



# What to expect from Inspire Influence Live ANZ

Flow of the workshop on 30 April, at InterContinental Sydney

8:30am to 9am: Arrivals and coffee

9am welcome by Naureen and we go into the first panel

## Panel on influence



**Pauline Tan**  
Partner, Head of Real Estate - APAC  
Ashurst

Pauline Tan heads up Ashurst's Real Estate APAC team and is widely recognised for her deep expertise across all facets of real estate transactions and structures. She provides strategic, commercially focused advice on a broad range of commercial and legal real estate matters, including both direct and indirect investments, joint ventures, and other real estate investment structures.

Pauline represents major local and international investors, managers, and developers active in the Australian market. She is renowned for her pragmatic, solutions-oriented approach and her extensive experience across all real estate asset classes, including office, logistics, hotels, student accommodation, build-to-rent, and healthcare.



**Karen Wales**  
Head of Hotels, Australia | Transaction Services  
Colliers

Karen is Head of Hotels, Transaction Services at Colliers, leading the firm's Hotel Capital Markets platform in Australia. With more than 25 years' experience in the hotels and hospitality industry, she specialises in hotel brokerage, operator selection, and advisory services for owners, operators, and government. Karen brings deep expertise in the Asia-Pacific hotel investment market and a proven ability to attract new sources of capital into Australia's hotel sector.

Since joining Colliers, Karen has advised on more than \$1 billion in hotel transactions and delivered strategic consultancy services to over 40 clients. She also leads the Hotels team's thought leadership initiatives and is a regular speaker at key industry events.

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## Masterclass on financial fluency

9:30am Lucia Grambalova will take us through a financial fluency workshop.

This session focuses on understanding the financial lens through which owners and asset managers operate.

You will learn:

- Key financial terminology used in hospitality and real estate
- What owners and investors look for
- How to structure commercial conversations
- What to be mindful of when presenting proposals
- How to position your arguments strategically

For this workshop we will be working with an imaginary property that chatgpt helped us build in Brisbane, The Haven Collective and we will have six case studies to work through

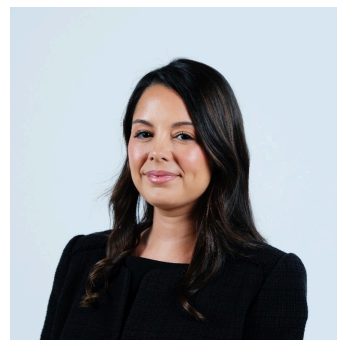
1. Capex approval: Rooftop expansion & upgrade
2. Headcount increase: Community & Experience manager
3. Purchase request: Guest shuttle vehicle (electric van)
4. Major contract approval: Coworking partnership
5. Annual salary review and negotiation
6. Acquisition case

Once you have registered, you will be sent the details of each case study ahead of time and will be asked to choose the top three you would like to work on. Based on your choices, you will be assigned a group. And together you will prepare your pitch that will be presented to a judging panel of owner/asset managers.

### Judging panel



Lucia Grambalova  
Chief Investment  
Officer  
Hotel Capital Partners



Hannah Shariff  
Senior Investment  
Manager  
Vita Partners Real  
Assets

Each group will pitch to the judging panel. The objective here is not about getting a Yes/No, but the focus is on:

- Your delivery
- Your structure
- Your clarity
- Your language
- Your confidence

And Lucia and Hannah will be giving feedback on the content.

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# Break for lunch 1pm to 2pm

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2pm Welcome back from lunch and second panel on influence

## Panel on influence



Marit Connell  
Director Revenue  
Australia  
TFE Hotels



Shaizeen Contractor  
Chief Commercial  
Officer  
Trilogy Hotels



Emma Hynes  
Director of Operations -  
Australasia & Pacific  
IHG



Emma Fraser  
Founder  
Fraser Marketing Intl

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## Presenting with confidence

2:30pm to 4pm workshop facilitated by Naureen



Naureen Ahmed  
Founder  
Inspiring Women in Hospitality

Naureen will start with some of the elements we all need to understand that goes beyond the content. We have spent the morning building strong content, but if our delivery lacks presence or impact, your message will not land.

In this session we will focus on:

- Voice and tone
- Posture and physical presence

- Eye contact and engagement
- Non-verbal communication

You will practise in small groups/pairs, using the morning case study content, but this time refining delivery and executive presence.

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## Networking with authenticity

4pm to 5pm facilitated by Naureen, we will close the day with a structure networking session designed to move beyond surface-level introductions. How to build relationships, not just exchange business cards. Guided with prompts you will learn how to develop more meaningful connections. We will break into pairs or groups for this exercise

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## Networking

Throughout the day, there will be coffee breaks, lunch and an evening reception, creating plenty of opportunities for connection. Naureen intentionally designs her workshops so that, by the end of the day, participants will have had the chance to meet and engage with almost everyone in the room through a variety of exercises, discussions, and shared moments. In many ways, the entire workshop can be seen as a full day of structured networking.

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## 1 May - option add on

For those who want a more in-depth analysis on their executive presence Naureen is offering a half day intensive session. Which includes:

- Filmed presentation practise
- Individualised feedback
- Delivery refinement
- Personal action plan

We continue your development with the content we used the day before and refine your delivery. The key part here is the filming and watching yourself back. It is 100% the most powerful tool for growth. Limited to 10 pax only for the personalised attention.

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## What past attendees say?

From London:

- *"It encouraged me to stretch beyond my comfort zone and communicate with more clarity, courage and authenticity." - Aysegul*
- *"A safe space to learn, practise, fail and try again without judgement - only support" - Maeva*
- *"A fantastic opportunity to connect with like-minded women and create inspiring career opportunities for ourselves"- Ivana*

- *“Truly transformative - I left feeling energised, empowered and connected” - Eva*

From Bangkok:

- *“Hands down the most high-value event I've been to in a long time. When you put a room full of amazing women together, the energy is incredibly powerful – both personally and professionally.”*
- *“Influence Live was a great opportunity to meet an amazing group of women in the industry at all stages of their careers, in all types of companies. I'm so glad I took a day out of 'work mode' to get to know these ladies, learn and gain valuable ideas” - Eve*
- *“A safe, understanding space where people truly listen and help. I left with meaningful connections with other women in the industry” - Minnie*

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## Secure your place

Standard AUD 750 per person	Early Bird AUD 650 per person (available till 17 April )
Team bundle AUD 550 per person (from 2 to 5 team members)	Presenting with confidence bonus on 1 May AUD 395 per person (must have attended workshop on 30 April)

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## Founder & Facilitator

Naureen Ahmed

Founder, Inspiring Women in Hospitality

[email](#) | [website](#) | [podcast](#) | [linkedin](#)