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28 MAY TO 9 JUNE, 2026

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India's No.1 Property Site

## INVITATION



**Dr Niranjana Hiranandani**  
Chairman, NAREDCO



**Shri Parveen Jain**  
President, NAREDCO

We are delighted to inform you that we are coming up with 5th Online Management Development Program, proudly hosted by the National Real Estate Development Council (NAREDCO) under the banner of National Initiative of Real Estate Development (NIRED).

At NAREDCO, we are steadfast in our commitment to driving the growth and professionalization of the real estate industry in India. Through initiatives like this, we aim to provide a robust platform for comprehensive training, dynamic workshops, and capacity building initiatives, designed to empower individuals within the real estate, construction, and infrastructure sectors to excel in today's ever-evolving landscape.

This online program promises a transformative experience, featuring insightful and interactive sessions facilitated by industry experts and thought leaders. It presents an unparalleled opportunity to glean valuable insights into the latest trends, best practices, and regulatory frameworks shaping the real estate industry, while fostering meaningful connections and expanding your professional network.

Upon successful completion of the online program, participants will be bestowed with a prestigious certificate by RERA and NAREDCO, underscoring their unwavering dedication to professional excellence within the industry.

We believe that your participation in this program will be immensely beneficial, not only for your professional development but also for the continued growth and success of the real estate industry as a whole. We urge you to mark your calendar for 28 May to 9 June, 2026 and join us for what promises to be a transformative learning experience.

'We believe that knowledge is the key to unlocking limitless potential in the real estate industry. Join us on this journey of discovery, growth, and innovation'.

## ABOUT NAREDCO

The National Real Estate Development Council (NAREDCO) was founded in 1998 as a national body under the patronage of the Ministry of Housing and Urban Affairs, Government of India. Shri Ram Jethmalani, who was then the Hon'ble Union Minister of Urban Affairs and Employment, played a key role in its establishment. Since its inception, the Hon'ble Union Minister for Housing and Urban Affairs, Government of India, is the ex-officio Chief Patron of NAREDCO. Various Ministries of Union Govt. and Central PSUs have nominated its officers in the Governing Council of NAREDCO.

Led by Shri Parveen Jain as President, Dr Niranjana Hiranandani as Chairman, NAREDCO strives to elevate and streamline the Indian real estate sector. It provides a credible platform for the government, real estate industry, and the public to address issues and find effective solutions. NAREDCO is dedicated to raising operational standards in building, construction, and real estate marketing while actively participating in shaping national policies for fiscal reforms. By doing so, it plays a catalytic role in fostering economic growth within India's real estate industry.

NAREDCO's structure includes National, State, and City Councils, ensuring its policy recommendations genuinely reflect on-the-ground realities across India's diverse regions. Currently, NAREDCO has over 15,000 members nationwide, with active chapters in various states. NAREDCO has played a pivotal role in advancing India's real estate sector by organizing events that promote excellence & uphold high standards. Its efforts have greatly contributed to the industry's overall growth. Aligned with government initiatives and policies, NAREDCO is dedicated to supporting India's vision of becoming a "Viksit Bharat" by 2047.

## ABOUT AIFORERA

AIFORERA, or the All India Forum of Real Estate Regulatory Authorities, is an apex-level collaborative platform that brings together the various state Real Estate Regulatory Authorities (RERAs) from across India to improve regulation and transparency in the real estate sector. It focuses on harmonising regulatory practices, sharing best-in-class technology and processes among states, and developing unified systems—such as a proposed national portal—that allow homebuyers and other stakeholders to easily access information on projects and developers. By coordinating between state regulators and the central housing ministry, AIFORERA aims to strengthen implementation of the Real Estate (Regulation and Development) Act, enhance buyer protection, and support a more accountable and efficient real estate market nationwide.

## ABOUT NIRED

National Initiative of Real Estate Development (NIRED) deals with capacity building of stakeholders, training programmes, workshops, seminars, skill development training, online and physical courses, study tours, online self-paced modules, industry exposures, research of emerging trends in Real Estate sector etc. It is being conceptualized as a unique initiative in the country, led by the premier industry association, to emerge as a potential destination for youth to enhance their knowledge, skills and research acumen in the Real Estate, Construction and Infrastructure Sector and in fields including, but not limited to, planning, construction, building material, new technologies, marketing and brokerage and to award recognition certificates.

The main purpose of this set-up is to dedicatedly develop and build capacities of human resources to enhance quality and productivity of works in the Real Estate & Infrastructure Sector.



# GLIMPSES OF 1ST & 2ND MANAGEMENT DEVELOPMENT PROGRAM



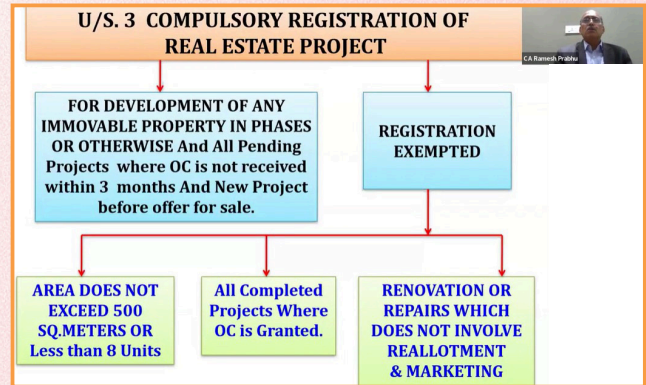
# GLIMPSES OF 3RD MANAGEMENT DEVELOPMENT PROGRAM

ONLINE

Session 2 – 2<sup>nd</sup> August 2025  
Registration, Roles & Responsibilities Of Real Estate Agents

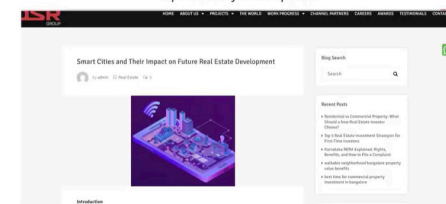
1. Registration of Agents, Channel Partners under RERA
2. Functions and Responsibilities of Real Estate Agents
3. Post RERA Practices
4. Benefits of RERA for Agents

Speaker CA. Vinay Thyagaraj - Treasurer, NAREDCO Karnataka GC Member, NAREDCO

### Smart City Integration—The Future of Real Estate

IoT-enabled buildings: energy efficiency, remote monitoring, and tailored experiences for occupants.



<https://www.dsinfra.com/2025/02/28/smart-cities-and-their-impact-on-future-real-estate-development/>

### Additional Promoter Responsibilities

<p><b>Maintain Completion and Occupancy Certificates</b></p> <p>Promoters are legally obligated to secure both the Completion Certificate (CC) and Occupancy Certificate (OC) from the relevant competent authority. The CC confirms that the project has been built according to the approved plans and specifications, while the OC certifies that the building is safe and suitable for occupation. Obtaining these certificates is critical and often the bottleneck of possession, ensuring compliance with all regulatory norms and the safety of the occupants.</p>	<p><b>Provide and Maintain Essential Services</b></p> <p>Until the physical possession of units is handed over to the allottees, and specifically until the formation and full takeover by the association of allottees, the promoter must ensure the continuous provision and maintenance of all essential services. This includes a reliable supply of water, electricity, drainage, and adequate security. Furthermore, any charges levied for these services during this interim period must be reasonable and transparent, preventing undue burden on prospective residents.</p>	<p><b>Facilitate Formation of Resident Association</b></p> <p>A crucial responsibility involves enabling and actively facilitating the formation of the association of allottees. This association must be established within three months of the majority of the units in the project being booked. The promoter's role includes providing necessary assistance and documentation to ensure the smooth completion of this task, which will eventually take over the management and maintenance of the common areas and amenities.</p>
<p><b>Pay All Outgoing Built Possession Transfer</b></p> <p>The promoter is solely responsible for paying all necessary outgoings related to the project until the physical possession of the property is transferred to the allottees. These outgoings encompass a wide range of expenses, including land cost, ground rent, municipal or other taxes, charges for water and electricity, maintenance charges, and any other duties or fees. This provision ensures that the buyer receives the property free from any outstanding liabilities incurred during the construction phase.</p>	<p><b>Prohibition of Additional Mortgage on Sold Units</b></p> <p>Once an agreement for sale has been entered into with an allottee, the promoter is strictly prohibited from creating any additional mortgage or charge on the specific unit or plot that has been sold, or on the proportionate share of the common areas pertaining to that unit. This protective measure is designed to safeguard the buyer's interest and prevent any encumbrances on their property after they have committed to the purchase.</p>	<p><b>Rectification of Structural Defects</b></p> <p>Promoters bear the responsibility for rectifying any structural defects or other quality issues that come to light within five years from the date of handing over possession to the allottees. This includes issues in terms of materials, or workmanship, upon notice from the allottee, the promoter must rectify such defects without further charge unless such defects, failure to do so causes the promoter liable to any compensation.</p>

### Real Estate Sector

- High Competition
- Volatility and Economic Fluctuations
- Managing Multiple Stakeholders
- Diverse Client Expectations
- Lead Generation and Client Conversion
- Legal and Regulatory Compliance
- Commission Uncertainty
- Time-Intensive and Unpredictable Work Hours
- Technology Disruption

### Funding Options in the Indian Real Estate Sector [2/2]

**New-Age & Alternative Financing**

- Land Acquisition Funding: Loans or structured equity for buying land from HFCs/NBFCs.
- Joint Development Funding for Landowners: Funding based on land share.
- Receivables Discounting: Monetizing contracted sales cash flows.
- Non-Convertible Debentures (NCDs): Listed/unlisted debt instruments.
- Alternate Investment Funds (AIFs): Category II/III.
- REITs/SM-REITs: Publicly traded real estate income portfolios.
- Infrastructure Investment Trusts (InvITs): For income-generating infra assets.
- Family Offices, HNI and UHNI Investors: Strategic long-term capital.
- Green Bonds / ESG Financing: Linked to sustainability goals.
- Mezzanine Debt: Hybrid of debt and equity.
- Crowdfunding Platforms: Retail investor participation.
- Securitization of Rental Income: Selling packaged rental cash flows.

### AGENCIES INVOLVED...

- Approach Knowledge Centre Professionals like JLL, CBRE etc.
- Architects
- Interior Designers
- Landscape Architects
- MEP Consultant
- Structural Consultant
- Traffic Consultant
- Energy Conservation
- Green Building Certification Consultant
- Contractor
- Sanction etc from all the Authorities
- RERA
- Relaying Agency
- Branding Agency

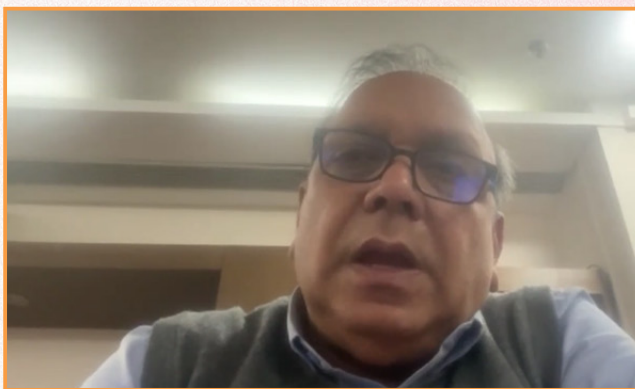
# GLIMPSES OF 4TH MANAGEMENT DEVELOPMENT PROGRAM

**ONLINE**

**Management Development Program -04**



- Agent one of the key stakeholders along with Allottees and Promoters

and RERA Rules, the following are the changes in real estate practices post RERA -

Post RERA Practices	Department
Prior Registration of Real estate projects are mandatory – section 3	Advertisement and Marketing
Details of registration granted by RERA and complete project details available on RERA portal/website of the Authority – Section 11 read with Rule 15(D)	Sales and CRM
Details of the Project including Number/ types of apartments or plots booked, approvals granted, NOC's, the status of the project etc are published by the Authority on RERA Portal/website of the Authority – Section 11	Advertisement and Marketing



**PROGRAM HIGHLIGHTS**

- Overview of Residential Real Estate & Impact of RERA
- Registration, Roles & Responsibilities of Real Estate Agents
- Registration of Real Estate Projects
- Promoters under RERA
- Green Building Evolution: Benefits, Incentives and future perspectives in India
- Perspectives of a Promoter
- Financing and funding of Real Estate Project
- Future and opportunities in Indian Real Estate sector
- Standard/Mandatory practices under RERA

Join us daily for a 90 minutes session from 6:00pm to 7:30pm




**Importance of 'PERSONAL BRANDING FOR REALTORS®'**




## 5TH ONLINE MANAGEMENT DEVELOPMENT PROGRAM

NAREDCO has always been at the forefront of advocating for the growth & professionalization of the real estate industry in India. Through our various initiatives, we have endeavoured to create an environment conducive to the evolution of real estate practices, ensuring that our members stay abreast of changing regulations, market dynamics, and consumer trends.

The 5th Online Management Development Program on “**RERA & Real Estate Leadership Essentials**” is a focused capacity-building initiative under the National Initiative of Real Estate Development (NIRED), an endeavour pioneered by NAREDCO. Organised in collaboration with Delhi RERA the program is scheduled to be held from 28 May to 9 June 2026 in digital mode. This program reflects NAREDCO’s ongoing commitment to fostering knowledge, professionalism, and regulatory awareness within the real estate, construction, and infrastructure sectors.

This online program will feature insightful sessions and interactive workshops led by industry experts and thought leaders. Participants will have the opportunity to gain valuable insights into the latest trends, best practices, and regulatory frameworks shaping the real estate industry. Additionally, they will have the chance to network with fellow professionals and forge meaningful connections that can drive personal and professional growth.

**Upon successful completion, participants will receive a joint certification from RERA and NAREDCO. The course fee for non members is INR 23,600 (inclusive of GST), with a special discounted rate of INR 14,160 (inclusive of GST) available for members of NAREDCO.**



# KEY ONLINE PROGRAM HIGHLIGHTS



Overview of  
Residential Real Estate &  
Impact of RERA



Registration,  
Roles & Responsibilities  
of Real Estate Agents



Ease of Doing  
Warehousing Business  
in India



Registration of  
Real Estate Projects



Promoters  
under RERA



Perspectives of  
a Promoter



Financing and  
funding of  
Real Estate Project



Future and  
Opportunities in Indian  
Real Estate Sector



Standard/Mandatory  
practices under RERA



Integrating Proptech for  
Smart Real Estate  
Regulation in India



SMREIT and REIT



Branded Residences

Program Director

**CA VINAY THYAGARAJ**

Governing Council Member, NAREDCO and  
Treasurer, NAREDCO Karnataka

## PROGRAM DESIGNED FOR

**Real Estate Developers | Architects | Civil Engineers  
| Chartered Accountants | Construction and Property  
Professionals | Investors | Brokers and Agents |  
Anyone seeking a deeper understanding of RERA & the  
Indian Real Estate Market**

**Participation Certificate Awarded by  
RERA and NAREDCO**

## SPEAKERS AND FACULTIES

**Eminent faculties, speakers from various RERA bodies, leading  
professionals and industry leaders will interact and deliver the sessions.**

### Program Coordinator

**Mr. Yogesh Kumar**

+91 9311123727

naredco@naredco.in

**Scan for Registration & Payment via UPI/NEFT/RTGS/Debit or Credit Card**

**Click Here**



**For Registration  
or  
Scan Below**



**For Non Members**

**INR 23,600/-**

**Inclusive of (18%) GST**

**(i.e., INR 3,600/-) per participant**

**Special Rate for NAREDCO,  
Members**

**INR  
14,160/-**

**Inclusive of (18%) GST  
(i.e., INR 2,160/-) per participant**

**Join us daily for a 90 minutes session from 6:00pm to 7:30pm**



**NAREDCO**

National Real Estate Development Council

**(Under the Aegis of Ministry of Housing and Urban Affairs, Govt of India)**

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