

# NEWSLETTER

QUARTERLY

Partnering for the Success of Entrepreneurship

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## Bright Future Ahead for Real Estate Sector

As the country is rapidly moving forward for rebuilding, getting back to normalcy in the daily life bring back all the necessities and hustle bustle of basic needs. The requirement of housing tops them all as the country is moving in the phase of reconstruction after the devastating earthquake. Looking at all the related scenario, one can say that there could not be a better time in the history of Nepal than now for housing developers, real estate business and buyers.

For developers, there is already a big growing market for people needing housing. The quake only opened up a new sector of the market with people wanting to buy new houses and move to safer, organized locations with developed infrastructure. And then there is another sector of the market with people wanting to repair, re-strengthen and retrofit their damaged houses.

Surviving the quake and learning about technique and ways to stay safer and build stronger houses through various media these days,

almost everyone has become somewhat of an expert on the subject matter. It is indeed a great learning experience for all to be aware and alert. This also help people make a right decision during the purchase of their next house or construction of one.

Banks and financial institutions (BFIs) are coming up with schemes of lower interest rate on home loan. BFIs are doing so to mobilize the contracted market after the earthquake and to manage excess liquidity. They want to relief customers from the burden of interest rate, who are holding their construction projects or property purchase due to economic blockade and the earthquake.

From these positive vibes from all around, the sector is bound to prosper ahead. With streamlining the increased construction work, following new bylaws by the government and buyers taking advantage of competitive home loans by BFIs', the future seems very bright for the real estate sector in Nepal.

*Editorial Team*  
Brihat Group

### CONGRATULATIONS



Brihat Group Family heartily congratulates our Executive Chairman Mr. Om Rajbhandary for being elected as the Vice President of SAARC Chamber of Commerce and Industry.

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### CORPORATE HUMOR




**BRIHAT GROUP FAMILY**  
WISHES YOU A  
**HAPPY NEW YEAR 2073**  
FILLED WITH GOOD HEALTH, PROSPERITY AND SUCCESS.





Real Estate Investment



...The project has Balkhu River on the north side ..., which is a positive value added for the project as per Vastu Belief.



## Brihat Cluster - Balkhu



Brihat Cluster – Balkhu is one of the latest Housing Project by Brihat Investments which is under rapid construction by Brihat Builders and Developers. The project is conveniently located in the heart of the city at Balkhu; just 1.3 km from Tribhuwan University, 600 m From Vayodha Hospital, 2.2 km from Kalanki Chowk and 4.5 km from New Road. The project has Balkhu River on the north side flowing from west to east, which is a positive value added for the project as per Vastu Belief.

The Salient Features of the project are:

- Modern community living

- Easy access to public transportation
- Wide paved roads
- Electrical lines from NEA
- Sewerage lines
- Separate outlet for waste products & rainwater drains
- Conducted Soil test to design building foundation

The Salient Features of the product are: Contemporary quality homes, designed for modern living with

- Minimum 3 bedroom units and all Master bedroom with attached bathroom
- Living, dining, kitchen, puja room, laundry area, common bathrooms and store in each house
- Each plot has parking space, lawn in the front yard and in some cases in the backyard as well

Come and enjoy the benefits of modern cluster housing with all the amenities in closer proximity.



Real Estate Marketing Agent



A constant focus on creating a systematic way of handling business will give unlimited potential in the business.



## 10 Killer Real Estate Marketing Ideas

(...Continued from last issue...)

### 6. Decide to focus on getting RICH not famous.

Getting rich isn't about getting your name out there; it's about getting your prospects name in here. It's a lot less expensive to get RICH than it is to get famous. One of the best long-term decisions you can make is to concentrate on building a business that can someday work without you.

### 7. Get on the Web with a Money Making Website

The internet is a marketing gold mine. No one can deny the power of the internet, not only to put your name out there, but to generate lead and transform

them to sale. So you need to have a best website working for you.

### 8. Automate. Outsource. Delegate.

If you're going to grow a business, you've got to start letting go of the things that could be done by someone else. A constant focus on creating a systematic way of handling your business will give you unlimited potential in your business.

### 9. Get your current Clients to lead you to your NEXT clients

Your goal should be to get half the people you do business with to refer

someone to you before the end of their transaction. Most of the time, people wait until the transaction is over to ask for referrals, and by that time it's too late. They're not in the same mind space they were in while they were going through the transaction.

### 10. Focus on the lifetime value of your clients

Your relationship portfolio is your most valuable, virtually competition proof asset that you can nurture for a never ending return. Don't just focus on building a transactional business, focus on building a long term sustainable business built on loyal relationships.



Real  
Estate  
Partnering for  
Entrepreneurship

## Mentorship Culture in Nepal

Nepal has achieved one of the biggest milestones - the promulgation of New Constitution, which raised new hopes and aspiration, opening doors to new opportunities and prospects in all sectors. The complex and tough time has rekindled a team spirit among entrepreneurs to survive in tough time, bringing out the Inner Motivation-Antarprerana.

The startup scene in Nepal has changed significantly over the last decade. With new and young entrepreneurs coming up with innovative ideas every year, the future of the Nepali startup looks very promising.

The most obvious challenge startups are facing in terms of taking their products globally and growing as a brand is the lack of proper guidance for financial and managerial issues. They are also finding difficulties defining leadership trait and management styles. People are taking initiative to solve this problem by bringing out the concept of pre-accelerator programs, workshops, boot camps and startup weekend. Likewise NGOs, INGOS and government agencies have been organizing skill

development programs. But these programs are not sufficient for entrepreneurs' personal and professional growth.

Realizing the need to establish mentorship culture in Nepal, one of Brihat Group's company appropriately named Antarprerana is organizing a series of mentorship events in Nepal. There are many enthusiastic entrepreneurs in Nepal who are intrigued to help aspiring entrepreneurs. They are the captain of

Through the mentorship program, entrepreneurs not only get the best advice from the experts but also get opportunity to expand their network and get linked up with the relevant stakeholders. These events focus on solving practical issues and cases of the young entrepreneurs. Antarprerana will help to get right mentors who will guide to solve the particular issues related with the entrepreneurs.

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Antarprerana is making pool of these mentors and connecting them with the aspiring entrepreneurs  
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the industry who have been to the battlefield and experimented their theories and proved it right. Now, they want to 'give back to the society'. Antarprerana is making pool of these mentors and connecting them with the aspiring entrepreneurs to guide them.

The main agenda is to bridge the gap between entrepreneurs and mentors establishing the culture of mentorship in Nepal just as global practice, for which Antarprerana has been the front runner since the inception.

ANNOUNCEMENT



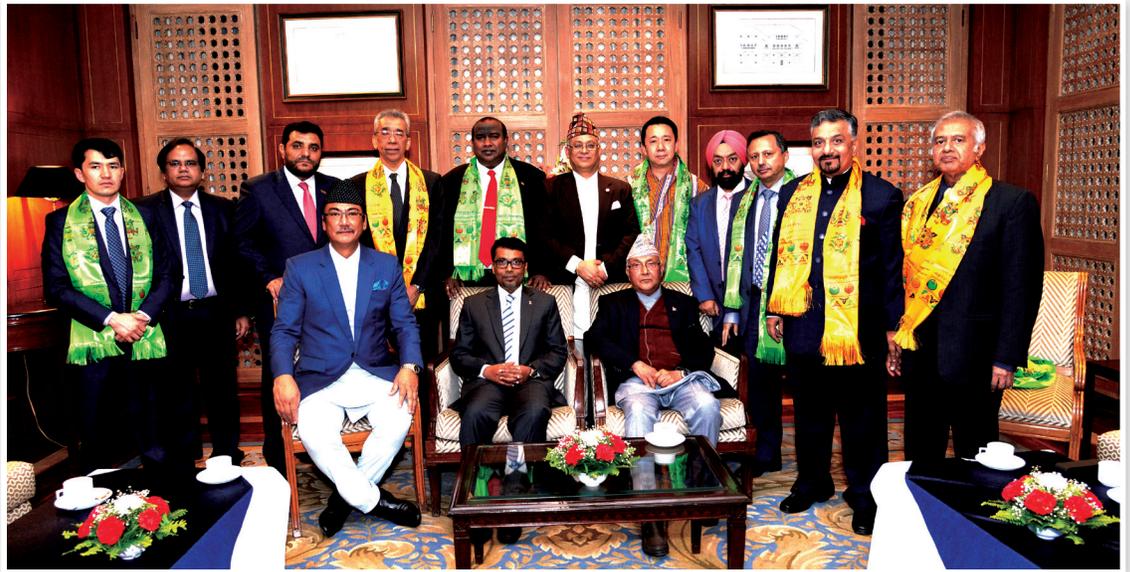
**REMA-Nepal APPS**  
 Brihat Property Solutions is introducing REMA –Nepal, an Apps for Real Estate Agent to access Real Estate Properties on sale. The agents will be able to quickly and easily access all the properties listed and serve the buyers and sellers efficiently.



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We would be more than happy to send you our newsletter regularly and also anticipate your feedbacks to help us make our publication better. Kindly contact us to get our BI newsletter on a regular basis, if you so desire.

ACTIVITIES



**SAARC Chamber Of Commerce and Industry Officials**

Mr. Om Rajbhandary with the officials of SAARC Chamber of Commerce and Industry (SCCI) during the SCCI Conference 2016 recently held in Kathmandu.

**Inspire Nepal 2016**

Mr. Om Rajbhandary participating in a discussion at Inspire Nepal 2016 in Kathmandu.



CORPORATE SOCIAL RESPONSIBILITY



**Hospice Nepal**

Hospice Nepal provides palliative care by improving the quality of life of terminally ill patients and their families to ease the unending sufferings. Brihat Group has been supporting Hospice Nepal from the establishment phase as our commitment of social responsibility towards community.

*If you would like to help, please contact us for more details.*