

2020
NAI Global
LEADERSHIP SUMMIT
The Event for Influencers

March 2nd- 4th, 2020 | Four Seasons Hotel | Houston, TX

AGENDA AT A GLANCE

MONDAY, MARCH 2ND

12:00 PM-6:30 PM	NAI Registration and Help Desk
12:00 PM-3:00 PM	Leadership Board Meeting <i>(Closed to this group only)</i>
3:00 PM-3:30 PM	Exhibit Hall Opens with Refreshments and Lightfare
3:30 PM-3:45 PM	Welcome by NAI Partners
3:45 PM-4:30 PM	General Session: Retaining Your Top Agents / Don't Lose them to the Competition
4:30 PM-5:15 PM	General Session: The New Chapter in Real Estate Monetization – Selling Minority Interests in Real Estate, How to do so for Your Client
5:15 PM-6:15 PM	Welcome Reception
7:00 PM-9:00 PM	PDM Business Development Dinners <i>(NAI Global Organized)</i>
7:00 PM-9:00 PM	Women's Alliance Dinner <i>(Women Alliance Members Only)</i>
7:00 PM-9:00 PM	Presidential Dinner Sponsored by Crexi <i>(Invitation Only)</i>

TUESDAY, MARCH 3RD

7:00 AM	Morning Kick Off Run
8:00 AM-8:45 AM	Networking Breakfast with Exhibitors
9:00 AM-9:30 AM	General Session: Leadership Board Q&A - OWN Your Market
9:30 AM-10:00 AM	General Session: Mergers & Acquisitions
10:00 AM-10:45 AM	General Session: Fireside Chat with Duke Long & Jay Olshonsky
10:45 AM-11:00 PM	Refreshment Break
11:00 AM-12:00 PM	Breakouts: <ul style="list-style-type: none"> ■ Alternative Ways to Network (Becoming Involved with Community Leaders) ■ NAI Takes on Energy in Real Estate ■ Investing in Your Professionals to Better Your Firms
12:00 PM-12:45 PM	Networking Lunch with Sponsors <i>(Plated)</i>
1:00 PM-1:45 PM	NAI Global State of the Union
2:00 PM-2:45 PM	Breakouts: Competitive Intelligence by Market Size
3:00 PM-3:45 PM	Breakouts: <ul style="list-style-type: none"> ■ International Business ■ Enhancing Your Firm Through Technology ■ Capital Markets Best Practices & Training
4:00 PM-4:45 PM	General Session: Client Interviews - What They are Looking for in a Broker
5:00 PM-6:00 PM	Networking Reception with Exhibitors
6:30 PM-8:30 PM	Presidential Dinner Sponsored by Braun <i>(Invitation Only)</i>
7:00 PM-9:00 PM	CoStar Sponsored Dinner <i>(All are Welcome)</i>

WEDNESDAY, MARCH 4TH

7:00 AM-9:00 AM	Networking Breakfast
7:30 AM-8:45 AM	The NAI PDM Mastermind Group
9:00 AM-10:00 AM	Closing Keynote: Business Continuity - Adapting to a Changing Culture with John Pittenger of Koch Industries, Inc.