

RayWhite

BUSINESS PLANNING DAY



DOUBLE TREE HILTON KARAKA
7 JULY 2022





Agenda

- 1:00pm Welcome (Peter Belcher / Katie Rawson-Massey)
- 1:15pm Carey Smith
- 1:30pm Keven Mealamu
- 2:00pm Nick Den Heijer
- 2:30pm Ben East

- 3:00pm BREAK

- 3:30pm Tim Obern
- 4:00pm Dr. Adeela Afiz
- 4:30pm David Palfreyman

- 5:00pm BREAK

- 5:30pm Awards



Carey Smith

Getting financially successful requires risk and hard work, you are a business in life.

Becoming involved in the real estate industry at the age of 17, Carey's real estate career has predominantly been with the Ray White Group as a salesperson, franchise owner, development manager and since 1998 as the Chief Executive of New Zealand operations.

His corporate career started with Ray White in Sydney in late 1989 as a development manager and auctioneer. In 1994, after running a business for two years, he became involved with the Western Australian operations of Ray White to amalgamate and merge Mair & Co and Peet & Co into the brand of Ray White. In 1996, Carey came to New Zealand on behalf of Ray

White when the company traded through New Zealand with 58 offices as United Realty. In late 1998 he took leadership of the operation with the conversion through to Ray White United and subsequently Ray White Real Estate.

Carey has a specialised understanding of family business and succession and has studied at Harvard Business School, completing the OPM course and graduating in 2018.

Carey Smith

CEO, RAY WHITE REAL ESTATE NEW ZEALAND
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THURSDAY, 7 JULY 2022

1:15pm - Carey Smith

Handwriting practice lines consisting of 20 horizontal dotted lines.

Keven Mealamu

Keven has captained the All Blacks in three tests with 132 international and 175 Super Rugby caps under his belt.

“The more you train, the more belief you have.”

Keven played at hooker for the Blues in Super Rugby, Auckland in the National Provincial Championship, and the New Zealand All Blacks.

In the 2016 New Year Honours, Mealamu was appointed a Member of the New Zealand Order of Merit for services to rugby.

Mealamu became an important part of the leadership team of the national side and led the haka for the All Blacks 31 times. He led the Ka Mate version 23 times and the newer Kapa o Pango version 8 times. He first led the team in September 2007 against Italy. In his final

international test he led the Kapa o Pango haka before the final against Australia during the 2015 Rugby World Cup.

Since retiring, Keven – who was part of the All Black World Cup winning teams in 2011 and 2015 – has run his own gym, FIT60 in South Auckland.

Mealamu is also a skilled artist and has illustrated several books to raise money for the Starship Children’s Hospital.

Keven Mealamu

ALL BLACKS LEGEND & RUGBY WORLD CUP CHAMPION



1:30pm - Keven Mealamu

Nick Den Heijer

My passion is helping clients implement the latest exciting changes in technology.

Nick den Heijer is a director of the Auckland practice and one of the firm's founders. He leads the transaction services, financial reporting and outsourcing teams.

Nick has more than 25 years' experience as a chartered accountant. He has acted as a professional advisor to a range of high net worth individuals and mid-market businesses as well as larger corporates.

Nick has a passion for helping clients implement the latest exciting changes in technology to

improve the quality of financial reporting which then can be used to drive strategies that create growth in underlying enterprise value. Nick's specialist skill in business sales has seen him devise strategies and manage the sales process, resulting in premium values for many clients.

Nick den Heijer

DIRECTOR AUCKLAND BENTLEYS

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2:00pm - Nick Den Heijer

Ben East

One of New Zealand's most dynamic young auctioneers, Ben East forged a reputation for impressive results early in his career.

Bringing professionalism, energy and a genuine presence to every auction. Ben is dedicated to getting the best price possible for his clients. With a passion for real estate and authentic drive, these values cement Ben's foundation of his success to date, and what sets him apart.

He has the ability to quickly connect with people and is a firm believer in building strong relationships and stays involved throughout the entire marketing campaign, offering valuable

tips and insights along the way. Passionate about giving back to the community, Ben has also conducted a number of charity auctions for Ray White New Zealand offices.

Ben East

RAY WHITE TRAINING MANAGER / AUCTIONEER
021 023 15560 | beast@raywhite.com



THURSDAY, 7 JULY 2022

2:30pm - Ben East

Tim Obern

Tim has been contracting to the Ray White Takanini and Karaka teams for over ten years.

Over his time with the team we have grown to be one of the most recognised auction houses in South Auckland.

With in excess of 8000 auctions called over his career, Tim's clients gain access to exclusive and specifically designed strategies that maximise homeowners outcomes when selling at auction.

Tim is co-owner of Apollo Auctions NZ, New Zealand's leading independent real estate auctioneers. Across the country the Apollo team call over 4000 auctions annually.

Tim Obern

DIRECTOR | AUCTIONEER

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www.apolloauctions.co.nz



apollo
auctions

THURSDAY, 7 JULY 2022

3:30pm - Tim Obern

Dr Adeela Afiz

Empowering you to create a life that you love and a business that thrives!

A true specialist when it comes to Mind-Body - Energy transformation and healing. I'm here to help you create a life that is truly empowered, aligned and abundant!

I've gone from being a Chiropractor in clinical practice, trading time for money, to working all over the world, creating my signature healing and coaching modalities that bring in multiple 6 figures a year and founded the Life Whispering Institute where I certify hundreds of practitioners, healers and coaches all over the world.

I have qualifications and certifications in Chiropractic, Applied Science, Neurology,

Kinesiology, Coaching, countless healing modalities and more.

If you feel stuck in repetitive patterns with no way to break out of them, have limiting beliefs that are holding you back in life or business or you have experienced physical or emotional trauma, that's it's time to let go of and truly heal, you're in the right place. I'd love to help you create a life that you love and a business that thrives.

Dr. Adeela Afiz

FOUNDER OF BODY & THE LIFE WHISPERING INSTITUTE
adeela@dradeelaafiz.com



4:00pm - Dr. Adeela Afiz

David Palfreyman

David brings a wealth of experience in the real estate industry and we're proud to make his charismatic and engaging approach available to you.

Since 2005 David has been helping buyers and sellers of real estate.

Thousands of salespeople and agencies across Australasia have worked with David to improve their businesses with his training, coaching and auction practice. He loves to be a catalyst for people to achieve their goals. Whether you are a salesperson, business owner, buyer or seller; you're warmly invited to reach out to David for a confidential conversation.

David lives on Waiheke Island with his wife and two children. In-between enjoying the beautiful local beaches and world-class vineyards. He runs a specialised real estate consultancy firm and is available to call your property auctions.

David Palfreyman

COACH | AUCTIONEER

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www.apolloauctions.co.nz



THURSDAY, 7 JULY 2022
4:30pm -David Palfreyman

Handwriting practice lines consisting of 20 horizontal dotted lines.

NOTES

NOTES

The RayWhite logo consists of a solid yellow square. Inside the square, the word "RayWhite" is written in a black, italicized, sans-serif font.

RayWhite

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