

## CORFAC Welcomes New Officers at Spring Conference in San Diego

Thanks to all who attended CORFAC's 2017 Spring Conference in San Diego last month. To kick off the event, Past President John Homsher, CCIM, turned over the gavel to 2017 President Ray Lyons, CCIM, MRICS, SIOR, and fellow officers Vice President Lou Suski, Treasurer Andy Jaffe and Secretary Sim Doughtie, CCIM, MCR, SIOR.



The two days of educational content and sessions explored top trends in commercial real estate, including co-working, technology, FASB changes and CORFAC's new marketing plan.

Attendees also enjoyed several tours, golf, cycling, networking receptions, an evening event at the Air and Space Museum, an interactive Deal-Making Session and the 2016 COR\$TAR Awards dinner. View the final attendee list, speaker presentations, event photos, award winners and more:

- [2016 COR\\$TAR Award Winners](#)
- [Spring Conference Photo Gallery](#)
- [Final Attendee List](#)
- [Keynote Speaker Greg Lindsay Presentation on Industry Trends](#)
- [Keynote Speaker Barbara Crane Presentation on FASB](#)
- [Keynote Speaker Mark Cafferty Presentation on San Diego Economic Trends](#)
- [Transactions Committee Chair Steve Lane's Deal-Making Session Presentation](#)
- [Highlights of CORFAC's New Integrated Marketing Plan](#)

### Thank You to Our 2017 CORFAC Conference Sponsors



**Congratulations to the 2016 COR\$TAR Award Winners!**



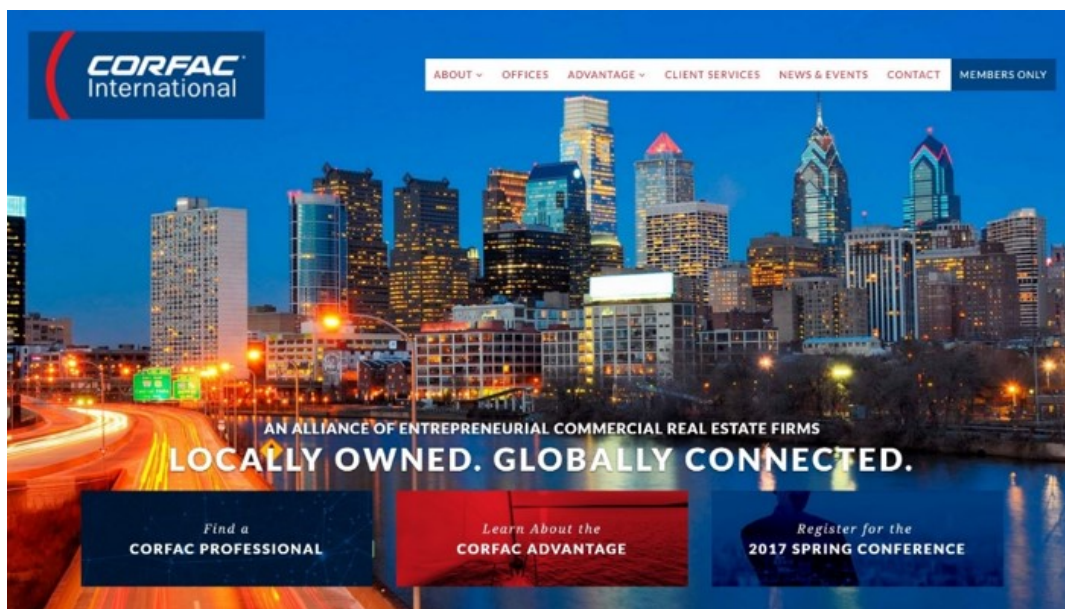
On Friday, February 24, CORFAC honored the 2016 COR\$TAR Award winners at the Spring Conference in San Diego. Congratulations to all winning members and firms and thank you for referring business in the CORFAC network. [See the complete list of winners.](#)

### Getting to Know You: CORFAC's Deal-Making Session Builds Relationships



CORFAC's interactive Deal-Making Session, led by Transactions Committee Chair Steve Lane, inspired some conversation and fun at the Spring Conference in San Diego. Remember to think CORFAC first when business takes you outside of your market or area of expertise. Thanks to all who participated in the Deal-Making Session.

### Check Out the New CORFAC.com and Download Your Guide to the Extranet



Have you checked out CORFAC's new website? If not, what are you waiting for? The newly redesigned site launched in mid-January and has a brand new look and features. Download our new [Guide to the CORFAC Extranet](#) for step-by-step instructions on how to access member resources and tools, update your member profile, submit transactions, send broadcast emails to members, pull member reports, view the client database and much more. [Log in now to get started!](#) Contact Director of Communications and Marketing Jennifer Norbut at [jennifer@corfac.com](mailto:jennifer@corfac.com) if you have any questions or feedback.

## **Brand Power: CORFAC Ranks 16th in the 2017 Lipsey Top Brand Survey**

Congratulations to the members of CORFAC International on earning the 16th spot on the 2017 Lipsey Company Top 25 Brands in Commercial Real Estate Survey. [See the complete survey results.](#)

## **Media Monitoring: See the February 2017 Report**

CORFAC's marketing consultant, Frost Miller, is tracking our media mentions in press outlets around the world each month. See the [February 2017 Media Report](#) and send your local media contacts to Account Strategist Heather Ireland ([hireland@frostmiller.com](mailto:hireland@frostmiller.com)) to help us gain more coverage in your market.

## **Brush Up Your Skills With CORFAC's Social Media Guide**

You don't have to be an expert to leverage the power of social media! Download [CORFAC's Social Media Guide](#) for step-by-step instructions on how to use CORFAC's social media outlets and boost your marketing power. Send your personal and company Twitter handles to Director of Communications and Marketing Jennifer Norbut ([jennifer@corfac.com](mailto:jennifer@corfac.com)) so we can share and retweet your posts. Like CORFAC on Facebook and join our LinkedIn group to continue building awareness.

## **CORFAC @ ICSC's 2017 RECon: Join Us in Las Vegas**

CORFAC's booth for the ICSC RECon conference in Las Vegas, May 21-24, 2017, is underway. Participating firms will have specific branding for their company displayed as well as a place to meet with clients. If you are interested in participating and haven't already contacted us, reach out to Jonathan Salkat [jonathan@corfac.com](mailto:jonathan@corfac.com) or (224) 257-4400 as soon as possible.

## **Thirteen CORFAC Firms Recognized for Membership Anniversaries**

During the Spring Conference in San Diego, President Ray Lyons recognized thirteen CORFAC member firms that are celebrating membership milestones in 2016-2017. [See the complete list.](#) Congratulations to these firms and thank you for your continued support of CORFAC International.

## **CORFAC Referral of the Month: MDL Group and Commercial Properties Inc.**

Congratulations to referring broker Jarrad Katz, CCIM, SIOR, of MDL Group/CORFAC International in Las Vegas, NV, and billing brokers Andy Jaffe and Rex Griswold of Commercial Properties/CORFAC International in Tempe, AZ, on the lease of a 4,600 square foot industrial space for Climate Control in Phoenix, AZ. Another example of how CORFAC works!

## **What Challenges Are Facing the French Real Estate Market? Watch This New Video With BG Carre/CORFAC International**



See more of CORFAC's international affiliate videos on our [YouTube channel](#). For more information about CORFAC's international initiatives, contact International Coordinator Kristy Schlossberg at [kristy@corfac.com](mailto:kristy@corfac.com).

### **Save the Date: International Affiliates Meeting in St. Petersburg, Russia**

Plans are underway for the next International Affiliate Meeting, scheduled for June 15-17, 2017, in St. Petersburg, Russia. All international and domestic firms are invited to participate in the meeting, which will focus on growing the CORFAC network and cross-border collaboration. More details coming soon!

### **Capacity Commercial Brokers Honored at Company Awards Last Month**



Congratulations to CORFAC brokers Mark Childs (right) and Steve Hunker of Capacity Commercial Group/CORFAC International in Portland, Oregon, who were recognized with Top Broker Awards at the company's annual event last month. [Read more](#).

### **Read LDCRE's Spotlight Interview With CORFAC's Adam Tarantur**



Leavitt Digital Commercial Real Estate recently spoke to CORFAC member Adam Tarantur, Principal of Podolsky Circle/CORFAC International in Chicago, about his commercial real estate career path, Chicago market trends and the value of being involved in CORFAC International in a recent Spotlight Interview. [Read more](#).

### **Save the Date: 2017 Fall Summit in Denver, Colorado**

Mark your calendar and join CORFAC in Denver September 13-16 for the 2017 Fall Summit at the Grand Hyatt Hotel.

CORFAC welcomes any speaker or sponsor ideas you may have. Send speaker suggestions to Director of Communications and Marketing Jennifer Norbut ([jennifer@corfac.com](mailto:jennifer@corfac.com)) and sponsor suggestions to Executive Director Jonathan Salk ([jonathan@corfac.com](mailto:jonathan@corfac.com)).

Watch for registration details to come in June.



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## Upcoming CORFAC Events

### **International Council of Shopping Centers RECon**

May 21-24, 2017

Las Vegas, Nevada

Contact CORFAC at (224) 257-4400 if you are interested in booth participation.

### **CORFAC International Affiliates Meeting**

June 15-17, 2017

St. Petersburg, Russia

More details coming soon.

### **CORFAC's 2017 Fall Summit**

September 13-16, 2017

Grand Hyatt Hotel

Denver, Colorado

More details coming soon.

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