

WEDNESDAY, OCTOBER 10TH

9:00 am – 1:00 pm	Board Meeting
2:00 pm – 2:30pm	Welcome & Introductions
2:30 pm – 3:45 pm	Keynote: Peak Performance Under Pressure <i>Keynote Speaker: Bill Driscoll - Navy Flying Ace and Former TOPGUN Instructor</i>
3:45 pm – 4:00 pm	Break
4:00 pm – 5:30 pm	Breakout – Central Region Deal Swap
4:00 pm – 5:30 pm	Breakout – East Region Deal Swap
4:00 pm – 5:30 pm	Breakout – West Region Deal Swap
5:30 pm – 7:30 pm	Reception – Wheelhouse Patio at the High Roller

THURSDAY, OCTOBER 11TH

	Breakfast “On Your Own”
9:00 am – 10:15 am	The Economic Outlook for CRE Investors and Decision-Makers <i>Presenter: Mark Dotzour - Real Estate Economist</i>
10:15 am – 10:30 am	Break
10:30 am – 12:30 pm	Agent Breakout: How to Explode Your Commercial Real Estate Prospecting Now! <i>Moderator: Jim Gillespie – Owner, Advanced Commercial Real Estate Coaching</i>
10:30 am – 12:30 pm	Principals’ Meeting
12:30 pm – 1:30 pm	Lunch
1:30 pm – 3:15 pm	Tech Tools that Work and Panel Discussion: The Future of CRE Tech <i>Presenter & Moderator: Michael Beckerman - Founder & CEO, The News Funnel and CREtech</i>
3:30 pm – 5:30 pm	Offsite Networking - AmeriCAN Bar, Linq Promenade Evening “On Your Own”

FRIDAY, OCTOBER 12TH

	Breakfast “On Your Own”
8:00 am – 9:00 am	Board/RVP Breakfast Meeting
9:00 am – 10:30 am	Panel Discussion: CRE and the Cannabis Industry
10:30 am – 10:45 am	Break
10:45 am – 11:45 am	Designing and Implementing a Powerful Game Plan for Success <i>Presenter: Jim Gillespie – Owner, Advanced Commercial Real Estate Coaching</i>
11:45 am – 12:45 pm	Awards Luncheon
12:45 pm – 1:30 pm	Understand and Respect Buying Cycles How Discipline, Organization and Automation Breed Success <i>Presenter: Wesley Snow - President/CEO and Owner, Ascendix Technologies</i>
1:30 pm – 1:45 pm	Break
1:45 pm – 3:00 pm	Utilizing TCN Tools to Generate Business <i>Presenter: Ross Ford – President & CEO, TCN Worldwide</i>
3:00 pm	At the close of the conference we will give away your choice of a round-trip for two to Cancun w/ two nights at an all-inclusive resort, OR \$2,000 cash! Must be present to win.

EVENT SPONSORS:

