

HOW GOLF CAN STRENGTHEN YOUR BUSINESS ACUMEN



It might sound unreal, but it is quite true. Have you ever wondered why golf is a favorite among businessmen and elite individuals? That's right. There are business talks going on in between sessions, and maybe a game or two can help deals become a raging success. Golf has an everlasting impact on how we view our own business. Let us take a closer look at how that happens!



THE SIMILARITIES

The game of golf looks simple. You just have to score by hitting a small ball into a hole using clubs. The problem is, there is no one perfect club for the perfect shot. Just like business, golf has no perfect solutions. What might work for one golf player might not work for another. Even in business, a tactic that might help you may lead to the downfall for another. When it is your business, you have to walk the road to success alone, just like how you have to score that successful shot alone.

A LEARNING EXPERIENCE

The key lies in having a strong mental game as well as discipline. Golf has a hefty number of rules, and there are no umpires or referees. Your scores are your responsibility, which means you really have to be honest with yourself. Even in business, a great degree of integrity is required, since there is no guarantee that second opinions will help you. Golf is incredibly challenging too. You get instant feedback on your performance with every shot. That means you get plenty of chances for course correction and room for mistakes, but who wants to make that many mistakes? The aim in golf is to get the ball in with the least number of shots. In business, you want to achieve success in a similar manner - achieve greater results with least number of casualties. Since there is no perfect method, it really is a trial-and-error approach you need to go through.



TENACITY & HEART-SEARCHING

You must have single-mindedness and patience to play golf. It is a quiet game that requires a lot of mental calculations and full use of your senses. Stay committed and focused to your goal and you will find yourself playing it right! However, sometimes things might not be in your full control. Your performance will not be up to the mark every day, every time. A fit of frustration at that point will not help. Rather, learning from the bad shots will help you perform better in the next shots. When your business goes haywire, how do you react? Take a lesson from your bad days in golf. Knowing that things are out of hand, all you can do is learn and try to perform better next time, and this humbles you inside. A humble approach will make you realize where it is that you are lacking. It could be that you are not listening to your colleagues' ideas, or not redirecting your business to a new prospect. You will learn to realign and re-strategize your priorities just like how you learned to perform with more introspect in golf.

BUILDING BUSINESS RELATIONSHIPS

Invite potential clients and business partners to a game of golf, and you will notice their true attitudes towards business and life, and whether they align with yours. In a golf setting, it is more comfortable to network with another person and develop trust. For many people, golf courses have been the go-to places for setting up an informal business talk. They usually lead to recruiting top talent and selling your brand at a deeply personal level. However, if you can strike the perfect balance and consider golf to be both business and leisure, that attitude will most likely win you the jackpot. Discuss opportunities while walking through the golf course, and engage confidently at ease.

THE BEST PART ABOUT GOLF

Golf does not have to be about business. There are some who prefer to keep work away from their spare time when playing golf. There is no age limit, so it could be played by anyone. So, if you are a budding young businessman, you can make acquaintances with more experienced, mature individuals, not for business, but to simply learn from their wisdom! While other sports have more action and less time, golf gives you four hours of peace amongst a serene backdrop, where you can really unwind and share the best version of yourself. It may bring you exactly what you want!

رمضان

Ramadan Kareem

A BLESSED TIME FOR REAL ESTATE INVESTMENT

The much-awaited month of Ramadan is finally dawning on us. A time for self-reflection, a time when we want to do best spiritually, this is also a time when we take a hard look at our finances. Patience and the urge to control our desires is an important theme in Ramadan, so that we can become better versions of ourselves. Many people wish to control their expenditure during this time, and want to invest in safe, halal assets that would not only benefit them in the long run, but also give them a sense of righteousness. This is where real estate can play a huge role. Here is why investing in real estate during Ramadan is a brilliant idea:

Stability: Real estate market is relatively stable, unlike stocks and bonds. Investing in it only means an appreciation in value over the years. So there is little risk of loss. It is a reliable asset that you can count on even in the most difficult times. It can become a steady source of income if you put your land or building up for rent.

Bonuses for Halal Investment: Shorter work hours, iftar and suhoor timings means not many people are venturing out looking for investment opportunities. However, big paychecks including bonuses run big in Ramadan. Investing that extra money into real estate is not only halal but also a wise decision because it is a safe and long-term commitment.

Eid Offers: Ramadan is also a time when you can get amazing deals for Eid. If you are looking to shift to a new home after Eid, why not invest in a home from bti for your family as a sweet surprise? bti is offering a wide range of apartments in various locations across Dhaka and Chattogram with special offers this Ramadan.

What are you waiting for? Call 16604, or Whatsapp: +8801313401405 or visit www.btibd.com to learn more details about our Eid special offer! Don't miss this limited opportunity. Now is the perfect time to invest!



WHAT'S NEW IN SBUS?

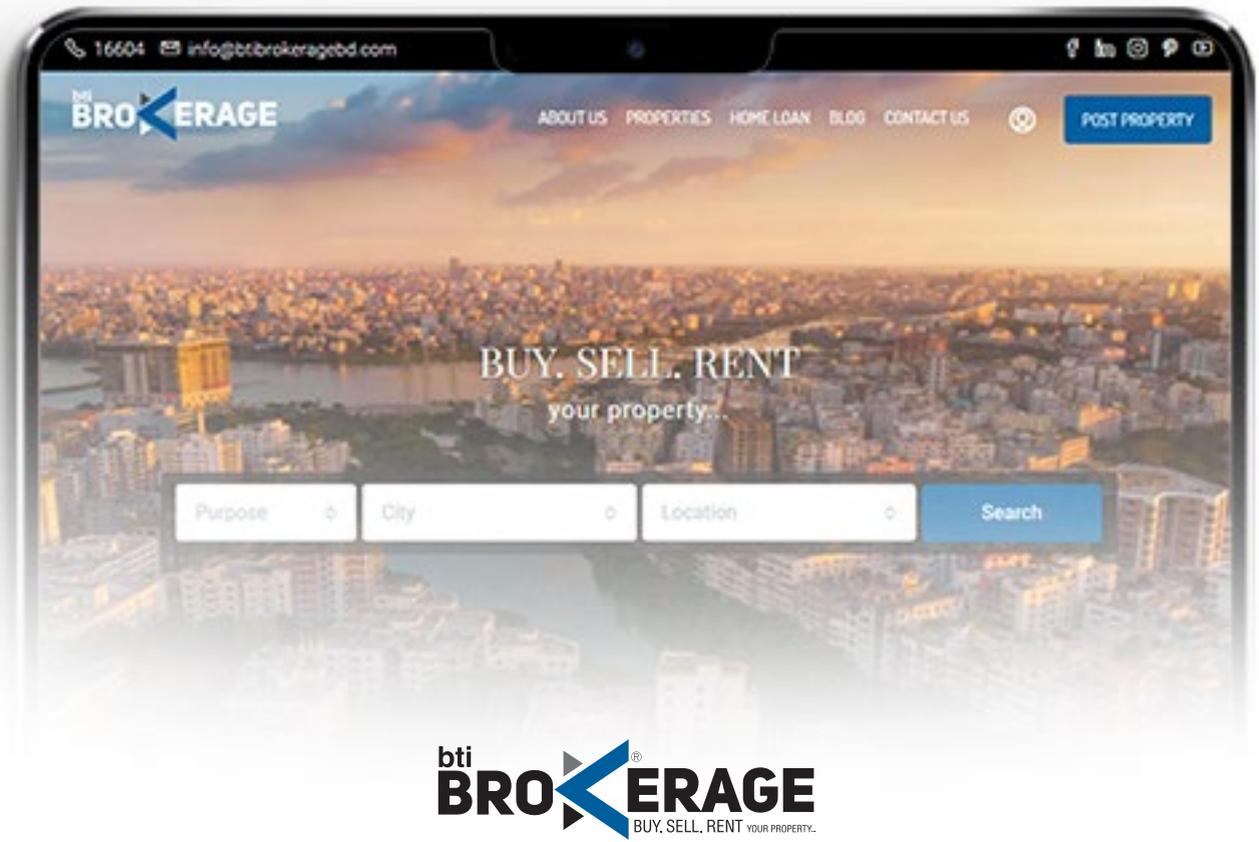
bti Brokerage

Square Feet Story

bti Building Products

bti Property Management

The Business Center



Sales is going through the roof for our bti Brokerage team. In fact, we achieved 5 times more sales than projected this month. Apartments in Swamibag, Mirpur, and other areas were sold in full swing. Rent is also skyrocketing. New faces in the team have helped clients with rent in areas such as Gulshan-2 and the midzone. We have segregated the sales team and inventory team for a more targeted focus and approach.



Square Feet Story is doing a fantastic job in handling multiple projects, including but not limited to construction management, architectural design, interior works, and others. We have captured the opportunity to design for many clients this month who are greatly satisfied with our approach and concepts. There has been a particular increase in interior and landscaping services, such as in the Wares Habib apartments.



As the government is making the use of concrete hollow blocks mandatory by 2025, there has been an upward trend in the sales of our blocks, and also our other products such as concrete bricks, pavement tiles, and unipavers! As concrete block usage is increasing we are now expanding our factory production capacity.



Fire safety training sessions were recently conducted in bti Silverdale, bti Camelia, bti Comity, bti Sorrento, and bti Royal Pines by our experts. We are also performing very well regarding sales.



Our Executive and Manager Suites are up for rent. If you are interested, do not hesitate to contact us. Our shared office spaces are designed to give you utmost comfort when it comes to business and work. These are fully-furnished and equipped spaces that are highly beneficial for entrepreneurs and freelancers who are unable to find full-fledged commercial spaces in town.



WHAT'S NEW IN REAL ESTATE?



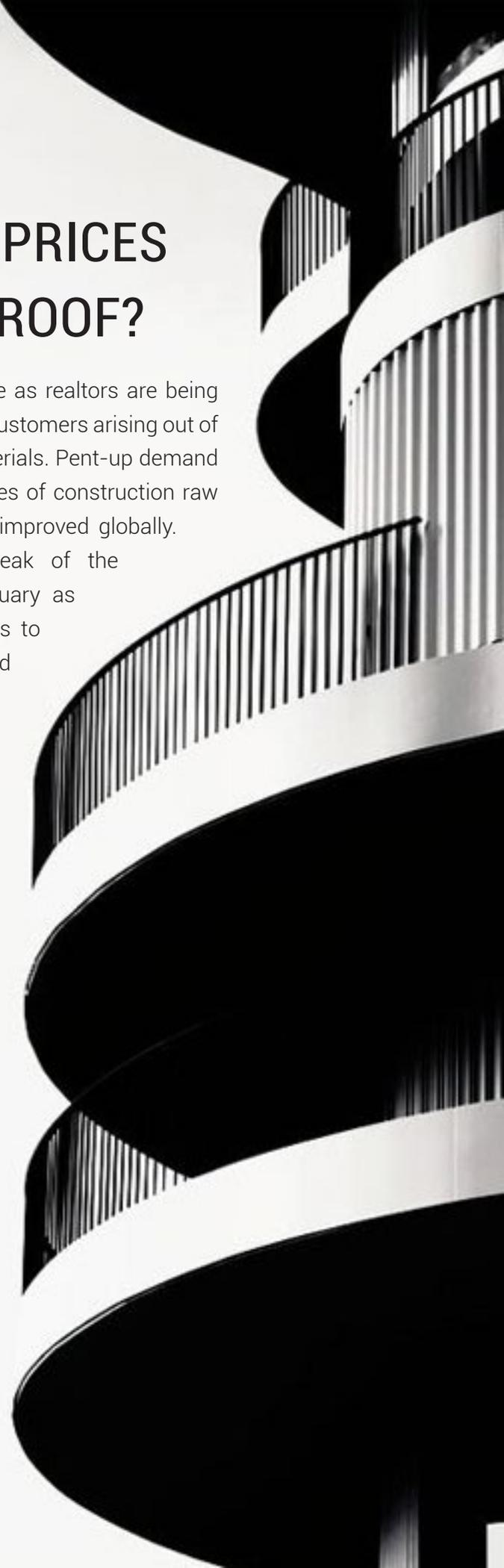
WHY ARE APARTMENT PRICES GOING THROUGH THE ROOF?

Flats in Bangladesh witnessed a fresh price increase as realtors are being forced to pass on the increased construction cost to customers arising out of soaring prices of steel, cement, bricks and other materials. Pent-up demand and the supply disruption have been fueling the prices of construction raw materials after the coronavirus pandemic situation improved globally.

The price escalated further following the outbreak of the Russia-Ukraine war from the fourth week of February as Russian firms faced problems in exporting products to Europe. Ukraine is also a major supplier of finished and semi-finished steel products. Realtors say flats in Dhaka, the biggest market for the industry, are as much as 10 per cent more expensive now, depending on their locations and amenities, compared to six months earlier. In areas such as Gulshan and Banani, the prices have surged abnormally, according to a senior official of building technology and ideas (bti). Any further increase in the price of flats would force many fixed-income families to give up on their dreams to own flats in the capital.

(Paraphrased from:

<https://www.thedailystar.net/business/economy/news/flat-prices-going-thru-the-roof-2993741>)





REALTORS RUE ROD, OTHER MATERIALS' PRICE RISES

A director of Bangladesh Association of Construction Industry (BACI) Rezwatul Kabeer said the increase in prices of construction materials has seriously affected the sector due to the unpredictable changes with pricings. "We are in trouble as actual prices of the construction materials, especially ms rod, are much higher than they were estimated for the government projects two or three years ago," he says. He says virtually the construction companies have to count losses if they continue with the projects with the existing prices. In a press conference last week, the BACI leaders said in the last one year per-bag cement price increased by 22 per cent, per-cubic-foot stone by 24 per cent, per-thousand brick by 22 per cent and electric-cable coil by 94 percent. Vice-president of Real Estate & Housing Association of Bangladesh (REHAB) Kamal Mahmud said construction cost of per-square-foot flat increased by Tk 700 on average due to the price hike of rod along with other materials. There has been an increase of 15 per cent on average in prices of all the building materials, he said, giving an overview of the crisis situation. "A realtor will have to sell an apartment at Tk 7,000 per square foot that was committed for Tk 5,000," he says, adding that, in the process, middle-income families will find it difficult to afford their own flats. The government should establish a monitoring cell to check any unusual price rise, he suggests.



bti SIGNS MoU WITH UCB

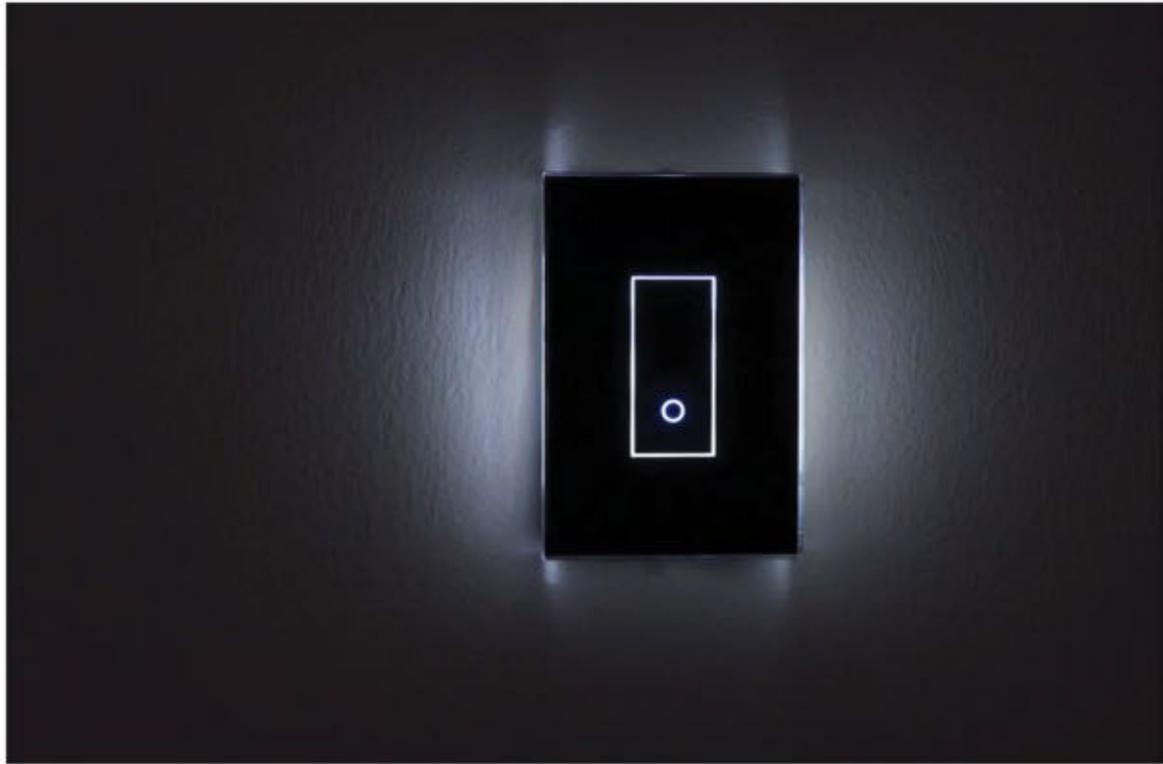
United Commercial Bank Limited (UCB) recently signed a Memorandum of Understanding (MOU) with Building Technology & Ideas Ltd (bti) in the corporate office of the Bank. Under the agreement, home loans will be offered to the customers under attractive rates and benefits. Mr. Arif Quadri, Managing Director & CEO of UCB and Mr. F R Khan Managing Director of bti signed the MOU on behalf of their respective organizations. Among others, Additional Managing Director of UCB Mr. Nabil Mustafizur Rahman; Deputy Managing Director of UCB Mr. ATM Tahmiduzzaman FCS; Executive Vice President of UCB Mr. Abul Kalam Azad; Executive Director of bti Mr. Md. Abu Nasir; Executive Director of bti Mr. Mohammad Shamsul Amin and other senior officials of both organizations were present at the event.

(Source: United Commercial Bank)



AS PANDEMIC BITES, OLD FLAT SALES SURGE

It's a new reality wrought by the Covid-19 pandemic. Facing a cash crunch, people are selling off their apartments to readjust their lives. Government property registration offices logged Tk8,000 crore sales deals for old apartments and flats – a record in recent years – thanks to Covid-hit owners moving out and new people with deep pockets filling in. This is a hallmark case offering an insight to the surge of old apartment sales in major Bangladesh cities in 2021. Many sold their apartments thanks to the pandemic-led income crunch, while non-resident Bangladeshis snapped up the comparatively cheap homes. There are few more factors fueling this fire sale such as the dwindling number of flats ready to move in, rising prices of construction raw materials and a real estate market set to charge buyers double in upcoming months, making those looking for real estate investment to scramble for older flats instead of brand new ones. Naimul Hassan, director of the Real Estate & Housing Association of Bangladesh (REHAB), told TBS that the expatriates have bought most of the old flats in the last two years. "The demand for older or second-hand apartments has increased during the pandemic since the properties are cheap compared to new ones. Plus, old houses offer more spacious living areas, ready-to-use utilities and ready interiors," he said.



bti'S THREE PROJECT BUILDS HOUSES WITH ALL MODERN AMENITIES

With housing demand skyrocketing along with purchasing power, it is no surprise that the demand for luxury homes is also at par with this trend. More and more people are choosing spacious and exclusively designed homes with high-tech concepts, especially in posh neighborhoods such as Gulshan. In fact, North Gulshan is witnessing an increased number of luxury residential buildings recently. A project that easily grasps attention in the area is bti's THREE. Its facade easily sends a message - that this is a residence built for those who covet an elite lifestyle complete with fully automated units. The magnificent facade of THREE can be easily seen from Kemal Ataturk Avenue. Each apartment is a staggering 7,000+ sft luxury abode facing the pristine Gulshan Lake. Gulshan Club is right across the street. Residents of THREE can enjoy incredible connectivity and all civic amenities of Gulshan effortlessly. With a clever blend of greenery and spaces for outdoor activities, residents enjoy the best architectural excellence and functional concepts. Security and privacy have been meticulously ensured for the residents. THREE is all set to be handed over in June 2022, with most units already sold out.

ROD PRICE JUMPS TK5,000 PER TONNE AS SCRAP SUPPLY FROM UKRAINE HALTS

The price of rod jumped by Tk5,000 per tonne in the last two weeks after scrap supply from Ukraine had stopped in the wake of the Russian invasion. But traders said there was no reason for increasing the rod price right now as the raw materials used for the products currently available in the market had been imported before the crisis began. Steel rod producers, however, said the crisis in Ukraine, one of Bangladesh's major scrap metal sources, has caused a hike in the booking price of the raw material – which subsequently raised the rod price.

