

NAI REGISTRATION & HELP DESK

Monday, September 9th 11:00 AM – 6:00 PM Gracia Commons 6:00 PM – 7:00 PM Chelsea Pool	Tuesday, September 10th 7:30 AM – 6:00 PM Gracia Commons <i>NAI Global will have a booth open on Wednesday morning during breakfast and free time. If you would like an overview of tools offered, please visit us!</i>	Wednesday, September 11th 7:30 AM – 6:00 PM Gracia Commons	Thursday, September 12th 8:00 AM – 11:30 AM Gracia Commons
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PRE-CONVENTION PROGRAMS

Monday, September 9th

11:30 AM - 3:00 PM.....Leadership Board Meeting & Luncheon

Brera 2/3

(Closed to this group only)

12:00 PM - 5:15 PMNAI University Welcome & Luncheon

Brera 5/6

(Must be pre-registered to attend)

NAI University is an excellent opportunity for new to the industry and/or young broker/agents to continue their education and receive the MiCP certification. NAI Global and The Lipsey Co. have worked together to come up with a new agenda for these classes. Full session descriptions will be available in the classroom at your seats.



3:00 PM - 5:00 PMNAI Women in CRE Session

Mont-Royal 1, Level 4

Calling all commercial real estate women! Join us at the start of Convention with 2 exciting panels and networking roundtables. This session is not just for brokers! We welcome women in all roles in this industry. The first panel will kick off at 3 PM with Women in CRE Industry – Overcoming Obstacles. Following will be a panel of Women in Leadership Roles – How to Get There. The close of this session will be roundtables by topics. This session is the kickoff of the new Womens Alliance Group.

3:00 PM – 5:00 PMNAI Elite Corporate Services Session

Brera 4

(Closed to this group only)

5:30 PM – 6:30 PMSIOR Reception

(Closed to this group only)

6:30 PM – 8:30 PM.....NAI Convention Welcome Dinner Reception

Chelsea Pool
14th Floor, Chelsea Tower

There are many exciting things happening at this Convention. What better way than to kick it off with a welcome dinner reception – **poolside**. This first event is where you will get to see familiar faces, meet new faces and prepare for the exciting week to come!

Sponsored by:
LIGHTBOX



Tuesday, September 10th

7:30 AM – 8:30 AMPresidential Run

Time to stretch and get out! NAI Global President, Jay Olshonsky, is leading an early morning run to start our day. Morning exercises allow our minds and bodies to be in the best shape we need them to be for the content-filled day. For those of you joining, we will email information on the run meeting location.

8:30 AM – 9:15 AMNetworking Breakfast with Exhibitors

Gracia Ballroom/Commons

Sponsored by:



Studies say that eating breakfast can lead to improved concentration and performance in the classroom or the boardroom as well as provide more strength and endurance to engage in physical activity. Well... you're going to need it! Join us for breakfast to help kick start this fun and exciting day filled with sales training activities and informative general sessions.

9:00 AM – 12:00 PM.....The NAI PDM Mastermind Group

Castellana 1

(Open to Principals, Directors and Managers Only)

This session is closed to those who preregistered and committed to attend 3 of the 4 offered mastermind events. How does the mastermind work? It's a group of talented people who meet regularly to learn, solve problems and tackle challenges together. Group members give advice, share connections and hold each other accountable. It's very much peer-to-peer mentoring, and if you're fortunate to join one, you will almost certainly see a marked change in yourself and your company. Our PDM Mastermind will help you deal with some of your biggest challenges: recruiting agents, attracting new clients, leading people and managing a sales process. It will be personally facilitated by international sales consultant, Jeff Beals.



Jeff Beals

9:15 AM – 10:00 AMStrategic Leadership Committee

Brera 1

(Open to members of this group only)

9:15 AM – 12:00 PMNAI University Continued

Brera 5/6

10:45 AM - 11:00 AM..... 15-Minute Break

Brera Hall/Commons

2019
NAI Global.CONVENTION
THE NEXT LEVEL

#NAI19THENEXTLEVEL

Tuesday, September 10th

11:00 AM – 12:00 PM NAI Energy Group

Brera 3

Come listen to a panel of brokers across North America talk about the oil and gas market. Learn what's happening in the different markets, how these experts are doing business, and how they are using NAI as a platform to earn new business.

CORE CONVENTION PROGRAMS

12:00 PM - 12:45 PM Networking Lunch Reception with Exhibitors

Gracia Ballroom/Commons

During lunch be sure to make your rounds and visit all of the exhibitors and sponsors who are participating. This year we are offering a passport raffle for all of those expo/sponsors who will be giving away a prize at the closing general session. Visit all on your passport map to enter to win!

Sponsored by:



1:00 PM – 2:00 PM Welcome General Session: NAI Vegas Market Overview Followed by Keynotes

Gracia Ballroom

The leaders of NAI Vegas will open with a brief Las Vegas market overview & introduction. The gem to this session will be an Intimate Discussion with Leaders of Island Capital Group and Equinox: Andrew L. Farkas, Chairman & CEO of Island Capital Group and Harvey Spevak, Executive Chairman and Managing Partner of Equinox.



Andrew Farkas
 Chairman &
 Chief Executive
 Officer
 Island Capital
 Group



Harvey Spevak
 Executive
 Chairman
 & Managing
 Partner
 Equinox

2:00 PM - 3:00 PM General Session: Jay Olshonsky, NAI Global President & CEO

Gracia Ballroom

NAI Global President, Jay Olshonsky, will provide a high level NAI update and awards acknowledgment then call up Site Selection and Call Center expert, Van Power of NAI Robert Lynn to the stage.



Jay Olshonsky
 NAI Global



Van Power
 NAI Robert Lynn



3:00 PM - 3:30 PM Refreshment Break

Gracia Ballroom/Commons

Session
 Descriptions

CHOOSE YOUR PATH

3:30 PM – 4:30 PM

Corporate Services

Brera 5

What is Corporate Services? Join us in this session to define your niche- platform and services. Three presentations will take place designed to enhance your Corporate Service Platform that include:

- Successful NAI Professionals
- Facility, Project and Property Management
- Labor Analysis
- Incentive Analysis

Marketing & Operations General Session featuring Buildout

Castellana Ballroom

Join Kris Krisco, Chief Customer Officer at Buildout, and a panel of marketing and operations experts from NAI, as they discuss the current and future state of how CRE tech has impacted the industry and their day to day operations. Panelists will also share best practices on how they use tools to solve their biggest pain points in marketing and brokerage operations.

4:45 PM – 5:45 PM

Industrial: A Discussion on the Petro Chemical Phenomenon with Guest Speaker, John Pittenger of Koch Industries

Brera 6

Office: Dealmaking by Market Size

Brera 5

Retail: International Assets

Brera 1-2

Marketing & Operations Breakout Tables by Market Size

Castellana Ballroom

Join us for a marketing & operations breakout discussion grouped by market size. In this hour you will not only meet and greet fellow members in similar markets, but you will also share best practices that you can utilize to streamline your day to day.

5:00 PM – 6:00 PM Property Management Council Board Meeting

Praga

(Closed to this group only)

7:00 PM - 9:30 PM SIOR Dinner

Mastros Restaurant

(Invitation Only)

7:30 PM - 10:30 PM Core 5 Industrial Dinner

The Palm Restaurant

(Invitation Only)

Wednesday, September 11th

7:30 AM -9:45 AM Breakfast / Free Time

Gracia Ballroom/Commons

This time block is slotted so you can feel free to eat, recharge or catch up on work. This time is yours so that you can begin our sessions refreshed! The coffee lounge will be open. This is the time to utilize for meetings with fellow brokers/agents or expo-sponsors.



**10:00 AM -11:00 AM General Session: Molly Bloom
 Make Every Customer Feel like a High Roller**

Gracia Ballroom

YOU DON'T WANT TO MISS THIS! Wednesday is kicked off with famous speaker, Molly Bloom. Molly is an inspirational keynote speaker, entrepreneur, and bestselling author of Molly's Game. She is best known for her memoir, Molly's Game, which was adapted into an award-winning film. Bloom's memoir chronicles her journey from college student to LA waitress to building and operating the largest and most notorious private poker game in the world. Her games featured hundreds of millions of dollars and players like Leonardo DiCaprio, Tobey Maguire, A-Rod, and Ben Affleck.



Molly Bloom



Session Descriptions

CHOOSE YOUR PATH

that top firms have in place. They will advise as to what tech their firms use to enhance daily operations. To close this session, Cliff Moskowitz will moderate a business development panel.

12:00 PM – 12:45 PM

Industrial Breakout Continued

Brera 6

The industrial breakout continues with a panel of Owners & REITs. Guest speakers include Matt Chapman of Blackstone and Michael Brennan of Brennan Investments.

Office - Tenant Rep Discussion

Brera 3



This session brings top brokers/agents together to discuss best practices and case studies for tenant representatives. You will learn what you need to know for your Tenant clients: FASB and Surety Bonds. Closing this session will be speed learning for tenant reps: The how's of securing a client

Marketing Directors & Property Managers Continued

Castellana 2

Principals, Directors & Managers Track Continued

Brera 5

12:45 PM-1:45 PM Networking Lunch with Exhibitors

Gracia Ballroom/Commons

This lunch will be PLATED as each table will be assigned an expo-sponsor. During lunch be sure to make your rounds and visit all of the exhibitors and sponsors who are participating. This year we are offering a passport raffle for all of the expo/sponsors who are giving away prizes at the closing general session. Visit all on your passport map to enter to win!

CHOOSE YOUR PATH

11:15 AM – 12:00 PM

Industrial Breakout

Brera 6



Join us for a lesson on how industrial is being built & the financing involved with guest speaker, William Lu of CenterPoint.

Retail - Landlord Brokers Discussion

Brera 1-2

Marketing Directors & Property Managers Unite on How to Market your PM Services and Properties

Castellana 2

During this time, Marketing and Property Management professionals join to discuss Best in Class Marketing pieces – then break into a workshop to brainstorm and build a new marketing piece that can be used as a template for all firms.

Principals, Directors & Managers Track

Brera 5

This year's PDM session starts with the leaders of leaders, the Executive Leadership Committee discussing How to Grow NAI Together. Following will be a discussion about Cyber Security and other Technology Policies/Procedures.

CHOOSE YOUR PATH

2:00 PM – 2:45 PM

Capital Markets Breakout

Castellana 1

Sponsored by:



Join the capital markets team as they have an open discussion about current trends and how to partner with the right people to close the deal.

Young Professionals Track

Brera 1-2

This session is open to those who are 40 years old and under or have less than 5 years' experience in the CRE industry. It will open with a technology discussion about what clients want you to use. It will then close with a CCIM Class best known as Negotiations Specialty Tactics.

***more options during this time are on the following page.**

CHOOSE YOUR PATH

2:00 PM – 2:45 PM

- Property Managers**
 Brera 4



Calling all property managers! This track is filled with extensive content specially dedicated to you. The session will begin with a panel called: Creating a “Win-Win” for Brokers & Property Managers. Following the opening panel will be a discussion on value enhancement and ancillary services. Next will be the 4 C’s: Building an Institutional Platform which will be moderated by Regional Asset Manager, Eric Forshee. To wrap up, there will be a 45 minutes discussion about Best Practices for Property Managers.

- Marketing Track: Social Media Certification Class**
 Castellana 2

Let’s get certified! All attendees who attend the full session will receive Atypical’s Social Media Certification. Advance your career and get certified! The best way to grow in your career is taking the Atypical’s Social Media Marketing Certification. By getting certified and learning the latest and greatest in marketing, you can open new doors and opportunities in your career.



- Turn your attention to the goals of your social efforts & how social media can support your business objectives.
- Grow Your Community
- Explore the different ways you can grow a following of relevant people & develop an online community.
- Content Marketing
- Identify the essential components of a social content strategy & best practices for implementation.
- Create a strategy for your business in our hands-on workshop portion of this training.

3:00 PM – 3:45 PM

- Industrial - Development Panel**
 Brera 6

One Panel, Three Major Players: Dermody Properties, Scannell Properties and Panattoni Development Moderated by Eric Larkin, NAI Vegas.

- Young Professionals Track Continued**
 Brera 1-2

- Property Managers Continued**
 Brera 4

- Marketing Track: Social Media Certification Class Continued**
 Castellana 2

CHOOSE YOUR PATH

4:00 PM – 4:45 PM

- Retail Breakout - Working with corporate services and Tenant rep deal making**
 Brera 1-2

Join Retail Council Chair, Shelby Tworek of NAI Horizon, as he facilitates this session called, “Working with Corporate Services & Tenant Rep Dealmaking.”

- CCIM Class (Open to all)**
 Brera 5

Join 2 NAI Leaders who are certified CCIM facilitators as they take you through an interactive Rent Setting Case Study workshop!

- Property Managers Continued**
 Brera 4

- Marketing Track: Social Media Certification Class Continued**
 Castellana 2

5:00 PM – 5:45 PM

- Office Breakout**
 Brera 3

Join us for this landlord rep discussion that focuses on analyzing the pursuit (i.e. New business). Then the session turns to Focus Groups for securing new business: What you need to know for your Landlord clients: FASB and Surety Bonds. We’re closing out this session with Speed Learning for landlord reps: Identifying and pitching.

- Marketing Track: Social Media Certification Class Continued**
 Castellana 2

6:00 PM - 7:30 PMNAI Global Closeout Party
 Castellana 1



8:30 PM – 10:30 PMC-Suites Outing Networking Event Sponsored by Champion Contractors



(Closed to this group only)