

# MIAMI GLOBAL CONGRESS

November 3-6, 2024

MIAMI REALTORS®  
Global Headquarters





# MIAMI Global Real Estate CONGRESS

MIAMI REALTORS® Global HQ  
November 3-6, 2024

## WELCOME TO OUR 27<sup>th</sup> MIAMI GLOBAL REAL ESTATE CONGRESS!

On behalf of all the Leaders of the Miami Association of REALTORS® (MIAMI) and our 60,000 members, we welcome you to our award-winning MIAMI Global Real Estate Congress.

This year's program will be the best ever and we want to be sure that you make the most of your time here at the Congress. We have great plans for you including - making a lot of new contacts to do business - and gaining new ideas and techniques to be more profitable and successful.

### We are most excited to welcome our international partners:

Asociacion de Brokers Inmobiliarios del Peru (ABI); Real Estate Academy of Mongolia; ASPAI in Peru; FIABCI-Nigeria; AEAN in Nigeria; ASAI in El Salvador; ACOBIR in Panama; CILA in South America; Fedelonjas in Colombia; Multi Imoveis MS in Brazil; COFECI in Brazil; Toronto Regional Real Estate Board (TRREB) in Canada; NAR-India; Hellenic Association of REALTORS® in Greece; FIABCI; Camara Inmobiliaria Uruguaya (CIU) in Uruguay; Camara Inmobiliaria de Carabobo in Venezuela; Association of Property Professional Delhi NCR (APP); CILA YPN; Federacion Nacional de Corredores de Bienes Raices del Ecuador; World Property Business Club in France; FNAIM in France; FIABCI-USA; AREAA.

### Marketing Miami and South Florida to the World

MIAMI is proud to take the lead in marketing Miami and South Florida to the world! We have again participated in major conferences in many locations and have also hosted exhibits in France, Dubai, Canada, Brazil, Spain, U.S. and many more.

### Miami MLS Sharing Data with 300,000 Realtors®

Miami shares MLS data with other organizations throughout the United States and beyond, connecting our members and our listings to 300,000 Realtors® in prime markets nationally and more!

Be a MIAMI Global Member - See Registration Table for more information and "Quick application" to become a MIAMI Global Member and take advantage of all the incredible programs, products and services... today!

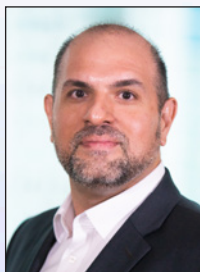
### 2025 Congress

Join other top Real Estate Professionals coming to Miami for the Congress November 9 – 11, 2025  
... and then to Houston, TX, for NAR NXT 2025, November 12 - 17, 2025.

### Our MIAMI Leaders Welcome You:



Augusto J.  
**FONTE**  
MIAMI Chairman  
of the Board



Lorenzo  
**PEREZ JR.**  
MIAMI Commercial  
President



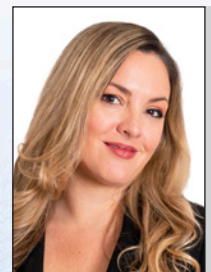
Justine  
**JIMENEZ GARCIA**  
MIAMI Residential  
President



Venus  
**PROFFER**  
Broward-MIAMI  
President



Courtney  
**SMITHEMAN**  
JTHS-MIAMI  
President



Dania  
**DIAZ**  
YPN MIAMI  
President





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## FEEL THE HEAT... EXPERIENCE THE EXCITEMENT

On behalf of MIAMI Leaders, MIAMI Professionals and our 60,000 members, we are excited to give you our “Miami International Welcome” and invite you to make the most of this award-winning event. Be sure to take full advantage of all the opportunities we offer - this very special Global Real Estate Congress is all about you and your success ... more connections, more information, more business!



**Teresa King Kinney**  
CEO, REA, CPRE, TRC, RPS  
MIAMI CEO

### Important Information for You On-Time Attendance Drawing for \$100 American Express Gift Card: Tuesday 9:30am Sharp

MIAMI Global Real Estate Congress attendees who are in the Conference Center of the Americas Ballroom by starting time, 9:30 am, will be entered into a drawing to win!

How do you get entered into the drawing to win? Be in the Conference Center of the Americas Ballroom before 9:30 am on Tuesday and your business card will be collected and you will automatically be entered into the drawing - must be present to win - of course!



**Leticia Oliver**  
CPRE, RPS, TRC, RPS, RPS  
Chief of Innovative Education

### Badges

Congress BADGES ARE REQUIRED for admittance to all SEMINARS & EVENTS.

### Admittance to Conference, Luncheon & Events

- You must wear your Congress Badge for admittance to all programs, meals & events
- Congress participants may bring their spouse to the Receptions
- 3 Receptions – Badges are required for admittance. Badges will be checked at the entrance for all programs and luncheons each time you enter the room!

### Your Congress registration includes... 3 Receptions

- Sunday | 5 – 7pm | Miami Global HQ
- Monday | 6:30 – 8pm | Reception at Aria Reserve  
2480 Biscayne Blvd. in Miami - [ariareserve.com](http://ariareserve.com)
- Tuesday | 5 – 7pm | Closing Reception at Miami Global HQ

### Includes Light Breakfasts Each Day

Monday and Tuesday: 9:00am

### Includes Full Luncheons Each Day

Monday and Tuesday: noon

### Gala Evening Events!

BADGES are REQUIRED for the Receptions on Sunday, Monday and Tuesday evenings. They are complimentary for Congress Registrants and spouses only. Events will feature hors d'oeuvres and host bars. See the following pages for more information. These events for Sunday, Monday and Tuesday are an important part of your Congress and Place to Do Business Experience – don't miss any of them!

### Coach Transportation:

A charter coach will be available from the East side of the Miami Global HQ for the Monday off-site Reception. The coach will depart at 6:00pm Monday and return to the hotel at approximately 8:30pm. After the Receptions, participants can stay and enjoy one of the many restaurants in the area or return to the Miami Global HQ or EB Hotel. If not returning by coach, then taxi or Uber the short distance back to the hotel.

### News Release - Promote Yourself!

[MiamiCongress.com/ParticipationPR](http://MiamiCongress.com/ParticipationPR)

Let everyone know that you attended the Congress. Use our easy fill-in-the-blanks news release which is available at on our website at [www.MiamiCongress.com/ParticipationPR](http://www.MiamiCongress.com/ParticipationPR) in word format for your convenience in completing and distributing to media.

### Response Forms

It is important for you to help us continually make the Congress even better. Please complete the brief Response Form each day and return it to the registration desk or to a MIAMI staff member with your business card immediately following the last session on Monday and on Tuesday. Five (5) lucky winners will receive complimentary registration to the 2025 MIAMI Global Real Estate Congress.

### Plan to Attend Our Congress in 2025

Join us next year – in Miami for the 2025 Global Real Estate Congress November 9 – 11, 2025 ... and then to Houston, TX, for NAR NXT 2025, November 12 - 17, 2025.  
[www.miamicongress.com](http://www.miamicongress.com)

**Enjoy The Place to Do Business...  
the Miami Global Real Estate Congress!**



**Ana Maria Roriguez**  
MBA, RPS  
Chief of Strategic Initiatives



**Liz Juffin**  
VP of Business Development  
& Global



**Chris Umpierre**  
VP of Communications



## **SUNDAY | NOVEMBER 3, 2024 CONGRESS OPENING PROGRAM & RECEPTION**

**12:30PM** Registration Desk Opens

**1PM** Welcome & Introduction of International Market Spotlights

**1:05PM** 🇵🇪 **PERU:** Janet Tapia

**1:15PM** 🇧🇷 **BRAZIL:** Luiz Barcellos

**1:25PM** 🇲🇳 **MONGOLIA:** Erkhembayer Turbat

**1:35PM** 🇧🇴 **BOLIVIA:** Viviana Valdez

**1:45PM** 🇸🇻 **EL SALVADOR:** William Sanchez

**1:55PM** 🇳🇮 **NIGERIA:** Adeniyi Tinubu

**2:05PM** 🇵🇦 **PANAMA:** Jose Boyd & Alvaro Boyd

**2:15PM** **Networking Break**

**2:35PM** 🇧🇷 **BRAZIL:** João Araújo Filho

**2:45PM** 🇦🇪 **UNITED ARAB EMIRATES:** Dawood Al Shezawi

**2:55PM** 🇪🇸 **SPAIN:** Tanne Crosby

**3:05PM** 🇨🇦 **CANADA/TORONTO:** Kevin Crigger

**3:15PM** **Break**

**3:45PM** 🇮🇳 **INDIA:** Sam Chopra

**3:55PM** 🇬🇷 **GREECE:** Alexandra Sekouri

**4:05PM** 🇺🇷 **URUGUAY:** Valentina Banchemero

**4:15PM** 🇨🇴 **COLOMBIA:** Camilo Villa

**4:25PM** Sunday Grand Sponsor:

🇵🇦 **MARJALIZO IN PANAMA:** Mariia Diumina

**4:45PM** **Break**

**5-7PM** Cocktail Reception at Miami Global HQ





## RECORD 19 COUNTRIES PARTICIPATING IN THE 2024 MIAMI CONGRESS



### Bolivia

CNIB contact: Viviana Valdez, vevo74@hotmail.com



### Brazil

Multimoveis MS contact: João Araújo Filho, jhaf1@hotmail.com  
COFECI contact: Luiz Barcellos, barcellos@cofeci.gov.br



### Colombia

FEDELONJAS & CILA Jóvenes  
Delegation contact: Camilo Villa, camilo@avanzarbienesaices.com



### Canada

Toronto Regional Real Estate Board (TRREB)  
Delegation contact: Kevin Crigger, kevin@kevincrigger.com



### Ecuador

Federacion Nacional de Corredores de Bienes Raices del Ecuador contact: Alejandra Flores, alejandrablue27@gmail.com



### El Salvador

ASAI  
Delegation contact: William Sanchez, internacionalasaisalvador@gmail.com



### France

World Property Business Club & FNAIM  
WPBC and FNAIM delegation contact: Abde Gacem, direction@dallaporta.com



### Germany

FIABCI contact: Martin von Hauff, martin@vonhauff.de



### Greece

Hellenic Association of REALTORS® contact: Alexandra Sekouri, lithosinvest-ment@gmail.com



### India

NAR-India contact: Sam Chopra, industry-ambassador@narindia.com



### Mongolia

Real Estate Academy of Mongolia contact: Erkhembayar Turbat, erkhembayar@realestateacademy.mn



### Nigeria

AEAN and FIABCI Nigeria  
AEAN delegation contact: Adeniyi Tinubu, tinubuadeniyi@gmail.com



### Panama

ACOBIR  
Delegation contact: Alvaro & Jose Boyd, direccion@acobir.com



### Peru

ASPAI and ABI  
ASPAI and ABI delegation contact: Janet Tapia, janet@justintime-realty.com



### Spain

Crosby Millan: Tanne Crosby, tanne@crosbymillan.com



### Sweden

Forbes Global Properties  
Delegation contact: Ann Johansson, ann.johansson@yahoo.com



### United Arab Emirates

Invest in Dubai Real Estate  
Delegation contact: Dawood Al-Shezawi, presidentoffice@strategic.ae



### Uruguay

Camara Inmobiliaria Uruguaya (CIU) contact: Valentina Banchemo, valentina@banchemo.com.uy



### Venezuela

Camara Inmobiliaria de Carabobo contact: Tony Muci, tonymuci@gmail.com

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## MONDAY | NOVEMBER 4, 2024

9AM Registration, Networking, Exhibits & Coffee

10AM Flag Ceremony & Ribbon Cutting

10:30AM Congress Welcome Remarks

MIAMI REALTORS® Chairman **Gus Fonte** & CEO **Teresa King Kinney**



10:45AM Big Brokers



**Christina Pappas**  
President  
The Keyes Company, Inc.



**Jorge L. Guerra Jr.**  
CEO  
RESF



**Duff Rubin**  
Regional President  
Coldwell Banker  
Realty Southeast

11:15AM Launch of the New 2024 Global Report



**Teresa King Kinney**  
CEO  
MIAMI REALTORS®



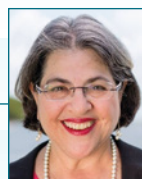
**Chris Umpierre**  
Chief of Communications  
MIAMI REALTORS®

11:35AM Why Business is Coming To South Florida

**Rodrick Miller** | CEO, Beacon Council



12PM Mayor Daniella Levine Cava | Miami-Dade County



12:10PM Signing Ceremony – NAR NXT and ARIA Invitations

12:30PM Lunch & Program

1:30PM From Likes to Leads – Building Global Connections on Social Media

**Amir Syed** | CGO of Lower.com & CEO of GO! Coaching





1:55PM **Greater Miami Convention & Visitors Bureau**  
**David Whitaker** | President & CEO



2:20PM **The Miami Report**  
**Craig Studnicky** | CEO, ISG World



2:50PM **Networking Break**

3:20PM **Wealth Migration & Trends**



**Chris Umpierre**  
Chief of Communications  
MIAMI REALTORS®



**Ana Maria Rodriguez**  
Florida State Senator,  
Chief of Strategic  
Initiatives,  
MIAMI REALTORS®

3:40PM **South Florida Industrial Market Insights:  
An Expert Overview with Sebastian Juncadella**  
**Sebastian Juncadella**, SIOB | CEO, Fairchild Partners



4:10PM **Legal Update – Who Can Buy Florida Real Estate and Who Can't**  
**Evian White De Leon, Esq.** | Chief Legal Counsel & COO, MIAMI REALTORS®



4:40PM **MIAMI In the Rankings**  
**Teresa King Kinney** | CEO, MIAMI REALTORS®



6:30-8PM **Reception at Luxury Development**  
**ARIA Reserve** | 2480 Biscayne Boulevard, Miami 33137



**Directions from HQ**

1. Drive West on Oakwood Dr. and make a left on Lee St.
2. Make a left on NW 36 St. and Merge on the FL 112
3. Follow FL-112 E and I-195 E to exit 2B on to Biscayne Blvd.
5. Turn left on Biscayne Blvd. onto NE 25 St.
6. Arrived, Sales center on your right

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## TUESDAY | NOVEMBER 5, 2024

9AM Registration, Networking, Exhibits & Coffee

9:30AM On time drawing - Welcome & Highlights

9:40AM Global Connections & Partnerships

10AM **Keynote: FIFA 2026: Miami's Golazo**  
**Lisa Lutoff-Perlo** | CEO of FIFA 2026.



10:30AM **How to Show Properties to Sell Fast - Lifestyle Marketing**  
**Michael LaFido** | CEO, Luxury Listing Specialist Designation

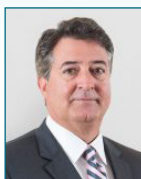


10:55AM **Developer Showcase**

MODERATOR



**Gus Fonte**  
Chairman  
MIAMI REALTORS®



**Henry Pino**  
Principal  
Alta Development



**Dev Motwani**  
President & CEO  
Merrimac Ventures

11:25AM **Long Miami**

**Ana Bozovic** | Founder, Analytics Miami



12PM **Lunch & Invites to International Events**

1:15PM **World Trade Center Miami**  
**Alice Ancona** | SVP & COO



1:35PM **AI Powered Real Estate**  
**Liz Sturrock** | Chief of MLS & Innovation, MIAMI REALTORS®



2PM **Francis X. Suarez** | Mayor of Miami





2:10PM **Natascha Tello** \_\_\_\_\_  
Operating Partner Level 5 Leadership, Inc.- Sales Success Regardless of Market

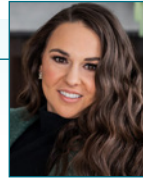


2:35PM **Networking Break**

2:55PM **FIABCI Treasurer**  
**Martin von Hauff** \_\_\_\_\_



3:05PM **Keynote: Bianca D'Alessio** \_\_\_\_\_  
Founder, Nestseekers Development Marketing, Nestseekers International,  
The Masters Division, HBO Selling The Hamptons – Mastering Global Markets –  
Becoming an International New Development Expert



3:35PM **Ultimate Guide to Buying the Right Short Term Rental**  
**Erica Muller** | Vrolio CEO/Founder \_\_\_\_\_



4:05PM **Access to New Construction Properties**  
**Christian Calusa** | CEO & Co-Founder , NEO



4:15PM **Borderless Business: From Referrals to Revenue**  
**Neal Oates, Jr.** | World Renowned Coaching, LLC \_\_\_\_\_



5-7PM **Grand Closing Reception at Miami Global Headquarters**



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## WEDNESDAY | NOVEMBER 6, 2024 YPN GLOBAL CONGRESS 10AM – 1PM | SPEAKERS & PROGRAMS

### 10AM History of YPN Global



**Katherine Arteta**  
2023 YPN President



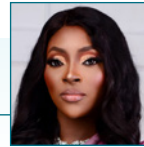
**Simo Labriti**  
2025 YPN President



**Dania Diaz**  
2024 YPN President



### 10:10AM Leveraging Green Real Estate to Drive Global Transactions Rei King



### 10:25AM Global Presidential Panel

MODERATOR



**Simo Labriti**  
2025 YPN President



**Gysenia Gonzalez**



**Cindy Summer  
Perez**

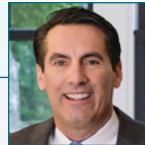


**Camilo Villa**



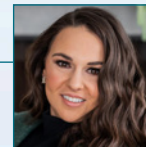
**Ritu Rani  
Pahwa**

### 11AM Working with Affluent Buyers and Sellers Michael LaFido CEO, Luxury Listing Specialist Designation



### 11:20AM Becoming a Master Negotiator Bianca D'Alessio

Founder, Nestseekers Development Marketing, Nestseekers International,  
The Masters Division, HBO Selling The Hamptons – Mastering Global Markets –  
Becoming an International New Development Expert

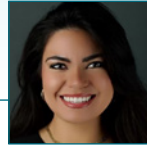


### 11:40AM Sponsor Break



**WEDNESDAY | NOVEMBER 6, 2024  
YPN GLOBAL CONGRESS  
10AM – 1PM | SPEAKERS & PROGRAMS**

11:50AM **Targeting High Net Worth Customers**  
**Karly Chynces**



12:10PM **How to Build Your Global Business & Intl Partnerships**

MODERATOR



**Dania Diaz**  
2024 YPN President



**Megan Probst**



**Bianca D'Alessio**



**Ruben Sanchez**



**Razan  
Mohamed**

12:45PM **International Exchanges Offered by  
FIABCI & How YPN Can Gain  
International Customers**  
**Martin Von Hauff**



1PM **Closing**

**YPN**  
**CONGRESS**

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