

2017

INTERSECTIONS

CARMA • CCM • NAIOF • ULI • SIOF • CREW • IREIA • BOMA
Connecting Inspiration, Integrity & Commercial Real Estate

REGISTRATION OPEN

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MORNING SESSION - 8:30 - 11:30AM

**3 CE TRAINING
CREDITS**



Mike Lipsey
President,
The Lipsey Company

PRESENTATIONS THAT WIN / NEGOTIATIONS

Presentations That Win is one of The Lipsey Company's most sought-after program. Commercial practitioners find the task of communicating effectively and persuasively to win business to be particularly daunting, making it a challenge for most teams. Prospects and clients will judge the effectiveness and strength of a team by its presentation. With so much at stake, this is your team's opportunity to showcase their market knowledge and best practices that will make the difference in winning business. Mike provides expert, industry-specific, advice which will enable you to rise above the competition and win more business.

Negotiations – the objective of a skilled negotiator is to reach a resolution as efficiently as possible while securing a great deal for their client. Throughout their careers, brokers will encounter many negotiation tactics which could potentially slow their transactions to a crawl and diminish the value of their deals. In this session, Mike shares insights gained from over 35 years in the commercial real estate industry.

KEYNOTE LUNCHEON AND AWARDS - 11:45AM - 1:45PM

**1 CE EDUCATION
CREDIT**



Spencer Levy
Americas Head of
Research, CBRE

CURVE BENDERS

HOW WILL THE RAPIDLY CHANGING POLITICAL, CYCLICAL AND SECULAR ENVIRONMENT SHAPE COMMERCIAL REAL ESTATE

Spencer Levy is Americas Head of Research for CBRE and a senior member of the company's global research team. He plays an integral role in the development and implementation of the global research strategy and business plan.

Mr. Levy oversees the analytical activities of the CBRE research community within the Americas region and is responsible for the management of hundreds of professionals who are focused on producing market-leading insight and interpretative analysis on the latest real estate trends. Mr. Levy supports CBRE executives in their decision-making by providing insight into the impact of market trends related to strategic business planning, and analyst call preparation.

He serves as principal external spokesperson on real estate issues in the Americas region and has considerable media experience, providing market commentary for many national television, newspaper and internet outlets.

Mr. Levy is a graduate of Cornell University and Harvard Law School.

AFTERNOON SESSION I - 2:00 - 3:00PM

1 CE EDUCATION CREDIT



Marilee Utter

CRE FRICS
EVP District/National
Councils ULI

RECAPTURING GREYFIELDS

Recapturing Greyfields - This session will look at the challenging problem of failed retail sites and how to revitalize them. Market forces will be reviewed and a case study of CityCenter Englewood - the transformation of a regional mall to a mixed-use center will be presented, including lessons learned. The session will conclude with an array of strategies to assess and implement successful greyfield redevelopments.

AFTERNOON SESSION II - 3:00 - 4:00PM

1 CE TRAINING CREDIT



AmyK Hutchens

Speaker, Author,
Trainer, Business
Strategist

IGNITE BRILLIANCE in your leadership & communication

What are the secrets of brilliant leadership and effective communication? Discover real tools for real life-challenges. Through humor, insight and experience, AmyK provides leadership and communication tools that have immediate practical applications from increasing performance and productivity levels in individuals and teams to dealing with that difficult person! AmyK shares the 2 critical elements leaders must "sell" each and every day; the 6 questions leaders need to ask to best influence and foster productive behaviors; and how leaders can be a catalyst for creating unprecedented competitive advantages as well as profits.

COCKTAIL RECEPTION- 4:00 - 6:00PM

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