Monday, March 2nd

12:00 PM - 6:30 PM........NAI Registration and Help Desk
Welcome to the 2020 Annual Leadership Summit! We look forward to this moment each year as we get to be face to face with the true leaders of the organization. Come join us to pick up your registration packets and mingle with the NAI staff and fellow NAI leaders.

12:00 PM - 3:00 PM .......Leadership Board Meeting
(Closed to this group only) Please note that registration packets for the board will be at your seats for this meeting.

3:00 PM - 3:30 PM ..........Exhibit Hall Opens with Refreshments and Lightfare
This is your time to take advantage of being in the presence of leaders with a vision same as yours. Use this time to say hello to friends (both old and new), colleagues, business partners and of course our expo-sponsors. Bring your business cards because this is the time to talk real estate and conduct business.

3:30 PM-3:45 PM .........Welcome by NAI Partners
Jon Silberman of NAI Partners will open with a brief overview & introduction about the Houston market. NAI Partners has been recognized as one of the top 10 senders of business for the past few years. Listen in on Jon’s facts and plan to make his acquaintance to see how he and his team can help your clients in the Houston, Austin and San Antonio markets.

3:45 PM – 4:30 PM ..........General Session: Retaining Your Top Agents / Don’t Lose them to the Competition
Oh no! Are there competitors in your market picking off your top agents? No need to worry as it’s happened to everyone. With this panel of NAI leaders, you will worry less as they will walk you through how to retain your top agents. What to do – What to offer – How much to pay? No need to lose them to the competition – let’s show them why NAI is the best place for them to make more money.

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
In the next 15 years, the largest transfer of real estate wealth will occur due aging population. Todd Wohl of Braun International and their MIMX platform will show NAI professionals how to monetize client’s ownership of minority, partnership and fractional interests in all types of real estate. Todd will discuss the dynamic issues confronting NAI professionals in understanding the value and how to sell minority interests. Using discount lack of marketability and control methodology and global marketing will tie the monetization process together using BraunMIMX. Todd will use of case studies to explain what to date has been considered impossible to sell. Braun’s Worldbid platform will provide NAI brokers with multiple revenue streams and out of the box options when monetizing real estate.

5:15 PM – 6:15 PM ..........Welcome Reception
There are many exciting things happening at this event. What better way than to kick it off with a welcome reception surrounded by like-minded entrepreneurs. This first event is where you will get to see familiar faces, meet new faces and prepare for the exciting few days to come!

7:00 PM – 9:00 PM.........PDM Business Development Dinners (NAI Global Organized)
Calling all PDM attendees! We want to make sure that you have every opportunity to meet and discuss potential business opportunities with other NAI leaders. This year NAI Global is organizing small, private dinners on us! Once you have opted in (ahead of time) we will assign you to a dinner. So join us and come ready to talk some business!

7:00 PM – 9:00 PM.........Women’s Alliance Dinner (Women Alliance Members Only)
7:00 PM – 9:00 PM.........Presidential Dinner Sponsored by Crexi (Invitation Only)

Tuesday, March 3rd

7:00 AM – 8:00 AM ........Morning Kick Off Run
Time to stretch and get out! We are 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.

8:00 AM-8:45 AM..........Networking Breakfast with Exhibitors
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 operation-focused breakouts and informative general sessions.

9:00 AM-9:30 AM..........General Session: Leadership Board Q&A - OWN Your Market
This year we are bringing the Executive Leadership Committee of the NAI Leadership Board to the stage. They will discuss the business development initiatives of the board that benefit the organization at-large, how you can take control of your market and lastly, open it up for Q&A.
9:30 AM-10:00 AM.......... General Session: Mergers & Acquisitions
Succession planning has been a hot topic amongst our leaders for years. Several of our firms have taken action to put a plan in place to expand their firms and bring security to their businesses. In this session, you will hear from NAI leaders who have gone through a recent merger/acquisition as part of their business continuity plans.

10:00 AM-10:45 AM.......... General Session: Fireside Chat with Duke Long & Jay Olshonsky
You can’t miss this session. Jay Olshonsky, President & CEO of NAI Global sits down for a fireside chat with Duke Long- a 20 year veteran of Commercial Real Estate as broker-owner, manager, developer, and princpal. Known as the Godfather of PropTech. Duke is an Investor, Mentor, and Advisor- well known for his strong opinions on CRE and PropTech. Clients, Colleagues, C-levels, and Startups value Duke’s insight opinions and, ability to inspire and scale business.

10:45 AM-11:00 AM.......... Refreshment Break

11:00 AM-12:00 PM.......... Breakouts:
• Alternative Ways to Network (Becoming Involved with Community Leaders)
  Networking isn’t just attending a conference once a year. It’s not just going to a local happy hour to see who you can meet and how many cards you can collect. There are alternative ways to network that can gain you more exposure, connections and business. The NAI leaders on this panel will walk you through their ways to network and how they have become successful through those methods.

• NAI Takes on Energy in Real Estate
  This session will focus on current Energy topics (Renewable and Unconventional Oil & Natural Gas) that have impacted almost every NAI Office throughout the global network.
  **Takeaway from this session:**
  • Global Energy overview (Past, Present and Future)
  • Potential Energy opportunities in your region
    • Solar
    • Wind
    • Carbon Based (Coal, Oil & Natural Gas, Natural Gas Liquids)
  • Working together to promote NAI Global Energy expertise
  • NAI network referrals “Where else can we help you?”
  • Bottom Line: How can I profit from the Energy sector?

• Investing in Your Professionals to Better Your Firms
  Flexibility, customization, and specialization are all vital elements of the Gen Z/Millennial workflow. The up and coming professional world is focused on providing modern incentives and work perks for their team members. In this session you will hear from NAI leaders about what they do to invest in their professionals to retain them (ie. Education & training opportunities, retreats, bonuses and more)

12:00 PM-12:45 PM.......... Networking Lunch with Sponsors (Plated)
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 and thank them for supporting NAI Global.

1:00 PM-1:45 PM.......... NAI Global State of the Union
This session will kick off with a fast-paced update on organizational highlights and items in our near term focus presented by Jay Olshonsky, President & CEO of NAI Global.
Closing this session, we’ll move onto “how to leverage NAI Global.” What tools should we encourage our brokers to use? What is the best way get a listing out to the organization? How can we connect our agents to fellow colleagues with the same specialty? What can we be doing to double our revenue in 2020?

2:00 PM-2:45 PM.......... Breakouts: Competitive Intelligence by Market Size
Inspired by Mitchell Brannen of NAI Brannen Goddard, this session breaks into rooms by market size. Please come prepared to share competitive knowledge to share with fellow NAI leaders. Topics to be discussed will be: Trends in the Industry, What your competition is doing in your market and What are you doing to make money now that you didn’t do in the past.

2:45 PM- 3:00 PM.......... Refreshment Break

3:00 PM-3:45 PM.......... Breakouts:
• Enhancing Your Firm Through Technology
  This session shines the spotlight on an NAI firm that takes on new technology to not only service the client at its best but to enhance its firm and professionals. Join Andy Gutman of NAI Farbman as he shows you samples of what his team has done and is working on that drives business to and from his firm. Find out what Andy’s top 5 technology platforms are and how you can utilize them for success.
3:00 PM-3:45 PM .......... Breakouts:

• Capital Markets Best Practices & Training
  Join Jay Olshonsky and our Capital Markets leaders to discuss best practices and go in depth on the type of training you can bring back to your agents after this event.

4:00 PM-4:45 PM .......... General Session: Client Interviews - What They are Looking for in a Broker

This is a special session catered for NAI PDMs. Who is better to learn from than our clients? Well, we have Gary Furneaux joining Jay Olshonsky, President & CEO of NAI Global for a Q&A: What do you look for in a broker? Gary, who used to be the global head of strategic planning for ExxonMobil, currently works for Watco Companies. Watco Companies is a landlord and user of space as well as a short line railroad. Gary Furneaux is a client of NAI James E. Hanson and NAI Partners Houston.

5:00 PM-6:00 PM .......... Networking Reception with Exhibitors

6:30 PM-8:30 PM .......... Presidential Dinner Sponsored by Braun (Invitation Only)

7:00 PM-9:00 PM .......... CoStar Sponsored Dinner (All are Welcome)

Wednesday, March 4th

7:00 AM-9:00 AM .......... Networking Breakfast

7:30 AM-8:45 AM .......... The NAI PDM Mastermind Group

This session is the ongoing famous mastermind group! This session hosts 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.

9:00 AM-10:00 AM .......... Closing Keynote: Business Continuity - Adapting to a Changing Culture

While many factors are instigating workplace developments, the main vehicle of change is the evolving workforce. By 2021, it’s estimated that 50% of the workforce will be comprised of Millennials. By 2030, this will spike up to 75%. Right on their heels is Gen Z, who is also causing major shifts in the industry. What we’re looking at is a completely reimagined working culture and a massive change to the commercial real estate industry. Everything will be adjusted and so all commercial real estate professionals will be forced to adapt. Come join us for the closing general session to listen to John Pettenger, senior vice president of corporate strategy for Koch Industries, Inc.