

AGM & Annual Conference 2015

Saturday
June 20th



INCOMING PRESIDENT

Eamon O'Flaherty
MIPAV MCEI

“Meeting the challenges
of economic recovery”

Carton House, Maynooth, Co. Kildare

President's Message



Dear Member

It gives me great pleasure to invite you to attend this year's AGM and Annual Conference which this year takes place in the magnificent Carton House in Maynooth, Co. Kildare. This beautifully restored historic mansion has been discreetly converted in to a modern luxury destination which is conveniently located off the M4.

This year IPAV has again put together another very interesting panel of speakers whom I hope you will find interesting and beneficial to you when you return home. Aware of the time constraints on members, this year we have confined the AGM and Conference to a one-day event. Our Annual Golf Competition, which is kindly sponsored by the Irish Examiner, will take place later this summer.

This year we are again delighted to welcome back as our Facilitator for the Afternoon Seminar the well-known broadcaster and commentator Ivan Yates. Ivan was a big hit with members at last year's conference and we very much look forward to his comments and observations on the property industry one year on.

The Conference will be opened by the Minister of State at the Department of Finance and Public Expenditure & Reform, Simon Harris TD. Minister Harris has recently steered the new Valuation Bill through the Houses of the Oireachtas and is very familiar with the setting and maintenance of valuation standards as well as all aspects of the property industry generally. We look forward to hearing him outline his and the Government's up-to-date views on the industry and their plans for the future.

Another guest speaker with a thorough knowledge of the construction industry and its current challenges is Tom Parlon, Director General of the Construction Industry Federation who will update us on the industry from the CIF's viewpoint.

Tackling the current thorny topic of mortgage finance will be Aine McCleary who is Head of Mortgages, with Bank of Ireland. In

her current role, Aine has responsibility for the Bank's mortgage strategy, product development and distribution through Bank of Ireland's branch network, direct, digital and broker channels.

As you are aware one of IPAV's recent major achievements was to gain membership of TEGoVA, the European Valuers' Organisation which has facilitated many IPAV members becoming accredited Recognised European Valuers. We are delighted to welcome as a guest speaker Krzysztof Grzesik, the current chairman of TEGoVA, who will brief us on issues from a European perspective.

As part of its ongoing outreach campaign and to further its communications strategy, IPAV has been getting increasing involved in social media including Facebook and Twitter. So, I am delighted to welcome Mervyn Cunningham of SoGo media who will address us on how social media can be of benefit to the auctioneer and estate agent in his/her day-to-day business.

Our Guest Speaker for our Conference Dinner this year is well-known former estate agent Paul McNeive. Paul has over 30 years experience in commercial property and he was Managing Director of Hamilton Osborne King (HOK) when the firm was sold to Savills. Paul now works as a Motivational Speaker and as a consultant on business development with several leading companies. His autobiographical book on business and motivation called "Small Steps" is a bestseller.

The Institute is always aware of the ongoing economic constraints on members. Consequently, the main Conference Seminar on Saturday afternoon is entirely free to all members and I would encourage as many as possible to attend at least some of the day's events. The afternoon Seminar is also a CPD event for all REV's.

Finally, I wish to thank everybody associated with making the day a success and I look forward to meeting you in Carton House on June 20th.

Best wishes

Keith Anderson
President

44th AGM & ANNUAL CONFERENCE 2015, Carton House, Maynooth, Co. Kildare - Saturday, June 20th

- 11.00am
AGM (MEMBERS ONLY)
- 12.00 noon
IPAV NATIONAL
COUNCIL MEETING
- 12.00 noon
TRADE STAND EXHIBITION
- 12.30pm – 2.00pm
LUNCH
- 2.00pm
PHOTO OPPORTUNITY
- 2.30pm
Annual Convention – Facilitator:
IVAN YATES, BROADCASTER
AND COMMENTATOR
- 5.00pm
RECESS
- 7.15pm
CONFERENCE RECEPTION
- 8.00pm
CONFERENCE DINNER
(BLACK TIE)
Guest Speaker:
PAUL McNEIVE ,
MOTIVATIONAL SPEAKER

IPAV Conference Schedule 2015



Ivan Yates

CONFERENCE FACILITATOR

Ivan Yates is a well-known broadcaster, commentator and a former politician. He was elected as a Fine Gael Deputy for Wexford at the 1981 general election. He served on Fine Gael's Front Bench and was appointed Minister for Agriculture, Food and Forestry in the Rainbow Government between 1994 and 1997. He retired from politics in 2002. Ivan subsequently set up Celtic Bookmakers which rapidly expanded but went into receivership in January 2011. He subsequently took up a broadcasting career and currently co-presents the Newstalk Breakfast programme with Chris Donoghue.

2.30pm

Eamon O'Flaherty MIPAV MCEI

INCOMING PRESIDENT



Simon Harris TD, Minister of State at the Departments of Finance and Public Expenditure & Reform

Simon Harris was elected as a Fine Gael TD for Wicklow at the 2011 General Election. Before his election to the Dáil he served on Wicklow County Council and was also a member of Greystones Town Council. On 15 July 2014, he was appointed as Minister of State at the Department of Finance and Public Expenditure & Reform with special responsibility for the Office of Public Works, Public Procurement and International Banking.

2.45pm



Tom Parlon, Director General, Construction Industry Federation

A native of Coolderry, Co. Offaly, Tom Parlon was a farmer who served as Deputy President of the IFA (1991–1993) and President (1997–2001). He later served as a Progressive Democrat TD for Laois Offaly from 2002 to 2007 and was also the Minister of State at the Department of Finance with special responsibility for the Office of Public Works. In July 2007 he was appointed Director General of the Construction Industry Federation.

3.00pm



Krzysztof Grzesik, Chairman, TEGoVA

Krzysztof Grzesik is Chairman of TEGoVA, Europe's representative body for real estate valuers, which has 59 member valuation associations representing 70,000 valuers in 32 countries. Krzysztof's immediate priority is to assist governments in developing reliable national valuation standards for mortgage lending based on European Valuation Standards (EVS) as specified by the EU Mortgage Credit Directive and favoured by the European Central Bank.

3.20pm



Aine McCleary, Head of Mortgages ROI, Bank of Ireland

Aine McCleary is Head of Mortgages with Bank of Ireland. In her current role, Aine has responsibility for the Bank's mortgage strategy, product development and distribution through Bank of Ireland's branch network, direct, digital and broker channels. A graduate of UCD, with a Master's Degree in Business Studies from the Smurfit School of Business, Aine has recently completed the Certified Bank Director programme with the Institute of Bankers. Aine is a Fellow of the Institute of Bankers, where she is a Council member. She is also a member of the Irish Mortgage Council of the Banking and Payments Federation of Ireland (BPFI).

3.40pm



Mervyn Cunningham, Director, SoGo Media

Mervyn Cunningham is Director of SoGo Media, a Midlands-based marketing company which launched in 2012 specialising in Marketing/Design & Social Media for SMEs. Mervyn has worked in some of the larger Blue Chip companies within Ireland, both managing and training in many different areas of these businesses, including Telecoms, Manufacturing, Leisure & I.T. From working within these companies, he has acquired considerable knowledge and expertise of brand awareness.

4.00pm



Pat Davitt, CEO, IPAV

CLOSING REMARKS

4.15pm



Eamon O'Flaherty MIPAV MCEI

INCOMING PRESIDENT

Eamon O'Flaherty, has been living and working in Maynooth since 1995 but is a native of Lanesboro, Co Longford. He arrived in Maynooth in 1995 to work for Property Partners Brady where he is now a Director. He is a member IPAV's National Council and has served as both Junior and Senior Vice-President. Eamon has had a major involvement with Maynooth GAA Club and has an interest in all things equine. He has two children, Aine (5) and Patrick (4).



Paul McNeive

CONFERENCE DINNER GUEST SPEAKER:

Paul McNeive has over 30 years experience in commercial property. He was Managing Director of Hamilton Osborne King when the firm was sold to Savills. Paul, a chartered Surveyor, now works as a Motivational Speaker and as a consultant on business development with several leading companies. His autobiographical book on business and motivation called "Small Steps" is a bestseller. Paul writes a weekly opinion column on property and business for the Irish Independent and he is on the board of The National Rehabilitation Hospital. Paul is a man who has overcome many challenges in life. He has strong advice for businesspeople and a remarkable story to tell.



Carton House

Queen Victoria knew it well. Grace Kelly and Prince Rainier came for a holiday. Peter Sellers and Marianne Faithfull lived there for years. When the 1st Duke of Leinster chose it for his country seat in 1739, it stayed in the FitzGerald family until the mid 20th century.

IPAV's National Conference takes place in one of Ireland's most historic houses, Carton House. This beautifully restored historic mansion has been discreetly converted in to a modern luxury destination - the first of its kind in Ireland.

Located just twenty minutes from Dublin, the 1,100-acre private parkland estate is an all-encompassing playground for leisure and corporate guests alike. Features include - two Championship Golf Courses, a leisure centre with pool, Spa, Training Pitches, Tennis Courts, Purpose Built Events Centre and state of the art conference facilities, making Carton House the ideal choice for a hotel break.

While glass walkways, curving corridors, vibrant canvasses and fashionable upholstery have been sensitively incorporated in to the design and layout of the bright interior - Carton House retains the most important jewels of its original character while its walls whisper the many stories of bygone times.

The Spa at Carton House

The Carton Spa is linked but cleverly sequestered from the main building in the reconverted stables - offering peaceful respite from the outside world. Using the Darphin skincare and beauty range, all of the expert spa therapists are continuously trained, offering a wealth of information and advice from skin types, specialist creams, masks, oils and individual treatments.

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