



**Summer Affiliate Business Meeting Agenda**  
**June 13, 8:30-16:30**  
**Aengevelt Immobilien**  
**Kennedydamm 55/Ross-Strasse**  
**Dusseldorf, Germany**

**9:00: Welcome, Introductions and Firm Activity Updates – All**

**9:30: Aengevelt Overview and Dusseldorf/German Market Update – Max Aengevelt**

**9:45: Real Estate Acquisition in Germany: Rules, Regulations and Related Costs -- Peter Starke**

**10:00: CORFAC HQ Update – Sim Doughtie, Charlie Thompson, Daniel Shindleman**

- Overview and latest updates/achievements
- #thinkCORFACFirst
- New firms
- CORFAC organizational priorities
- 2019 Fall Summit in Philadelphia, September 18-21
  - Who is planning to attend?
  - Room block is open; registration opening soon
  - International dinner planned the night of September 18
- 2020 Spring Conference in Playa del Carmen, Mexico, March 4-7
  - Planning a Mexico City preconference with a focus on property tours and commercial real estate development – **Miguel Cavazos**

**10:45: Client Roundtable and Discussion – All**

Come prepared to discuss your current clients who are operating in multiple markets.

- How can CORFAC members work together to service these clients?
- What multi-market clients can you provide an introduction to?
- What multi-market clients are you looking for an introduction to?
- Tutorial and walk-through of the Client Entry/Search and Transaction Entry/Search sections of the CORFAC website.
  - Commit to adding your clients and transactions before meeting again in Philadelphia.

**12:30: Lunch at Aengevelt's office**

#### **14:00: How to use the CORFAC network in your business – All**

Please take time to think about the items below and come prepared to discuss in detail.

- Why are you a member of CORFAC?
  - Generate business?
  - Be part of a larger network?
  - Education and exchange of ideas?
  - Others?
  - How can CORFAC help support those priorities?
- Small group specialty calls – desired by members?
- Combined business pitch example from Farebrother, Bridgmer and BG Carre'
- Who are you doing business with in CORFAC? How did the relationship come about? What was the outcome?
- Walk-through of CORFAC online resources (toolbox, Client and Transaction databases, blast e-mail platform)
- New ideas

#### **15:00: Flying the CORFAC flag -- All**

- CORFAC branding and logo usage
- EXPO REAL booth presence
- MIPIM – do we want to plan for an event? Who can take the lead?
- CORFAC name badges updated
- Social media
- Sponsoring local events – money in the international budget to do this

#### **16:00: New Affiliate Expansion -- All**

- Who has leads in target markets:
  - Saudi Arabia
  - Hong Kong
  - Beijing
  - Shanghai
  - Singapore
  - Poland
  - Spain
  - Denmark
  - Belgium
  - Sydney
  - Perth
  - New Zealand
  - Scotland
- What other markets should we be looking at?

#### **16:30:**

##### **Closing Remarks and Adjourn**

- 2020 Meeting Location Discussion