



NextGen Meeting

Description: An educational meeting for up and coming management to meet and network with their industry peers and obtain exposure to senior level executives from a variety of companies.

Meeting Size: 30 to 50 attendees, 7 to 15 companies in attendance

Meeting Attendees: Staff identified by senior level staff, Senior level management

Location: Central Location - Chicago airport meeting or other national hub city

Meeting Timing: TBD – Based upon member preference

Meeting Time: 1 Day; 10 a.m. to 8:00 p.m.

Programming: Presentations by senior executives and industry experts, panel discussions, and networking lunch and dinner.

Meeting Purpose: Listed below are the meeting objectives:

- Provide a forum for rising stars that are not eligible to participate in the Senior Executive Roundtables and Dutch Treat, an opportunity to network with their peers and senior management.
- Provide substantive market conditions and career development programming.
- Provide a forum for senior level management to meet up and coming talent in their industry.
- Educate participants on the programs and services offered by the MBA for advancing the portfolio investor industry.
- Serve as a reward and identifier for up and coming company talent.
- Meet the industry need to identify, groom, and reward up and coming talent.

NextGen
Draft Agenda

- | | | |
|-------|--|--------------------|
| I. | Welcome and Introductions | 10:00 - 10:30 a.m. |
| | A. Welcome | |
| | B. Meeting Purpose | |
| | C. Introduction of Participants | |
| II. | Commercial Real Estate Finance Market Overview | 10:30 - 12:00 p.m. |
| | A. Overview of CRE Finance Market | |
| | B. Overview of Portfolio Investors Market | |
| | C. Senior Executive Market Conditions Panel | |
| Break | | 12:00 - 12:15 p.m. |
| III. | Networking Lunch | 12:15 - 1:15 p.m. |
| | A. Lunch Speaker | |
| IV. | MBA – Working for You | 1:15 - 1:45 p.m. |
| | A. MBA Organization | |
| | B. Commercial/Multifamily Group | |
| | C. Portfolio Investor Activities | |
| V. | Senior Executive Portfolio Investor Panel | 1:45 - 2:45 p.m. |
| | A. Living and Thriving with CMBS | |
| | B. Differentiation between Portfolio Lenders and CMBS | |
| | C. Keeping Borrower Loyalty | |
| | D. Working with CDOs | |
| | E. Insurance Availability and Affordability | |
| Break | | 2:45 - 3:00 p.m. |
| VI. | Senior Executive Portfolio Investor Panel | 3:00 – 4:00 p.m. |
| | A. Growing and Grooming New Leadership | |
| | B. Mentoring Programs | |
| | C. Motivating and Retaining Top Talent | |
| V. | NextGen Panel | 4:00 – 5:00 p.m. |
| | A. Strategies for Growing Your Business | |
| | B. Mentors – Myth or Reality? | |
| | C. Success Strategies for Growing Within Your Organization | |
| Break | | 5:00 – 5:30 p.m. |
| VI. | Networking Reception | 5:30 – 6:00 p.m. |
| VII | Networking Dinner | 6:00 – 8:00 p.m. |
| | A. Dinner Speaker | |