



BLAC_SALT/26

BUILDING LEADERS / ADVANCING CAREERS

The connected next wave
Real estate agent conference
2-3 DEC 2025 / Crown Melbourne

Make the movement



WELCOME TO BLAC_SALT WHERE THE FUTURE OF REAL ESTATE IS SHAPED

Join us at Crown Melbourne from the 2-3 DEC
for an unparalleled two-day conference.

At BLAC_SALT 'agents in the field training agents
in the field' isn't just a phrase, it's our mantra.

GET TICKETS



BLAC_SALT/26

WHAT'S HAPPENING

DAY 1: STRATEGY & INSPIRATION

8:00 AM - 5:00 PM

A full conference experience featuring headline speakers, high-performance panels, and agent-led sessions. Discover real strategies to grow faster, lead better, and win more listings in the year ahead.

DAY 2: IMPLEMENTATION

9:00 AM - 1:30 PM

This is where it all comes together. Using guided workbooks, proven frameworks, and expert support, you'll take what you learned on Day 1 and build your business plan for 2026. Mapped, clarified, and ready to launch into the new year.

SPEAKER LINEUP

BLAC_SALT/26

Meet the next wave of connected agents and industry leaders discussing topics that are relevant in the current market and sharing their insights gained through experience and perseverance.

	ARTHUR PROIOS CEO Agents'Agency & BLAC_SALT
	MARIA FINDIKAKIS CEO Agents'Agency & BLAC_SALT
	MANOS FINDIKAKIS CEO Agents'Agency & BLAC_SALT
	LYNDALL ALLAN Director Salt Property Newcastle
	TOM PANOS Founder of The Real Estate Gym
	MICHAEL MCCLURE Licensed Estate Agent Eview Real Estate
	DAVID DWYER Director Dwyer Properties
	DANIEL DI BATTISTA Director Di Battista Real Estate
	LEONIDAS PROESTOS Sales Consultant at Property Central - Penrith
	PAUL ORGANTZIDIS Director P&G Real Estate
	MATT NOSTRO Director Nostro Real Estate
	LUKE MARTIN Sales Partner at Julie Ormston & Partners
	JUSTIN SPAGNUOLO Director Spark Real Estate

BLAC_SALT/26 PROGRAM

WELCOME

SESSION 1: **Smashing Your Personal Best**

SESSION 2: **Building a Business You Love**

SESSION 3: **Becoming an Overnight Success**

SESSION 4: **Million Dollar EBU Teams**

SESSION 5: **How to Sell More Properties - The Auctioneers Panel**

SESSION 6: **Effective AI & Social Media Strategies**

SESSION 7: **Million Dollar GCI with The Door Knocking King**

PANEL SESSION: **The Emerging Panel with Tom Panos**

PANEL SESSION: **The Pinnacle Panel with Tom Panos**

WRAP UP



TICKETS & INCLUSIONS

- 2-day event access (in-person and/or Virtual)
- BLAC_SALT/26 event comprehensive workbooks
- Morning tea, lunch, & afternoon tea networking breaks (Day 1, in-person only)
- Morning tea networking break (Day 2, in-person only)
- Access to BLAC_SALT/26 recordings
- Access to BLAC_SALT 12 Month Training Program

\$495

GET TICKETS



EMBRACE THE MOVEMENT. MASTER THE STRATEGIES.

WORKBOOKS DESIGNED FOR THE MODERN AGENT.

With BLAC_SALT/26, you're not just attending another conference. You're becoming part of a transformative movement, where actionable insights forge the path to real-world triumphs.

Our workbooks are tailored to reflect this ethos, ensuring every participant is equipped with the knowledge and tools to navigate the evolving landscape of real estate. Gain access to:

- Yearly Prospecting Schedule
- The Sales Agent Framework
- The Hustle Playbook
- 28 Day Assistant Planner
- GAMEDAY Goal Setting Workbook



BLAC_SALT ANNUAL MEMBERSHIP ISN'T YOUR TYPICAL MEMBERSHIP

As a member, you join a community where professional growth is standard.

Enjoy access to our Exclusive Membership Area, alongside post-event recordings from BLAC_SALT Conferences and 12 “Agents in the Field” virtual sessions.

Each session is backed by comprehensive workbooks to ensure you make the most of every opportunity.

Plus, you secure priority access to early bird tickets for all upcoming events, keeping you ahead of the game.



NOT JUST A CONFERENCE, IT'S YOUR 12 MONTH TRAINING PROGRAM

With your BLAC_SALT/26 ticket gain instant access to our Exclusive Membership Program and live virtual sessions that equip you with expert strategies to elevate your real estate career.

- 12 Agents in the Field Virtual Sessions
- Comprehensive Workbooks:
- Yearly Prospecting Schedule
- The Sales Agent Framework
- The Hustle Playbook
- 28 Day Assistant Planner
- GAMEDAY Goal Setting Workbook
- Exclusive access to Resource Hub
- Access to all conference post-event recordings
- Early Bird Access & discounts to future events

PRINCIPAL PARTNER



INDUSTRY PARTNERS

Colab6

Anna Giannis Interiors

Gaslec Safety

Moving Hub

Money Cloud

Digital Reprographics

Julie Davis Agent Dynamics

First Class Legal

Realty Assist

Book Me In Events

Agents'Agency

My Admin Partner

Beyond Figures Bookkeeping

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Anystore Gift Card



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GET CLOSER TO TOMORROW

GET TICKETS

BLACSALT.AU