



NATIONAL ASSOCIATION OF  
REALTORS-INDIA

ORGANISED BY



SUPPORTED BY



# REALTOR

# 2020

CONNECT - NETWORK - TRANSACT

27TH APRIL 2018 | 9AM ONWARDS | HOTEL MAYFAIR WAVES | PURI | ODISHA



# OVERVIEW NAR INDIA

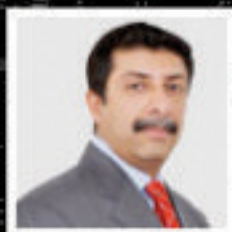


Real estate is the one sector that is aligned with the obliquity of financial growth and GDP. Be it directly or the other way real estate is related to the one hundred and sixty-five other industries and it is the second highest employment generator after the agriculture industry. But there are certain grey areas of realty practice in India for which it has been marked as the one of the most disorganized one.

NAR - India is the apex body of the realtors which is being considered as the credible voice of realtors. It's an independent organization that attunes the interest of brokers and real estate developers and the consumers en masse. It is presently one of the active members of the Central Advisory Council of GOI and representing the concern of the realtors. NAR - India is the chaperon of standard and transparency, and consumer-friendly real estate brokerage practice across India.



Mr. Ravi Varma  
Chairman



Mr. Farook Mahmood  
Vice Chairman



Mr. Pravin Phanse  
President



Mr. Samir Chopra  
Immediate Past  
President



Mr. Irshad Ahmed  
President Elect



Mr. Ayub Khan  
Hon. Secretary



Mr. Tarun Bhatia  
Treasurer



Mr. Vipul Shah  
Vice President  
Head West Zone



Mr. Zakir Bhati  
Head North Zone



Mr. Sumanth Reddy Arani  
Head South Zone



Mr. Mahesh Somani  
Head East Zone



Mr. Hitesh Thakur  
Head Central Zone



# OVERVIEW NAR INDIA



NAR - India works to invigorate the industry reputation as well as the consumer confidence in tandem. The applicant members have to clear the entry-level test for membership entitled as "RE-MET". NAR - India membership is available to those who clear this entrance test with a 50% aggregate. There are numerous brokers operating in over 35 metropolitan cities of the country at present. NAR-INDIA is an apex body which administrates the brokerage practice with principled dimensions and global standard.

NAR - India professional members pledge themselves to shield and uphold the interest of their clients. They stand for proficiency, equality and high integrity in business relations. Realtors with a NAR-India membership are the professional service providers who won't ever indulge any exaggeration, concealment, and misinterpretation of pertinent facts regarding any real estate transaction. NAR-India aims to import a well-organized infrastructure in realty-scape in India.

NAR-India professional members cooperate with other brokers and other professional NAR-India associates, except when the cooperation is not in the client's best of interest. The obligation to cooperate doesn't include the obligation to share commission or to pay off other brokers. They provide optimum service to their clients and should never charge more than the fixed brokerage rate by the respective city association.

NAR-India organizes its annual conventions to collaborate and educate market players where it exchanges thoughts on market insights, changing industry and networking dynamics, fund and project management system and other related responsibilities.

Over the years the role of the brokers has been evolving in the business of realty. 2017 was one key reformative year from the realty standpoint. Though the government has taken several weighty measures to bring transparency in real estate sector, the best business practice is yet to be materialized. NAR-India proudly represents the realtors' voice in the cabinet as it's chosen as an active member of the Central Advisory Council of RERA by the Central Government.



# ABOUT EAST ZONE NAR



Realtors and real estate agents are the liaisons between the buyers and the sellers. There are several thousand of brokers and realtors operating from 35 metropolitan cities across India at present. NAR India has broken down the entire orbit into 5 different zones for resonant administrative and functional purposes at the local level. The said 5 zones are North, South, East, West, and Central. East Zone consists of the realtors' body from West Bengal, Orissa, Jharkhand, Bihar, Assam, Tripura, Manipur, Mizoram, Nagaland, Arunachal, and Sikkim.

## GOVERNING BODY NAR INDIA EAST ZONE

**Mr. Anup Dalmia** - The President of RECA - Kolkata (Realtors & Estate Consultants Association of KOLKATA) and member of NAR-INDIA, is a fervent and dexterous persona who holds extensive 25-years of realty expertise. "Empower the realtors" is the steadfast motto of NAR-INDIA and so is of Mr. Dalmia. In his tenure, he has travelled wider the east zone for entrenching the association amongst the realtors under NAR-INDIA ambit.

**Mr. Mahesh Somani** - The head of East Zone NAR-INDIA, Mr. Somani vouches for a wholesome, transparent association amongst the associates. He is also the Chairman of National RERA Association, thereby guiding all the 45 associations across 35 cities regarding RERA contention.

He has been travelling across the east to expand the current business association and to streamline the transactional process between members. Mr. Somani envisages to buy up 20 new associations from the east.

Currently, east zone realtors are working on different verticals such as- Residential, Commercial, Land, Retail, Health care, Hospitality, Investment, and ROI etc. and providing complete knowledge and directness in every preference. Being the head of the east zone Mr. Somani aims to handhold each and every realtor of the east zone to render solid smooth operative and sustainable business growth.

**We are proud to announce that recently RECA Kolkata has signed an MOU with Maulana Abul Kalam Azad University of Technology (MAKAUT) for real estate under graduate course. RECA Kolkata will be the education partner with the university. This is the first initiative taken by any realtors body in India.**

RECA Kolkata, Guwahati Realtor Association, AREA Siliguri Association, Jharkhand Realtor Association, Odisha Realtors Association are currently representing NAR-INDIA East Zone. Patna, Jamshedpur, Agartala, Bhagalpur, Ranchi, Asansole are the other associations in the pipeline.

Chief Mentor



Anup Dalmia  
President, RECA Kolkata

Chief Adviser



Mahesh Somani  
Head East Zone, NAR India



# VISION REALTOR 2020



Conclave is for every forward thinking realtor across the country who wants to empower himself with newer practices and process on the changing scenario of Real Estate.

- To spread NAR footprint across the eastern zone
- To spread awareness among fellow members on newer technologies and challenges
- To promote the profession of real estate brokerage and create awareness for accountability and ethical practice in the industry
- Connecting realtors & promoters by creating a platform to engage and exchange ideas



**300 CERTIFIED  
REALTORS**



**LEADING PROMOTERS &  
BUILDERS FROM THE COUNTRY**



**DOMAIN EXPERTS OF NATIONAL  
REPUT TO CONDUCT THE SESSION**



# MANAGING COMMITTEE



Chairman



Mr. Swarup Ranjan Mohapatra  
President, ORA Bhubaneswar

Vice Chairman



R L Jain  
Secretary, RECA Kolkata

Chief Adviser



Mahesh Somani  
Head East Zone, NAR India

Chief Mentor



Anup Dalmia  
President, RECA Kolkata



H L Bagra  
RECA Kolkata



Rajesh Dhoot  
RECA Kolkata



Hitesh Doshi  
RECA Kolkata



Pradip Sadani  
RECA Kolkata



Sanjay Goyal  
AREA Siliguri



Basant Agarwal  
AREA Siliguri



Manoj Sharma  
AREA Siliguri



Mahesh Mittal  
GRA Guwahati



Sanjay Kumar Agrawal  
GRA Guwahati



Santosh Senapati  
ORA Bhubaneswar



Satya Ranjan Satpathy  
ORA Bhubaneswar



Anupam Prasad  
ORA Bhubaneswar



Pramod Tripathy  
ORA Bhubaneswar



Sudhgya Nayak  
ORA Bhubaneswar



Pawan Jaiswal  
JRA Ranchi



Ranjit Gupta  
JRA Ranchi



Shailesh Bahety  
GRA Guwahati



# WORKING COMMITTEE



Sunil Jaiswal  
RECA Kolkata



Deepak Bapna  
RECA Kolkata



Pravin Choudhury  
RECA Kolkata



Raja Sanyal  
RECA Kolkata



Sunil Kumar Chamarla  
RECA Kolkata



Brijesh Singh  
RECA Kolkata



Nitin Baid  
RECA Kolkata



J.S.P. Bala  
ORA Bhubaneswar



Sashikant Barik  
ORA Bhubaneswar



Salil Biswal  
ORA Bhubaneswar



Sumanta Nayak  
ORA Bhubaneswar



Sk. Mairajul Haque  
ORA Bhubaneswar



C.S. Mishra  
ORA Bhubaneswar



Bikash Agarwal  
ORA Bhubaneswar



Ajit Kumar Praharaj  
ORA Bhubaneswar



Mallik Quamrul Hoda  
ORA Bhubaneswar



# WORKING COMMITTEE



Rakesh Garg  
AREA Siliguri



Rishi Mitruka  
AREA Siliguri



Somnath Sarkar  
AREA Siliguri



Prabhat Yadav  
AREA Siliguri



Robin Mitruka  
AREA Siliguri



Amit Jain  
JRA Ranchi



Anurag Podar  
JRA Ranchi



Rajiv Ranjan  
JRA Ranchi



Naveen Jaiswal  
JRA Ranchi



Amit Gangwal  
GRA Guwahati



Lalita Jain  
GRA Guwahati



Sachin Agarwal  
GRA Guwahati



Vikash Goenka  
GRA Guwahati



Vishal Sharma  
GRA Guwahati



# DOMAIN EXPERTS



Ravi Verma  
Chairman NAR India



Tarun Vatia  
Chairman Education Committee  
NAR India



Sumanth Reddy Arani  
Chairman Technology Committee  
NAR India



Yasser Rahman  
Chairman Social Media  
NAR India



Sanjay Goel  
Chairman East Zone  
Education Committee  
NAR India



Prashant Chaturvedi  
Motivational Speaker



Mahesh Somani  
Chairman RERA Committee  
NAR India



# EVENT FLOW



## 27TH APRIL 2018 | HOTEL MAYFAIR | PURI | 9.00 AM ONWARDS

09:00 - 10:00 Hours	Fellowship	15:00 - 16:00 Hours	Property Exchange Program
10:00 - 10:30 Hours	Inauguration		Mahesh Somani, Kolkata
10:30 - 11:00 Hours	Vision NAR India		Sumanth Reddy Arani, Hyderabad
	Ravi Verma, Pune	16:00 - 16:30 Hours	Practices post GST & RERA
11:00 - 11:45 Hours	NAR India Education Road Map & Real Estate Transaction Process		Sanjay Goel, Siliguri
	Tarun Bhatia, Delhi	16:30 - 17:15 Hours	Builder Relationship   Situational Etiquettes
11:45 - 12:30 Hours	Technology for Realtors		Prashant Chaturvedi, Kolkata
	Sumanth Reddy Arani, Hyderabad	17:15 - 17:35 Hours	Presentation on Real Estate Under Graduate course with MAKAUT
12:30 - 13:00 Hours	Boost your business through Social Media		R L Jain, Secretary, RECA Kolkata
	Yasser Rahman, Chennai	17:35 - 18:00 Hours	ORA Installation Ceremony and Induction of new members
13:00 - 13:30 Hours	Sponsors Presentation	18:00 - 18:05 Hours	Vote of Thanks
13:30 - 14:00 Hours	Panel Discussion	19:30 Hrs Onwards	Gala Musical Night with Cocktail Dinner
	Challenges and dynamics of future Real Estate		
14:00 - 15:00 Hours	Lunch		



# SPONSORSHIPS



## TITLE SPONSOR - 7 LAKHS

Branding on main stage  
30 minutes presentation on projects  
Free Registration for 8 members  
One Table space for Branding & Showcasing  
Branding through Mail, WhatsApp & Social Media across 36 cities amongst 2000+ realtors  
Due acknowledgement during inaugural address  
Promotional Standee at venue

## GOLD SPONSORS - 5 LAKHS

Branding on main stage  
15 minutes presentation on projects  
Free Registration for 5 members  
One Table space for Branding & Showcasing  
Branding through Mail, WhatsApp & Social Media across 36 cities amongst 2000+ realtors  
Due acknowledgement during inaugural address  
Promotional Standee at venue

## SILVER SPONSORS - 3 LAKHS

Branding on main stage  
10 minutes presentation on projects  
Free Registration for 3 members  
One Table space for Branding & Showcasing  
Branding through Mail, WhatsApp & Social Media across 36 cities amongst 2000+ realtors  
Due acknowledgement during inaugural address  
Promotional Standee at venue

## ASSOCIATE SPONSOR - 1 LAKHS

Branding on main stage  
Free Registration for 1 member  
Branding through Mail, WhatsApp & Social Media across 36 cities amongst 2000+ realtors  
Due acknowledgement during inaugural address



# SPONSORSHIPS



## KIT SPONSOR - 1 LAKHS

Branding on main stage

Free Registration for 1 member

Branding through Mail, WhatsApp & Social Media across 36 cities amongst 2000+ realtors

Due acknowledgement during inaugural address

Insertion of company logo on branding kit cover

## NETWORKING DINNER SPONSOR - 1 LAKHS

Branding on main stage

Free Registration for 1 member

Branding through Mail, WhatsApp & Social Media across 36 cities amongst 2000+ realtors

Due acknowledgement during inaugural address

## PARTNERS IN PROGRESS - 1 LAKH

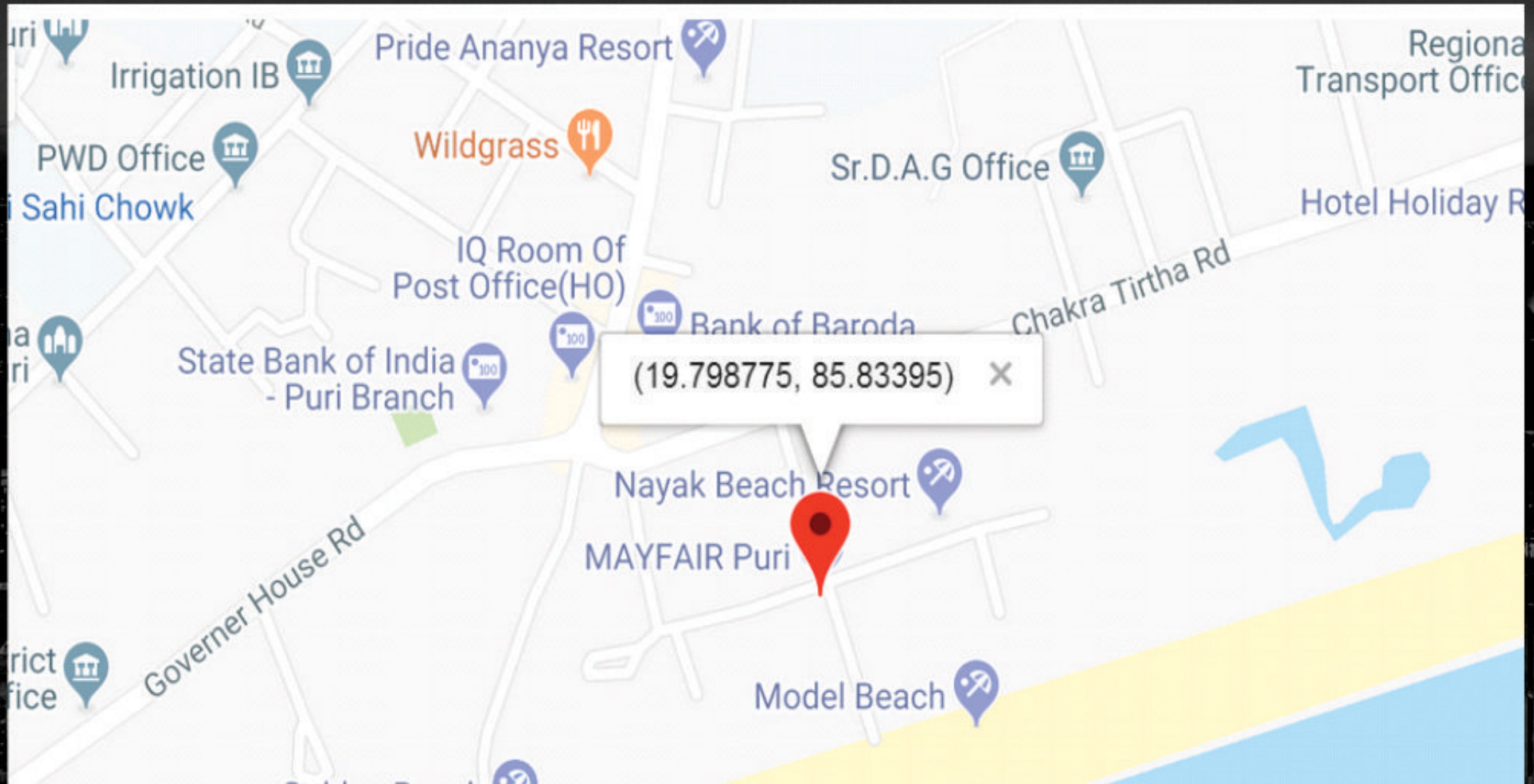
Event / Interior / Banking / Knowledge / Architect / Furniture / Portals / Website / Media



# LOCATION



Google link of the location : <https://goo.gl/Cmco81>





# CONTACT DETAILS



## KOLKATA

📍 21, Ballygunge Circular Road, Punjab Club  
Annexe Building, Entry from Lovelock Place,  
3rd Floor, Room No 16, Kolkata-700019

☎ +91 9874625111

✉ info@recakol.com

## BHUBANESWAR

📍 Nayapalli, Bhubaneswar

☎ + 91 9437033912

✉ ceo@orimark.com

## SILIGURI

📍 Apollo Tower

2nd Floor, Sevoke Road

Siliguri-01, West Bengal

☎ +91 9800084848

## GUWAHATI

📍 4th Floor, Protech Pritam,  
Near Masjid, Athgaon Road,  
Guwahati- 781001

☎ +91 9085078789

✉ graguwahati@gmail.com

## RANCHI

📍 Akash Properties

103, Ranchi Club Shopping Complex Main Road Ranchi,  
Jharkhand

☎ 0651 2332002, 2330797

+91 9431114342, +91 9234688888, +91 9334434222



# REGISTRATION



Title: Mr \_\_\_ Mrs \_\_\_ Ms \_\_\_ First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Name of NAR India Member Association(if any): \_\_\_\_\_

Organisation: \_\_\_\_\_ Designation: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Pin Code: \_\_\_\_\_ Country: \_\_\_\_\_

Telephone: \_\_\_\_\_ Mobile: \_\_\_\_\_ Email Id: \_\_\_\_\_

## DELEGATE REGISTRATION FEE:

Category	Upto 31st March 2018	From 1st April
NAR India Member	800+ 18% GST	1400+ 18% GST
Non NAR India Member	1499+ 18% GST	2000+ 18% GST

**Bank Branch Name : United Bank of India, Sahid Nagar**  
**A/c Name: Realtors' Association of Odisha**  
**Savings A/c No. 0614010153317**  
**IFSC Code: UTBIOSDN468,**  
**MICR code: 751027006**

**Bank Name: Kotak Mahindra**  
**Bank Branch Name: Rashbehari Avenue**  
**A/c Name: Realtors & Estate Consultants Association of Kolkata**  
**Savings A/c No. 566010117537**  
**IFSC Code: KKBK0000330**

**Note :** For prompt identification of your payment, please email the remittance advice to [info@reca.in](mailto:info@reca.in) immediately after the transfer.  
Please ensure that your name and mobile number are included on the bank advice.



# PLACES OF INTEREST



## JAGANNATH TEMPLE, PURI

The Shree Jagannath Temple of Puri is an important Hindu temple dedicated to Lord Jagannath, a form of Lord Vishnu, located on the eastern coast of India, at Puri in the state of Odisha. The temple is an important pilgrimage destination and one of the four great 'Char Dham' pilgrimage sites, found at India's four cardinal points. The present temple was rebuilt from the 10th century onwards, on the site of an earlier temple, and begun by King Anantavarman Chodaganga Deva, first of the Eastern Ganga dynasty.



## SUN TEMPLE, KONARK

An Architecture Marvel of Eastern India and A symbol of India's heritage, Konark Sun Temple, commonly known as Konark is situated in the eastern state of Odisha, India and is one of the eminent tourist attractions. Konark houses a massive temple dedicated to the Sun God. The word 'Konark' is a combination of two words 'Kona' and 'Arka'. 'Kona' means 'Corner' and 'Arka' means 'Sun', so when combined it becomes 'Sun of the Corner'. Konark Sun Temple is situated on the north eastern corner of Puri and is dedicated to Sun God. Konark is also known as Arka khetra.



## SEA BEACH, PURI

Puri Beach is a beach in the city of Puri in the state of Odisha, India. It is on the shore of the Bay of Bengal. It is known for being a tourist attraction and a Hindu sacred place. The beach is the site of the annual Puri Beach Festival, which is co-sponsored by the Indian Ministry of Tourism, the city of Odisha, the Development Commissioner of Handicrafts, and the Eastern Zonal Cultural Center, Kolkata. The beach hosts sand art displays, including work by international award-winning local sand artist Sudarshan Pattnaik.



## CHILIKA LAKE

Chilika Lake is a brackish water lagoon, spread over the Puri, Khurda and Ganjam districts of Odisha state on the east coast of India, at the mouth of the Daya River, flowing into the Bay of Bengal, covering an area of over 1,100 km<sup>2</sup>. It is the largest coastal lagoon in India and the second largest coastal lagoon in the world after The New Caledonian barrier reef in New Caledonia.