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 an 18-month accelerated MCR program for New Zealand-based CRE professionals.

- 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**

Convened 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

“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!**
corenetglobal.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
Enterprise Alignment
Align CRE functions to business strategy, objectives, and priorities. Improve strategic relationship management and implement proactive change management. Required

June 10th – July 8th, 2020
Real Estate’s Impact on Financial Statements (Virtual Seminar)
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, MCR
National Property Delivery Manager
First State Super

Register Today!
corenetsglobal.org/MCRNZ

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This is the inaugural accelerated MCR designation program for CRE professionals in New Zealand.

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.

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

Register Today! corenetglobal.org/MCRNZ
Meet our faculty
www.corenetglobal.org/Faculty

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

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

Dr. 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
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Morgan Stanley, Hong Kong

Tony S. F. Wong, MCR, SLCR
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Mike Zamora, MCR, SLCR
Senior Director, Asia Real Estate Advisors,
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