**

Plus two separately bookable interactive workshops before & after the event



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# POST-SUMMIT WORKSHOP

4 MARCH 2021 | 9:00 - 4:30

## THE ART OF LEADERSHIP PRESENCE

Learning to define your executive presence, master the language of leadership and persuasively communicate your distinct brand story is critical to unlocking your leadership potential.

Gain practical skills and techniques to perfect your brand and make your value visible. Walk away with new techniques to enhance your communication, confidence, credibility and maximise your leadership capabilities

### Define and communicate your brand

- ▶ Identify your leadership style
- ▶ Play to your strengths
- ▶ Cultivate your brand

### Develop your presence as a leader

- ▶ Expand your influence
- ▶ Develop professional confidence
- ▶ Identify what's holding you back

### Communicate as an accomplished leader

- ▶ Understand verbal and non-verbal communication skills
- ▶ Develop presentation and public speaking skills
- ▶ Communicate across a multi-generational workforce

### Increase confidence and credibility

- ▶ Project confidence in a variety of situations
- ▶ Be authentic in your relationships
- ▶ Lead credibly

## EXPERT FACILITATOR



**Liz Tilley**  
Leadership Coach  
Liz Tilley Coaching



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ALSO AVAILABLE

# WOMEN IN LEADERSHIP ONLINE 2020

Inspirational stories, professional insight & practical training for leadership success post-COVID



14 - 16 SEPTEMBER 2020

## WHAT OUR DELEGATES ARE SAYING

*" Excellent exposure to the experiences of likeminded engineers from an array of disciplines. "*

*" A great opportunity to network with like minded people and recharge the leadership drive. "*

*" Very worthwhile and incredibly valuable. Liquid Learning is excellent. Really flawless, thank you. "*

# 5th Women in Property Leadership Summit

1 - 4 March 2021 Sydney

# Booking Form

Event Ref: WPF0620A - S Priority Code: I

## Registration Information

Organisation Name

Address Suburb State Postcode

## Booking Contact Information

Title Full Name Position Email Phone

## Delegate Information

#	Title	Full Name or TBA	Position	Email	Attendance Date/s
1					<input type="checkbox"/> In-person <input type="checkbox"/> Virtual <input type="checkbox"/> 1 <input type="checkbox"/> 2 & 3 <input type="checkbox"/> 4
2					<input type="checkbox"/> In-person <input type="checkbox"/> Virtual <input type="checkbox"/> 1 <input type="checkbox"/> 2 & 3 <input type="checkbox"/> 4
3					<input type="checkbox"/> In-person <input type="checkbox"/> Virtual <input type="checkbox"/> 1 <input type="checkbox"/> 2 & 3 <input type="checkbox"/> 4
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9					<input type="checkbox"/> In-person <input type="checkbox"/> Virtual <input type="checkbox"/> 1 <input type="checkbox"/> 2 & 3 <input type="checkbox"/> 4
10					<input type="checkbox"/> In-person <input type="checkbox"/> Virtual <input type="checkbox"/> 1 <input type="checkbox"/> 2 & 3 <input type="checkbox"/> 4

## Your Investment

Options (per person)	Rapid Action Rate	Value Plus Rate	Super Saver Rate	Early Bird Rate	Standard Rate
Qty	Register and pay by 29 September 2020	Register and pay by 12 November 2020	Register and pay by 22 December 2020	Register and pay by 29 January 2021	
<b>In-person attendance</b>					
___ 4 Days	\$3995 + GST = (\$4394.50)	\$4095 + GST = (\$4504.50)	\$4195 + GST = (\$4614.50)	\$4295 + GST = (\$4724.50)	\$4395 + GST = (\$4834.50)
___ 3 Days	\$3195 + GST = (\$3514.50)	\$3295 + GST = (\$3624.50)	\$3395 + GST = (\$3734.50)	\$3495 + GST = (\$3844.50)	\$3595 + GST = (\$3954.50)
___ 2 Days	\$2395 + GST = (\$2634.50)	\$2495 + GST = (\$2744.50)	\$2595 + GST = (\$2854.50)	\$2695 + GST = (\$2964.50)	\$2795 + GST = (\$3074.50)
___ 1 Day Workshop	\$1695 + GST = (\$1864.50)	\$1745 + GST = (\$1919.50)	\$1795 + GST = (\$1974.50)	\$1845 + GST = (\$2029.50)	\$1895 + GST = (\$2084.50)
<b>Virtual attendance</b>					
___ 4 Days	\$3495 + GST = (\$3844.50)	\$3595 + GST = (\$3954.50)	\$3695 + GST = (\$4064.50)	\$3795 + GST = (\$4174.50)	\$3895 + GST = (\$4284.50)
___ 3 Days	\$2695 + GST = (\$2964.50)	\$2795 + GST = (\$3074.50)	\$2895 + GST = (\$3184.50)	\$2995 + GST = (\$3294.50)	\$3095 + GST = (\$3404.50)
___ 2 Days	\$1895 + GST = (\$2084.50)	\$1995 + GST = (\$2194.50)	\$2095 + GST = (\$2304.50)	\$2195 + GST = (\$2414.50)	\$2295 + GST = (\$2524.50)
___ 1 Day Workshop	\$1195 + GST = (\$1314.50)	\$1245 + GST = (\$1369.50)	\$1295 + GST = (\$1424.50)	\$1345 + GST = (\$1479.50)	\$1395 + GST = (\$1534.50)
<b>Discounted off standard rates:</b>					
	<b>Save up to \$400</b>	<b>Save up to \$300</b>	<b>Save up to \$200</b>	<b>Save up to \$100</b>	All prices listed in Australian Dollars

Group Discounts Available:	10% off Standard Rate Team of 3 - 4	15% off Standard Rate Team of 5 - 7	20% off Standard Rate Team of 8 - 9	25% off Standard Rate Team of 10 +	TOTAL incl GST
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Note: Course materials are included. Travel and accommodation are NOT included. Registration options are per person only.

## Payment Details

Payment is required prior to attending this event

- Credit Card  
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 Please invoice me:  
Purchase Order No. #

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Card Type  Visa  MasterCard  American Express

Note: 2% surcharge applies to American Express payments

Card Number  Expiry  /

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BSB: 032 002

Account No: 407 273  
SWIFT Code: WFPACU2S

Amount

Please quote ref WPF0620A - S and registrant name

## Authority

Authorising Manager's Details: This registration is invalid without a signature

Name Position Phone

Email Signature  Date

Email this form to: [registration@liquidlearning.com.au](mailto:registration@liquidlearning.com.au) or Call us on: +61 2 8239 9711

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