



RS / BUSINESS NETWORK

MONETIZE YOUR NETWORK!

CONSULTANT RECRUITMENT BRIEF - JAN 2020

“ How would you like to monetise your business network responsibly through a proven global real estate investment platform that make it easy to serve their needs?

“ The Platform In A Nutshell

“ A platform helping clients to build financial diversity through global real estate since 2007.



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A Global Approach

- ▶ Delivering our capabilities across multiple markets for investment and diversification.
- ▶ Singapore
- ▶ Australia
- ▶ UK
- ▶ Malaysia
- ▶ Japan
- ▶ Vietnam
- ▶ Thailand
- ▶ and more...



“ Why do people invest overseas?

- ▶ **Investment**
 - ▶ Diversification, currency and inflation hedge, income.
- ▶ **Family**
 - ▶ Migration, children education.
- ▶ **Wealth preservation**
 - ▶ Stable and long term instrument, currency
- ▶ **Legacy planning**
 - ▶ As an asset to pass through generations
- ▶ **Leisure**
 - ▶ Personal enjoyment



Does my clients invest overseas?

- ▶ In a 2017 report...
 - ▶ Malaysians top Asia when it comes to looking for greener pasture.
 - ▶ Key markets Australia, UK and Singapore.
 - ▶ Children education is a major concern with 72% planning to head overseas compared to 38% across Asia.
 - ▶ Wealth protection also important with capital controls, currency depreciation and increasingly punitive tax environment
 - ▶ Legacy planning with fears of wealth being squandered by the next generation
 - ▶ Real estate tops wealth allocation in Asia at 29% compared to global average of 24%.
- ▶ How do you think the situation changed in the last 3 years?

“What are the challenges they face?”

- ▶ **Knowledge**
 - ▶ Where? What? How?
- ▶ **Capacity**
 - ▶ Weak MYR making it hard for them to invest
- ▶ **Misrepresentations**
 - ▶ Over marketing by agencies
- ▶ **Support**
 - ▶ After sales support
- ▶ **Choices**
 - ▶ Project driven rather than research driven



The RS Business Network Platform

- ▶ Providing the core capabilities to facilitate global real estate investment.



PRODUCT ORIENTATION

Source & structure global real estate investment opportunities



CUSTOMER SERVICE

Provides comprehensive end-to-end transaction management



RESEARCH/ TRAINING

In-depth market research and capability management.



STRATEGIC ALLIANCE

Partnership with key industry players for collaboration.

“ The RS Business Partner Network

- ▶ Is about allowing partners to build a business that delivers our products and services to the end customers.



THE RS PLATFORM

Originates and delivers global real estate investment opportunities with research, training, partnerships and comprehensive end to end services



THE PARTNER NETWORK

Develops and manages client relationships providing them with global real estate investment opportunities and advisory.



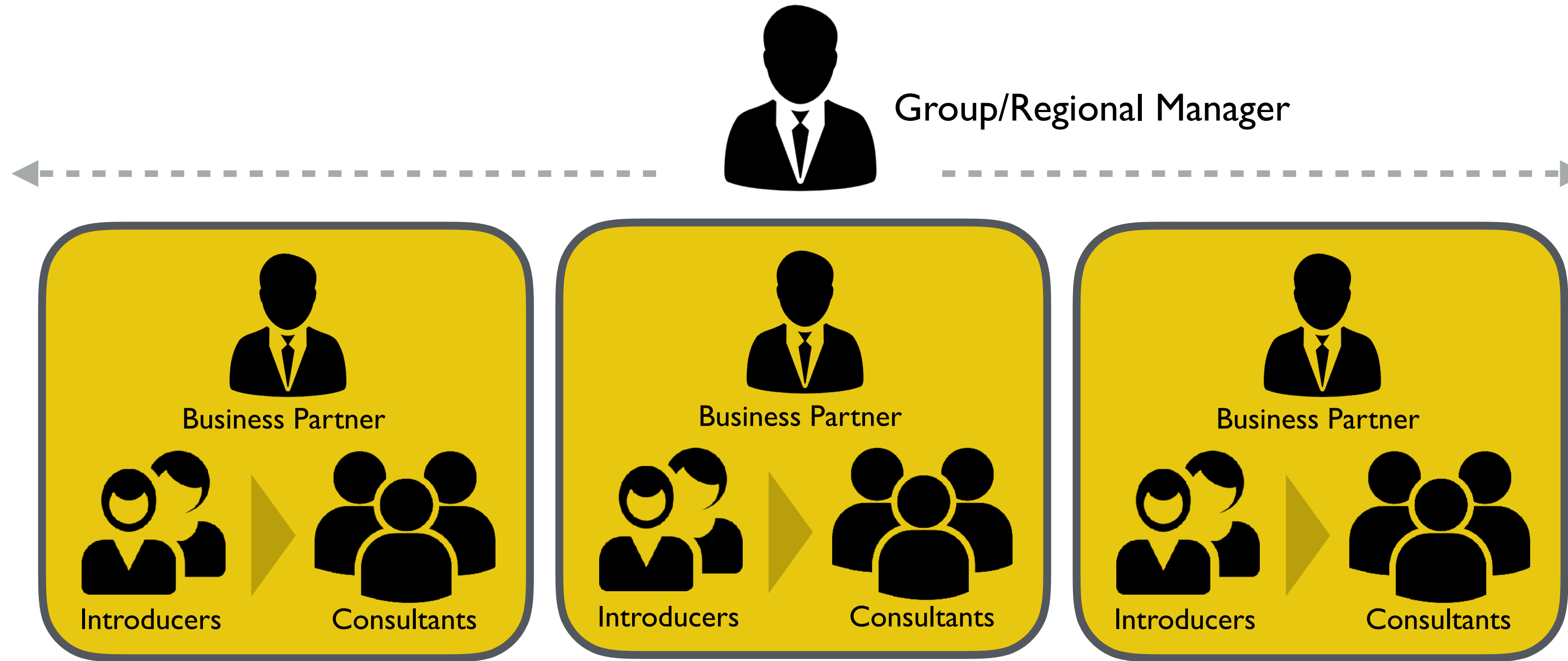
THE CUSTOMER

Acquires global real estate for various personal investment purposes from diversification to personal usage.

“What We Are Bringing To You...”

- ▶ **Empowering Entrepreneurship**
 - ▶ Provides you a platform to learn, grow and be rewarded financially
 - ▶ Allows you to build a business/team based on a proven model
- ▶ **Enabling Investments**
 - ▶ Providing a platform that delivers end-to-end investment opportunities which you can rely on for your clients
- ▶ **Educating The Market**
 - ▶ Delivering information and knowledge to you and your clients on overseas investing

“ The Business Partner Network



PRODUCTS



SERVICES



TRAINING



ALLIANCE

CONFIDENTIAL

RS / BUSINESS NETWORK

“ Network Team Structure

▶ Introducer

- ▶ A network of high level professionals who will engage with the team to refer customers thus further monetising their network.

▶ Consultant

- ▶ Registered personal who are willing to commit at least 30% of their time to be part of the team to grow the business.

▶ Business Partner

- ▶ Formal agreement with RS to establish a team as part of the RS Business Partner Network to grow a business/team.

▶ Group Manager

- ▶ Full time business partners managing multiple teams in one or more territories.

“ How we will get you started?

“ Information Portal

- ▶ **Access To Our Online Portal**
 - ▶ All business partners and certified consultants will be provided with access to our online portal where they will be able to download various materials necessary for their work.
- ▶ **Materials include**
 - ▶ Information on all projects.
 - ▶ Market Reports
 - ▶ Training Materials
 - ▶ Business Process Documents



Client Service

- ▶ **Complete end to end transaction service**
 - ▶ RS Provide all customers with services to take care of their acquisition from contract signing to financing, settlement and property management.
- ▶ **Post-sales services**
 - ▶ Once the acquisition is complete customers will be able to access us for enquiries on their properties. First level enquiries will be free of charge unless further work is required to rectify any situations.

“ Strategic Events

- ▶ **Market Education Events**

- ▶ Conducted by RS for all teams to invite clients to be educated on markets and principles of overseas investing

- ▶ **Project Sales Events**

- ▶ Monthly product launch to support project sales.

- ▶ **Regular Market Update**

- ▶ Bi-Annual Market Update On Key Markets

- ▶ **Strategic Events**

- ▶ Events held with strategic partners such as banks and associations for branding and marketing purposes.

“ Training Courses

- ▶ Courses includes
 - ▶ Fundamentals Of Overseas Property Assets
 - ▶ Overseas Investment Advisory
 - ▶ International Property Portfolio Consulting
 - ▶ Market Expert Series (Australia/UK/Singapore etc)

“ In Conclusion

- ▶ We will provide you a platform...
 - ▶ that has been proven for over a decade to deliver sensible and profitable overseas real estate investing.
 - ▶ that provides the in-depth research and end-to-end services that takes away the complexities of overseas investing
 - ▶ that allows you to build a business at your own pace and time without having to commit significant finances.
 - ▶ that allows you to increment your income by leveraging off your existing network with a new product offering.

“ Let’s talk about the platform and how it can help you.