

SUNDAY, OCTOBER 22ND

2:00 pm – 5:00 pm **Board Meeting** Palos Verdes (8th floor)

MONDAY, OCTOBER 23RD

8:00 am – 9:00 am **Registration and Breakfast Buffet**

9:00 am – 10:15 am **Welcome and Introductions | Keynote**

Water The Bamboo: Unleash Your Potential

Keynote Speaker: Greg Bell, Bestselling Author & World-renowned Speaker

10:15 am – 10:55 am **Networking Break and Greg Bell Book Signing, Courtesy of Ten-X**

10:55 am – 12:30 pm **Don't Farm Alone: How to Grow Better Relationships for Better Results**

Greg Bell, Bestselling Author & World-renowned Speaker

10:55 am – 12:30 pm **Principals Meeting**

12:30 pm – 2:00 pm **Top Tier Networking Lunch** Palisades (5th floor)

2:00 pm – 3:15 pm **The Swiftly Changing Face of Retail**

Retail panel of experts discussing the issues facing Retailers and Landlords today.

Marley Porter, Owner, Living Architecture and Construction Management, Inc.

Allen Lynch, President, DPI

Steve Stoycos, Managing Director, Choice Hotels International, Inc.

Steve Bram, President /Co-Founder, George Smith Partners, Inc.

3:15 pm – 3:45 pm **Networking Break**

3:45 pm – 5:00 pm **The Economic Outlook for Commercial Real Estate Investors & Decision Makers**

Dr. Mark G. Dotzour: The global economy is continuously changing, like a living organism. My goal is to make complex economic issues easily understandable.

5:30 pm – 7:30 pm **Awards Reception** Ocean & Vine (Lobby Level—4th floor)

TUESDAY, OCTOBER 24TH

8:00 am – 9:00 am **Breakfast**

8:00 am – 9:00 am **Board/RVP Breakfast Meeting**

9:00 am – 10:30 am **Deal Swap: Walk Away with Leads!**

10:30 am – 10:45 am **Break and Check Out**

10:45 am – 12:15 pm **24 Hour Cities - Panel Discussion**

Hugh Kelly will present material from his book, followed by a panel to discuss what municipalities are doing to make themselves more attractive to investment.

Hugh F. Kelly, PhD, CRE, Economist & Bestselling Author

Danielle Casey, Director of Economic Development, City Of Scottsdale

Raymond Chan, Deputy Mayor, City of Los Angeles

Eric Tao, CEO and Managing Principal, AGI Avant in San Francisco

Patrick Morrissey, Chairman, GVA Worldwide

12:15 pm – 1:45pm **Beating the Nationals and Doing More Business Inside TCN**

"Working Lunch" to include discussion on corp. services and multi-market assignments, as well as how to convert an existing client with multiple locations into a multi-market account.

1:45 pm – 2:00 pm **Conference Recap and Closing**

Sponsor giveaways and TCN drawing for \$1,500 CASH!

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