The Master of Corporate Real Estate (MCR) program is a professional designation series of seminars designed to meet the training needs of Corporate Real Estate (CRE) professionals in the industry.

CoreNet Global is offering a 18 month MCR Accelerated MCR program for the New Zealand-based CRE professionals. The package includes:

- **Special pricing - 25% savings** over standard rates for group participants
- Pricing includes seminar registration, and CoreNet Global membership fees through December 31st, 2020
- **Automatic registration** allows for MCR completion in 18 months
- **Relationship building** with group colleagues for a lifetime of networking
- **Deeper insights** into the industries associated with the group, through ongoing engagement and activities with peers throughout the program

**How it works**
Convener by top-rated faculty, comprised of leading experts in their fields, seminars use an interactive, team-based approach to solve problems, analyze case studies and share experiences. The members of the group participate in all seminars together, building strong relationships for career enhancement.

MCR candidates are awarded the MCR designation on completion of 100+ hours of study including three required seminars — Corporate Real Estate Finance, Real Estate’s Impact on Financial Statements, Enterprise Alignment, two elective seminars and the Capstone. Candidates must receive passing grades in each seminar. Seminars are limited in size to ensure personalized instruction and the benefits of group participation.

**Core Value**
The MCR addresses effective management of CRE functions from a strategic perspective by focusing on the CRE organization’s mission in relation to corporate goals. Valuable for mid-management CRE professionals and those aspiring to that level including end users, service providers, and developers. The curriculum has a strong financial component, emphasizing critical need for understanding corporate real estate’s linkage to corporate bottom line. The program also includes workplace strategy, portfolio management and business alignment.

For more information or to register, contact learning@corenetglobal.org or +1 404 589 3200

**Where:** Auckland

**When:**
- April 8th & 9th, 2019
- June 5th - July 10th, 2019
- October 21st & 22nd, 2019
- May 5th & 6th, 2020
- June 10th — July 8th, 2020
- October 20th – 22nd, 2020

“The MCR is a practical qualification for [corporate] real estate professionals to build their general knowledge. Often we become entrenched in our area of expertise, and I found MCR exposed me to a range of areas and provides a way to learn across a variety of property-related skills.”

Matt Meehan, MCR
Associate Director, Real Estate
PWC New Zealand

Register Today!
corennetglobal.org/MCRNZ
### Master of Corporate Real Estate
2019-2020 New Zealand MCR Group Seminar Schedule

#### Auckland

**April 8th & 9th, 2019**
**Corporate Real Estate Technology Essentials**
Examine the role that CRE technologies play in the overall service delivery model, with a review of traditional systems as well as the impact of emerging technologies and evolving work styles on technology infrastructure.

**June 4th - July 12th, 2019**
**Corporate Real Estate Finance (Virtual Seminar)**
A comprehensive overview of financial analysis and management. Work through case studies to analyze alternative lease structures, lease buyouts, and buy vs. lease decisions. Required

**October 21st & 22nd, 2019**
**Workplace Strategy Essentials**
This seminar provides an intro to the dynamic field and practice of Workplace Strategy (WPS). In addition to foundational elements of WPS, the broader role of workplace strategy, trends, global issues, tools, technologies.

**May 5th & 6th, 2020**
**Real Estate’s Impact on Financial Statements (Virtual Seminar)**
Align CRE functions to business strategy, objectives, and priorities. Improve strategic relationship management and implement proactive change management. Required

**June 10th – July 8th, 2020**
**Enterprise Alignment**
Identify how Corporate Real Estate (CRE) transactions impact financial statements, calculate performance measures, and optimize CRE strategies using accounting treatment of transactions. Required

**October 20th – 22nd, 2020**
**Capstone: Leadership and Strategy**
Analyze complex business scenarios to formulate, propose and defend CRE solutions that align with corporate priorities. Understand CRE from a holistic, integrated and strategic perspective. Required. Prerequisites apply.

---

“I have thoroughly enjoyed completing the CoreNet MCR course and in particular the Capstone experience. It has been very beneficial to meet people from different industries in the CRE community and a privilege to share practical experiences in the corporate real estate field with fellow candidates.”

Leah Ong
National Property Delivery Manager
First State Super

---

For more information or to register, contact learning@corenetglobal.org or +1 404 589 3200

---

Register Today!
corenetglobal.org/MCRNZ
This is the inaugural Accelerated 2-year MCR Designation program that is unique to the New Zealand market.

**Cost**

Special pricing of NZ $5,460 includes CoreNet Global membership through December 2020, six designated MCR seminars, a NZ $7,845 value. Installment payment option available with first payment due upon registration, and the remaining payment due before 31 January 2020.

**Terms**

- Special pricing applies to six designated MCR courses offered in New Zealand through June, 2020. Space is limited. Offer expires February 28th, 2019.
- Each candidate will be pre-registered for each designated MCR seminar.
- All seminars will be held in Auckland.
- Schedule change requests may be accommodated on a space available basis at no additional cost.
- Regular member registration fees apply for guaranteed seating in other seminars or locations.
- If a participant is unable to complete all requirements within the prescribed time frame, then additional seminar registration fees may apply.
- All additional MCR Professional Designation program guidelines apply.
- Companies may substitute an alternate candidate if a registered candidate is unable to finish the program.

These special prices are time limited discounts offered to persons living in the Asia-Pacific region and taking seminars offered in Australia and New Zealand only, as CoreNet Global focuses on market development. Take advantage before fees revert to regular rates.

**Sign-up Now**

Contact a CoreNet Global team member to take advantage of the benefits of the MCR group program.

**Megan Moore**, Learning Relationship Manager  
Tel: +1 404 589 3249  
Email: mmoore@corenetglobal.org

**Sam Yap**, Director of Learning & Professional Development (APAC)  
Tel: +65 503 4929  
Email: syap@corenetglobal.org

**Nigel Rye**, Executive Director, NZ Chapter  
TEL: +64 21 770076  
Email: nigel@corenetglobal.org.nz

For more information or to register, contact learning@corenetglobal.org or +1 404 589 3200
Meet our faculty
www.corenetglobal.org/Faculty

Herbert Philip C. Alba, CPA, MCR
Manager
KMC Savills, Philippines

Peter Andrew, MCR.w
Senior Director Workplace Strategies, Asia
Global Corporate Services, CBRE, Singapore

Caroline Burns
Managing Director
Workplace Revolution, Singapore

David Chang
Global Head of Strategy, Corporate Real Estate
HSBC, Hong Kong

Chris Cuff
Partner
Strategram Consulting, Singapore

Peter Dollin
Director, Head of Workplace
KPMG Australia

Michelle Fernando
Oceania Tax Finance Lead
Ernst & Young
Australia

Shane Guan MCR
Senior Director, Global Workplace Solutions
CBRE, China

Sylvia Koh, MCR
Head of Consulting, APAC, JLL, Singapore

Chua Ming-Lee MCR
Head of Account Management and Service Lines, Global
Occupier Services, APAC
Cushman & Wakefield, Singapore

Heather Li
Program & Project Director Real Estate, APAC
WPP Hong Kong

Arnald Ng, MCR, SLCR
Executive Manager, Corporate Services,
Hong Kong Jockey Club, Hong Kong

Leah Ong MCR
National Property Delivery Manager
First State Super, Australia

Neil Salton
Managing Director
Changeworq, Singapore

Rodney Timm
Director
Property Beyond
Australia

Steve Williamson, MCR
Executive Director, Head of Property Mgt., Asia,
Morgan Stanley, Hong Kong

Tony S. F. Wong, MCR, SLCR
Director, Workplace Resources, APAC & Japan,
Cisco Systems, Hong Kong

Mok Weng Yeong MCR
Global Corporate Real Estate & Facility Management
Leader
Novartis, Singapore

Mike Zamora, MCR, SLCR
Senior Director, Asia Real Estate Advisors,
Hong Kong

For more information or to register, contact learning@corenetglobal.org or +1 404 589 3200