

# Schedule Haparanda 19/4-24/4

## 19/4 Sunday

Arriving at Luleå 17.20

Bus to Haparanda, **19.30 Dinner**

### 20/4 Monday 8-12

**8.00** Introduction

**8.30** In depth analysis of all aspects on pipe work restoration

**10.00** The process of selling real estate to tenant-owned associations

**11.30** Sven-Erik Bucht, Municipal Commissioner in Haparanda

### 13-19

**13.00** Latest news from Akelius Fastigheter

**14.00** How to negotiate, Jan-Erik Höjvall  
How to organise real estate companies, legal and managerial perspective, Hans Ragnarsson  
Legal aspects on the board of directors, Anders Janson

**17.00** Letting of apartments, Akelius new system

**18.00** Maintenance plan - Husar real estate system

**19.00 Dinner**

**20.30-22.00** Group work DW

### 21/4 Tuesday 8-12

**8.00** Presentation of Akelius Northern Region, Mikael Rånes

**8.45** Walk to Svefi  
Short look at our real estate

**10.00** How to work with light, Anna Lindqvist, Light designer

**12.00 Bus to Cape East**

### 13-19

**13.00** Outdoor activity with lunch

**17.00** Sauna with compulsory dip in the hole in the ice

**19.00 Dinner**

**20.30-22.00** Group work DW

### 22/4 Wednesday 8-12

**8.00** Refurbishment of Apartments

**8.45** Specific features of gross lease contracts

**9.30** Rent negotiating process

**10.15** Index rents in residential contracts

**11.00** Optimization of the renting process

**11.30** Market rent and optimizing new rents

### 13-19

**13.00** Deutsche Wohnen, Helmut Ullrich

**15.00** Property development

**15.30** How do you organise tenant lists

**16.00** When a tenant does not pay

**16.30** Building contract

**17.15** Split, turn key, general and partnering contracts

**18.00** The controlling model from Hamburg

**19.00 Dinner**

**20.30 Bus leaves for Finland**

### 23/4 Thursday 8-12

Individual coaching in English during the day, Paul Wellon

**8.00** Akelius report package

**9.00** Business plan Germany

**10.00** Akelius Invest

**10.30** Reasons for establishing a Bahamian Trust

**11.00** Market update, Sten-Åke Danielsson

### 13-19

**13.00** English, Paul Wellon

**15.00** SketchUp

**15.30** Rational administration of payments

**16.00** Laws and regulations for personnel

**17.00** Akelius software systems

**18.00** Efficiency with Excel

**19.00 Dinner**

### 24/4 Friday 8-16

**8.00** The interest rate and related macro economic variables

**9.00** Hedging real estate's with real or nominal interest rate

**10.00 Bus leaves for Partab in Kalix**

**10.45-13.15 Partab with lunch**

**13.15-14.30 Bus from Kalix to Piteå**

**14.30-16.00 Lindbäcks Bygg in Piteå**

**16.00 Bus leaves for Luleå**

**18.05 Flight leaves from Luleå**