



CHAPTER NEWSLETTER

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CHICAGO.CORENETGLOBAL.ORG

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# President's *Message*

As a premiere real estate association, CoreNet Global provides countless opportunities for growth, learning, networking and world class education. Standing near 6,500 members strong around the world today, we represent a significant portion of the leading organization transacting real estate today. For the past eighteen months, Angela Cain, Chief Executive Officer, has brought a fresh approach to the position and continues to push the organization forward starting with changing the cultural dynamics to be focused upon you the CoreNet Global member. The top priority of all of the staff is to see that your needs are met, your questions are answered in a timely manner and the status quo will not be tolerated.



America Summit's in May 2011, increased the number of Sponsors by 25%, completed numerous: monthly luncheon programs, learning events, Young Leader networking & mentorship events and had time to give birth to a beautiful baby girl, Lola. We are very fortunate to have her as a member of the Executive Committee as Past President until December 2012.

Your new Chicago Chapter Board of Directors has been working very diligently to continue delivering extremely high quality programs and events with continued focus on your value as a CoreNet Global Member. As a volunteer Board and organization we are only as good as our people, so if you are interested in becoming more involved, please visit our Committee websites and contact the Chair or Co-chair to learn when the next opportunity will be.

**John Wichman**  
President, CoreNet Global-Chicago Chapter  
UGL Services

Your Chicago Chapter has been blessed with best-in-class leadership since inception. Karla Simmons, Major Account Manager – Allsteel, is the absolute embodiment of this type of leadership. During her term, one of the most difficult economic periods in history, the Chapter established an all time high of 466 members, hosted one of the largest North

## CoreNet Global Chicago Chapter

### EXECUTIVE COMMITTEE

John Wichman	Ann Mendelsohn
Dan Ulbricht	Stephanie Pater
Beth Gambaro	

### BOARD OF DIRECTORS

Lauren Bagull	Ed Lowenbaum
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Heather Fanelli	Diana Pisone
Paul Giannopoulos	Lisa Schultz
Margie Kurkowski	Tony Smaniotto
Jeannette Lenear	

### CHAPTER ADMINISTRATOR

Christine Glatz

I recently concluded my 16 month term as President of the Chicago Chapter on September 1st, passing the baton along to John Wichman of UGL Services. The Chapter is in fantastic hands with John at the helm and I look forward to working alongside him in my role as Past President.



We bid farewell to Michelle Myer, Oracle Corporation, Stephanie Pater, Catalyst Group and Tim Weidman, Pepper Construction who have moved on to other important roles within the global organization. It has been a rare opportunity to have worked with such a committed, passionate, tenacious group who genuinely enjoy one another. This team

understood the importance of supporting each other, pulling their weight and doing what it takes to advance our organization. I miss them already and I am honored be named with them.

What is most exciting about our chapter's future is the leadership that is in place with the new Board of Directors. The 2011-12 Board is the result of diligent succession planning, identifying strong leaders and an effective slating process. We recently held our board's annual strategy meeting, which included incoming and out-going board members. We reviewed the goals set by the

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# Map Your Career Mastery Plan with Five Questions

*Personal productivity specialist, Jan Wencel, returns to explore allowing sluggishness to guide the refinement of a career mastery plan so your work reliably flows smoothly.*

By Jan Wencel, CPO®, President of Life Contained

When you struggle to complete tasks at work in a timely manner, are there patterns behind the difficulty? When you procrastinate professional responsibilities, have you uncovered commonalities among the delays?

If you're like most people, you're probably reacting in frustration to this trouble instead of diving into analysis where you might discover the link across these uncomfortable incidents. However, when you act on *Getting Organized* author Chris Crouch's declaration, "the job of a problem is to get your attention," you stop to study the situation and gain the power to exchange aggravation for relief.

That's because many times we slow ourselves down at work because we do not have the right mix or depth of skills needed to manage our jobs efficiently. For example, chefs who do not know how to quickly chop, dice, mince and rough chop an onion are going to hold back their progress. And if they do not know when to add a leek versus a yellow onion versus a shallot, they are not only going to decelerate their output, but they're also going to deliver mediocre recipe results.

This mismatch of skill and responsibility seem clear in the chef example, but how often do you consciously evaluate the skills you need to accomplish your work proficiently?

Answering these five overarching questions at least once a year will help to generate an evolving, long-term career mastery plan. And continually investing time in gaining knowledge will pay lasting dividends.



- 1. What topics do I need to master?** This is where you list and categorize the major areas of responsibility for your position. Is selling a big part of your role? How about using a particular software program? Are you frequently running calculations? Is following up with others a major aspect? How about typing or reading? Are you in charge of marketing strategy? Is there a particular industry you need to understand intricately? Are you responsible for managing others? Is delivering a service and/or customer service a major component? How about knowing the resources available to you in house and/or externally?
- 2. What courses do I need to take?** Now is when inventory the classes you want to take to fill holes or deepen your understanding. What programs will enrich your understanding of one of your topic mastery list? Which method is best for your learning style—online , in person or working individually with a coach? Will you get more from a local training session, or a national conference? Are you better served by a one-time lesson, or a curriculum delivered over time? Is there a deadline associated with gaining this knowledge? Do you know of an existing course, or do you need to search for one?
- 3. What mentors will help me develop in the right direction?** At this point you identify the people you know or want to know who will be a positive influence on your career. Do not hold back here. You might be surprised by a high-profile professional graciously accepting the role because they have an opposing goal of giving back to the community that lifted them up. Do you want someone in your back yard, or would someone outside your area be more beneficial? Should the list include only folks in your profession, or would involving someone with an outside perspective work better? How often do you need to interact to make it worthwhile?

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## Daniel Leonardi, Director, Johnson Controls Inc.

Tell us about your company, position and what you do.

I am the Director of Global Real Estate and Workplace Resources for Johnson Controls Inc. JCI is a \$34B global, diversified technology and industrial company with three primary business units; Automotive Experience which designs and manufactures seating, overhead systems, door and instrument panels and interior electronics systems, Power Solutions which designs and manufactures advanced batteries including lithium-ion and start-stop technology and Building Efficiency which with its services and technology is helping customers create a more comfortable, safe and sustainable building environment. JCI has a real estate portfolio totaling 75M SF in about 1500 locations around the world. My team and I are responsible for the day to day tactical execution and long-term strategic management of the company's real estate assets and are responsible for developing and implementing global standards in transaction, facility construction and information management.

Where did you go to school?

I have a BA in Economics from the State University of NY and a Masters Degree in Investment and Development Real Estate from New York University (NYU).

What is the biggest challenge you are facing in your position right now?

As in most companies, there is a strong focus on cost management. My challenge is to find new and creative ways to contribute to the business' bottom line while not allowing them to lose site of the value that the corporate real estate team delivers to the business units and the enterprise.

What part of your job gives you the greatest satisfaction?

As this is a relatively new organization having only centralized in 2009, I really enjoy introducing new processes and contributing to new policy that creates a



more strategic CRE organization that supports the business objectives of the internal customer and adds shareholder value on a consolidated basis.

What is the most important trend which will shape the real estate industry in the next 24 months?

The on-going sluggish economy will require corporate real estate departments to continue to drive efficiency into the portfolio and to find new and creative ways to support the business' financial objectives. Alternative Workplace Strategies will become ever more important in helping organizations "sweat the assets" and reduce occupancy costs across the portfolio. Corporate occupiers will take advantage of current technologies and collaborative practices to boost productivity and innovation capabilities and create sustainable competitive advantages.

What was your first job ever?

Assuming this is post-college, my first job was working in the Comptroller's office of a local municipality. My primary responsibility was to conduct auctions for

the purpose of investing tax revenues in CD's. These had to be scheduled such that funds were available for approved capital requirements throughout the fiscal year.

What has been the highlight of your professional career thus far?

The thing that I am most proud of to date is creating an off shore model for management of global real estate information for a fortune 100 company. It was a cutting edge concept then and still unique in many ways today.

If you weren't in real estate, what would you be doing?

Teaching American history.

What is your favorite guilty pleasure?

Vanilla ice cream sundae with hot fudge, cashews and whipped cream. Yum!

What is the best advice you've ever been given?

Change breeds opportunity.

Worst advice?

Trust me.

What are you reading?

*Benjamin Franklin: An American Life* by Walter Isaacson and *Digital Fortress* by Dan Brown.

The thing that would most surprise people about you is?

I played saxophone in a jazz band.

What do you know now that you wish you knew then?

The winning Power Ball numbers.

Who are four people in history you'd most like to have dinner with?

John Adams, Mother Theresa, Steve Jobs, Bruce Springsteen

Have you ever met a famous person?

Yes, Emmet Smith, Richard Nixon, Alec Baldwin, Vince Vaughn to name a few.

## Member Appreciation 2011



Alivia Redmond; Tanya Gonzalez, Roosevelt; Ninfa Murrafo



Jenna Lev, Box Studios; Tricia Warrick, CoreNet Global; Gordon Hill, Office Concepts; Lisa Schultz, ConopCo Project Management; Liz Snell, HOK; Erin O'Brien, Kayhan International



Neil Desai, Oracle; Ann Mendelson, ACRE Project Management; Karla Simmons, Allsteel

## President's Message *continued from page 1*

previous board, measured progress, then adjusted and added based on what we want to achieve moving forward. The enthusiasm, the swell of new ideas and the solidarity amongst this new group holds so much promise.

Our achievements over this past year come as a result of the tireless hard work, dedication and strategic thinking of the entire board.

- Chicago Midwest Summit – 1950 attending, largest attendance at a summit since 2007. We embraced our Midwestern roots by collaborating with our sister Midwest chapters during the planning & execution of the conference.
- Promotion of the summit drove a 25% increase in the Chicago Chapter membership, adding 90 new members, totaling 440 members and getting us ever closer to our goal of 500 members by April 2013.
- End User Round Table Event: 3 events held in 2011, working towards quarterly program developed and executed by the Membership Committee led by Ann Mendelsohn, Acre Project Management (sp?), Renae Bradshaw, HOK and Neil Desai, Oracle Corporation.
- The number of Chicago Chapter members who have obtained MCR's or SLCR's is 39 while many more are now participating in both programs and continuing education.
- CRC (Community Reinvestment Committee) led by Keith Cade, Newmark Knight Frank, Rich Wagner, AT&T and Lisa Schultz, ConopCo continues to make an amazing impact on

our community by creating and organizing multiple programs such as “Rebuild Together” at the summit, the Erie House volunteer day, Back to School supply drive, food donations to the Greater Food Depository, Inspiration Café who collects food from our monthly luncheons, providing 900+ meals for the homeless annually.

- Our Programs & Learning Committees continue to push the envelope with excellence in learning - providing our members and the Chicago real estate community interesting and important information that is relevant to the economic climate and the challenges we face daily – to name a few:
  - Tales from the Trenches – Growth During the Recession
  - From Change Management to Change Acceleration
  - How the Midwest Was One: Economic Development Initiatives & Strategies
  - Mission Impossible: Embracing the Mission Critical Market
  - Mergers and Acquisitions Reborn
  - Made in the USA: The Resurgence of Manufacturing in America
  - The Year in Retrospect AND The Economic Forecast's
- Our vibrant and fervent Young Leaders always locking in the “out of the box” ideas that will appeal to membership as a whole – they had a big year with:

- Quarterly Mentoring Program led by Margie Kurkowsky
- Making Rain Annual Series
- Charity “Bags” Tournament

- University Alliances rolled into the Young Leaders committee at the end of this term. This group will bring their knowledge of university-led real estate programs, relationships with future young leader and great insight regarding programming designed to attract this demographic.

And the chapter proudly awarded our 3rd CoreNet Chicago Chapter Annual Scholarship to an incredible woman and student, Tanya Gonzalez of Roosevelt University

While I don't have enough room to include every achievement by every committee, I'm happy to hit a few of the highlights.

I thank our Chicago members for having the confidence in my ability to lead. Continue to challenge us – it makes us better. I cannot thank our board enough - your passion for this organization is our differentiator. And to Michelle Myer, Stephanie Pater, John Wichman, Tim Weidman, Chris Glatz and Beth Brouwer – absolutely could not have done it without each & every one of you. You are MY differentiators and I couldn't be prouder.

### **Karla Simmons**

Past President, CoreNet Global—Chicago Chapter Allsteel

CORENET EVENT RECAP—AUGUST 30, 2011

## Down & "Dirtt" Networking



Participants mingle at the DIRT Showroom.



Laura Operti, Ted Moudis Associates; John Wichman, UGL Services; Karla Simmons, Allsteel; Michelle Myers, Oracle



John Shannon, Graycor

CORENET LUNCHEON RECAP—JULY 14, 2011

## Made in the USA



Bruce Braker, Chicago Manufacturing Renaissance Council; Harry Moser, Reshoring Initiative; Mike Johnson, Illinois Manufacturing Extension Center



Lisa Schultz, ConopCo; Matt Zega; Diana Pisone, Ted Moudis Associates



Michelle Myer, Oracle Corp.; Howard Baskin, Partners by DESIGN; Theresa Landers, Interior Investments

2011 CORENET GLOBAL—CHICAGO CHAPTER LUNCHEON SERIES

# Think Your Chute Will Open?

## Commercial Property Risk Management Strategies

**Thursday, October 13, 2011**      **Maggiano's Banquets**  
11:30 AM - 1:30 PM      111 West Grand, Chicago



You have all of the risks covered. Or do you? How to address high winds, electrical wires, landing in water. It's like risk management for commercial properties, right? Come and meet with experts who have been entrusted with protecting our nation's key facilities and critical infrastructure. Find out about their prevention-oriented methodology and what their perspective is on your risk management approach. Former U.S. Secret Service Agents and strategic advisors to Fortune 500 leaders will share their perspective on commercial property risk management strategies.

**SPEAKERS:** **G. Michael Verden**, Senior Vice President and Managing Director, Strategic Security, *Hillard Heintze*  
**Michael Kuhn**, Vice President, Technical Security Systems, *Convergint Technologies*

For more information & registration, visit [chicago.corenetglobal.org](http://chicago.corenetglobal.org)

The Chicago Chapter of CoreNet Global is now on Facebook, Twitter, and LinkedIn!



Visit the Chicago Chapter's website to learn more:  
[chicago.corenetglobal.org](http://chicago.corenetglobal.org)

# Map Your Career Mastery Plan

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**4. What experiences will enhance my professional growth?** This is when you determine and name the events that can have a significant impact on you in your line of business. Is witnessing a particular step in the building process on your list? What about keynoting on a particular topic? Would shadowing someone in a complementary field build your expertise? How about touring a particular facility? Or managing a budget of a particular size?

**5. What books are essential to my advancement?** At this juncture you decide and pinpoint the books or book topics you want to read to round out your industry knowledge. Is there a new market trend you need to dissect? How about a new thought leader you want to follow? Is there an ancient book everyone refers to that you embarrassingly haven't read yet?

Armed with this self-education plan, the understanding achievement does not happen overnight, and allowing the job

of your disappointment in performance speed to determine and develop the skills necessary to steer your career, you'll be slicing and dicing like magic.



*Jan Wencel, CPO®, is President of Life Contained. To enroll in their March, 2009 Productive Personalities seminar, contact her at 630.803.6650 or via [jan@lifecontained.com](mailto:jan@lifecontained.com).*

## CORENET EVENT RECAP—SEPTEMBER 13, 2011

### CoreNet Classic 2011



Meghan Marshall, Jones Lang LaSalle; Margie Kurkowski, Wright Heerma Architects; Jenna Bruce, Goby; Jeff Lewis, Design Organization, Inc.



Jeanette Outlaw, OFS Brands; Dan Ulbricht, Leopardo Construction; Michael Baron, VP Real Estate for JPMorganChase; Catherine Federici, UGL Equis



Jeff Sauline, Tim Weidman, and Paul Velleman, all with Pepper Construction



Gordon Hill, Office Concepts; Michael Fazio, Archideas; Brian Shapland, Steelcase; and Keith Cade, Newmark Knight Frank

## CHAPTER SPONSORS

### PLATINUM SPONSORS

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Steelcase  
Ted Moudis Associates  
Turner Construction  
UGL Services

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Henricksen  
Hoosier Energy REC, Inc.  
IA-Interior Architects  
ICG - Interior Construction Group, Inc.  
Imperial Woodworking  
Installation Specialists, Inc.  
Interior Investments  
Joyce Bros  
Leopardo Construction  
MacMunnis, Inc.  
Pepper Construction  
Perkins + Will  
Shaw Contract Group  
Studley  
The Indy Partnership  
Whitney  
VOA

CORENET LUNCHEON RECAP—JUNE 9, 2011

## Mergers & Acquisitions Reborn



Rick Page, US Bank; R. J. Brennan, IA Interior Architects; Stuart Bard, BRG, Inc.



Margie Kurkowski, Wright Heerema Architects; Dan Ulbricht, Leopardo Companies, Inc.; Rick Page, US Bank; Donna Schroeder, NELSON

CORENET LUNCHEON RECAP—May 12, 2011

## Tales from the Trenches



This installment of our annual event focused on firms that experienced high growth during the recession.



Karla Simmons, Allsteel; John Wichman, UGL Services

CORENET GLOBAL—CHICAGO CHAPTER LEARNING EVENT

## Tech 101 For CRE Leaders: What You Need to Know in Plain English



Join us as we review key trends in the Corporate Real Estate technology landscape, such as mobility, social media, IWMS, BIM, and smart buildings. Our panel will lead a lively discussion with event participants about their own experiences including benefits and lessons learned. Key questions to be addressed: Who should care about CRE technology and why? Who are the early adopters and what are the benefits? How do you effectively build the business case for investing in CRE technology?

**MODERATOR:** Stuart Bard, HOK  
**SPEAKERS:** Robin Ellerthorpe, HOK  
Larry Barkley, Barkley Advisory Services

**Thursday, November 17, 2011**

8:00 AM - 10:30 AM

**HOK**

60 E. Van Buren, 14th Floor, Chicago

**Space is limited. Register today at [chicago.corenetglobal.org](http://chicago.corenetglobal.org)**  
\$50 members/\$80 non-members • Participants earn 2.5 CPD credits

CORENET GLOBAL Chicago Chapter