

Agenda-At-A-Glance

#NAI19THENEXTLEVEL

MONDAY, SEPTEMBER 9TH

Time	Topics	
11:00-7:00 PM	Registration & Help Desk Open for All Gracia Commons	
11:30-3:00 PM	Leadership Board Meeting & Luncheon <i>(Closed to this group only)</i> Brera 2/3	
12:00-1:00 PM	NAI University Welcome & Luncheon <i>(Must be pre-registered to attend)</i> Lunch- Brera 5	
1:00-5:15 PM	NAI University <i>(15 min Break at 3PM)</i> Brera 6	
3:00-5:00 PM	NAI Women CRE Session Mont-Royal 1, Level 4	NAI Elite Corporate Services Session <i>(Closed to this group only)</i> Brera 4
5:30-6:30 PM	SIOR Reception <i>(Invitation Only)</i>	
6:30-8:30 PM	NAI Convention Welcome Dinner Reception Sponsored by LightBox Chelsea Pool - Level 14, Chelsea Tower	

TUESDAY, SEPTEMBER 10TH

7:30-8:30 AM	Presidential Run			
8:30-9:15 AM	Networking Breakfast with Exhibitors Sponsored by Crexi Gracia Commons			
9:15-10:00 AM	PRE-SESSION: Strategic Leadership Committee <i>(Closed to Board Members only)</i> Brera 1	NAI University Brera 5/6 *In order to receive the MiCP designation. You must attend the entire 2-day NAI University course.	PDM Mastermind Group <i>(Special Start Time at 9:00 AM)</i> Castellana 1	
10:00-10:45 AM	PRE-SESSION: International Dealmaking Brera 4			
10:45-11:00 AM	15 Minute Break for All Brera Hall/Foyer			
11:00-12:00 PM	PRE-SESSION: NAI Energy Group Brera 3			
12:00-12:45 PM	Networking Lunch with Exhibitors Sponsored by Varidesk Gracia Ballroom/Commons			
1:00-2:00 PM	Opening General Session: Andrew Farkas, Island Capital Group and Harvey Spevak, Equinox Gracia Ballroom			
2:00-3:00 PM	General Session: Jay Olshonsky, NAI Global President & CEO Gracia Ballroom			
3:00-3:30 PM	Refreshment Break Gracia Ballroom/Commons			
3:30-4:30 PM	Corporate Services Brera 5	Marketing & Operations General Session featuring Buildout Castellana Ballroom		
4:45-5:45 PM	Industrial: A Discussion on the Petro Chemical Phenomenon Brera 6	Office: Dealmaking by Market Size Brera 5	Retail: International Assets Brera 1-2	Marketing & Operations Breakout Tables by Market Size Castellana Ballroom
5:00-6:00 PM	NAI Property Management Board Meeting <i>(Closed)</i> Praga			
7:30-9:30 PM	SIOR Dinner <i>(Invitation Only)</i> Mastro's Restaurant		Core 5 Industrial Dinner <i>(Invitation Only)</i> The Palm Restaurant	

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WEDNESDAY, SEPTEMBER 11TH

7:30-9:45 AM	Breakfast / Free Time Sponsored by Crexi: Feel Free to eat, recharge or catch up on work. This time is yours so that you can begin our sessions refreshed! Gracia Ballroom/Commons			
10:00-11:00 AM	General Session: Molly Bloom - Make Every Customer Feel like a High Roller Sponsored by BH Properties Gracia Ballroom			
11:15-12:00 PM	BREAKOUT: Industrial - A Lesson on How Industrial is being Built & the Financing Involved Brera 6	BREAKOUT: Retail - Landlord Brokers Discussion Brera 1-2	Marketing Track: Marketing Directors & Property Managers Unite on How to Market your PM Services and Properties Castellana 2	Principals, Directors & Managers Track Brera 5
12:00-12:45 PM	BREAKOUT: Industrial - Owners & REITs Panel Brera 6	BREAKOUT: Office - Tenant Rep Discussion Brera 3		
12:45-1:45 PM	Networking Plated Lunch with Exhibitors Gracia Ballroom			
2:00-2:45 PM	BREAKOUT: An Open Discussion about Current Trends for Capital Markets Castellana 1	Marketing Track: Social Media Certification Class Castellana 2	Property Managers Brera 4 2:00 PM -2:45 PM Creating a "Win-Win" for Brokers & Property Managers. Panel Discussion on Value Enhancement and Ancillary Services	Young Professionals Track Brera 1-2 2:00 PM -2:45 PM Technology Discussion/What Clients Want You to Use 2:45 PM -3:45 PM CCIM Class: Negotiations Specialty Tactics
3:00-3:45 PM	BREAKOUT: Industrial - Development Panel Brera 6		CCIM Class Brera 5 Rent Setting Case Study Workshop	
4:00-4:45 PM	BREAKOUT: Retail - Working with Corporate Services & Tenant Rep Dealmaking Brera 1-2			
5:00-5:45 PM	BREAKOUT: Office - Landlord Rep Discussion Brera 3			
6:00-7:30 PM	NAI Global Closeout Party Sponsored by Versico Castellana 1			
8:00 PM	OPTIONAL CLOSING NIGHT ACTIVITES C-Suites Outing (Invitation Only) "O" by Cirque du Soleil			

THURSDAY, SEPTEMBER 12TH

8:00-9:00 AM	Networking Breakfast with Exhibitors Gracia Ballroom/Commons			
9:00-9:45 AM	BREAKOUT: Industrial Top Brokers Panel Brera 5-6	BREAKOUT: Marketing: Training on Technical Marketing Techniques Brera 2	CCIM Class Brera 5 Investment, Location and Demographic Analysis Using TheAnalyst PRO	
10:00-11:00 AM	General Session: Joi Mar, Green Street Advisors Gracia Ballroom			
11:00-11:30 AM	Closing General Session: Thank You & Raffles! Gracia Ballroom			