



**CORFAC European Summer Meeting
July 12-13, 2022 – Conrad Hotel, Dublin**

Tuesday, July 12

- 2:00 pm – Hines tour of the Central Plaza
- 4:00 pm - Guinness Storehouse or Jameson Distillery Tour
- 8:30 pm – Group dinner at Peploes

Wednesday, July 13

- 8:00 am – Meeting and Breakfast at Dublin Conrad Hotel
- 8:30 am – Call to order and introductions, Daniel Shindleman, CORFAC International Committee Chair
 - Treat CORFAC Like a Client
 - Search for Potential Clients/Ask for Potential Clients
 - Social Media
 - CORFAC International Budget
- 9:00 am – CORFAC Update – Mason Capitani, CORFAC 2022 President, L. Mason Capitani/CORFAC International, Detroit, Michigan
 - Products and Services
 - 2022 Fall Conference
 - Inputting Your Deals
 - Branding
- 9:30 am – Market Updates from all attendees
- 10:30 am – Break
- 10:45 am – “Client Capture by Working Together — Targets for a Group Pitch“, Bill Beauclerk, BG Carre/CORFAC International, Paris
- 12:00 pm – Group Lunch
- 1:00 pm – “Networking within CORFAC and the Commercial Real Estate Industry“, Joe Santaularia, Bradford Commercial/CORFAC International, Dallas, Texas
- 2:00 pm – Open Discussion
 - What could CORFAC do better?
 - Expo Real
 - Potential CORFAC Firms
 - Other Ideas
- 3:00 pm - Adjourn