

# 3-WEEKS REALTOR ACCELERATOR PROGRAM

## Elevate Your Real Estate Career

### PROGRAM FEE

Prospecting and Engaging High-Net-Worth Individual

Full Fee: S\$981

\*Net Fee Starts From:

**\$351\***

\*SSG credits claimable (T&C Apply)

Mastering High-Net-Worth Customer Relationships

Full Fee: S\$1,090

\*Net Fee Starts From:

**\$390\***

\*SSG credits claimable (T&C Apply)

Win-win Strategic Negotiation

Full Fee: S\$981

\*Net Fee Starts From:

**\$351\***

\*SSG credits claimable (T&C Apply)

\*Terms & Condition applies. Refer to next page for funding eligibility

New to the industry? Do not know where to start? Heard about how tough it is to be an estate agent now? Fret not, we are here to help you accelerate to your success!

## Program Highlights

Build your confidence and competence to be the go-to agents from the high-net-worth individuals! We offer practical and effective methods to help you close your deals!



### Prospecting and Engaging High-Net-Worth Individual

Master the art of attracting luxury buyers!

- Become the go-to agent
- Effective in getting successful leads
- Proven winning formula to increase revenue



### Mastering High-Net-Worth Customer Relationship

Develop the expertise to build and maintain strong relationships with high net worth (HNW) clients.

- Know HNWI characteristics and relationship needs.
- Assess effective CRM strategies for HNWIs
- Create personalized client relationship plans



### Win-Win Strategic Negotiation

Master negotiation tactics that ensure mutually beneficial outcomes for both you and your HNW clients.

- Preparing for negotiations with HNW clients
- Win-win negotiation strategies
- Overcoming common negotiation challenges
- Closing deals with confidence and professionalism

**UNLOCK THE SECRET FORMULA**  
Ready to elevate your real estate game?

Join our comprehensive program and gain the specialized knowledge and skills needed to excel in the competitive world of High-Net-Worth real estate.

# momenta >>®

leadersdrivingperformance

Empowering Growth for a Culture of Excellence Since 2003

## Proven Success with Momenta: Elevating Real Estate Professionals

For over 20 years, momenta Group has a notable history of working with private bankers, having trained a significant number of bankers from both local and major Swiss private banks. This extensive involvement highlights our expertise in delivering specialized knowledge and effective methodologies tailored to the unique requirements of engaging affluent clients.

**150,000**

Participants

**50,000**

Training Days

**500**

Corporate Clients

**70**

Cities

**50**

Countries

## Success Stories and Testimonials

Our programs have empowered countless sales professionals such as private bankers, insurance agents, to reach new heights in their careers.

Acquire New High-Networth Clients

Generate High Revenue & Income

Recurring Businesses from Existing Clients



## Our Clients



Endorsed and supported by IEA and RCN.



## Course Outline

At the completion of the course, e-certificate will be awarded to trainees who have demonstrated competency in the WSQ assessment and achieved at least 75% attendance

## How to attract HNW clients


In partnership with 




## Module Details

Elevate your real estate career with our proven training programs. Scan for details on how to master high-net-worth client relationships, strategic negotiation, and more.

**Prospecting and Engaging High-Net-Worth Individual**




**Mastering High-Net-Worth Customer Relationship**



**Win-Win Strategic Negotiation**




## Principal Trainer



**Bernard Soo**  
Founder - Entrepreneur Leadership Institute

Bernard is a seasoned wealth management professional, boasting over 17 years of experience serving high-net-worth individuals. He has spearheaded successful wealth propositions and digital product strategies tailored to various banking segments. Throughout his career, he has held key leadership roles at prominent institutions such as HSBC, Standard Chartered, and UOB, where he significantly contributed to bank-level sales, wealth management propositions, and engagement strategies with affluent clients.

Bernard is also a key player in the fintech space, having served on the Board of the Singapore Fintech Association, where he represented the fintech landscape. As a co-founder of CitaDAO, a real estate tokenization platform, Bernard continuously engages with global high-net-worth individuals, family offices, and real estate funds on real estate investment and tokenization strategies. His passion for training and outreach is evident in his dedication to sharing his extensive expertise on engaging high-net-worth clients.



**Dr. Carl Thong**  
Group Managing Director


Dr. Carl is a passionate expert in organizational performance optimization. His extensive experience across diverse industries enables him to develop effective training programs and provide valuable consulting services to MNCs, NGOs, and government organizations. He has worked with renowned clients like UBS, Citibank, Singapore Tourism Board, and more. Dr. Carl is also actively involved in his community, serving on various NGO boards and holding leadership positions in his church. In his free time, he enjoys family activities, biblical studies, and playing music.


Your success is our mission. We don't just groom you; we invest in you.



**Register Today!**  
<https://bit.ly/4f5xiJ0>

**Got Question? Talk to our learning consultant**

 Available on WhatsApp  
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 Email Us!  
[mailer@eli.academy](mailto:mailer@eli.academy)