



CORENET GLOBAL

Washington State Chapter

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WHATS NEW

MAR-COM LAUNCHES A NEW CHAPTER-WIDE NEWSLETTER

The Marketing and Communications committee is proud to present the first edition of a newsletter to serve the Washington State Chapter of CoreNet Global! This is just one introductory piece to a larger initiative to increase engagement among chapter members and bring value to you all. Our goal is to increase visibility, share what others in the chapter are up to, and create a sense of awareness and belonging, thus increasing the value CoreNet provides to every member. This is a new project, and your feedback is invaluable in crafting a product that members will benefit from. If you have any ideas or would like to have something included in future editions please contact the editor, Fletcher Farrar at ffarrar@neilwalter.com.

QPCR, CORENET'S NEW DESIGNATION & EDUCATION OPPORTUNITY

Are you a Young Leader who is looking to enhance your business and leadership skills in CRE? Are you looking for guidance on building your professional network? If so, CoreNet Global has launched a new designation, Qualified Professional of Corporate Real Estate (QPCR), and it could be the perfect next step in your career! This new designation is a one-time cost, two-year program that provides flexibility in how and

when you take the courses. Our local chapter will be awarding scholarships later this year for two lucky members to obtain this new designation. Stay tuned for more info on how those will be awarded. In the meantime, check out the [Professional Development section](#) of the CoreNet Global website for more details on QPCR.

LUNCHEON RECAP: WHAT DO LANDLORDS THINK TENANTS WANT?

At the May Luncheon we focused in on the question: 'What do Landlords think Tenants Want?' With a panel moderated by Brian Kelly (Washington Partners), and industry experts A-P Hurd (SkipStone), Jason Dardis (F5 Networks), & Rob Swartz (Kilroy Realty), they discussed the realities the corporate real estate industry is facing in working with developers, property owners, and potential tenants in the Puget Sound region. Attracting and retaining top talent has never been more critical for companies, and this has brought some interesting topics to the foreground in regards to available amenities, innovative technologies, transportation logistics, & workplace design. The panel was able to shed light on these challenges and opportunities, and bring current, real-life scenarios to life in this ever-changing marketplace.

COMING UP ON THE CALENDER



Early Bird Rates for the CoreNet Global Summits End Soon!

Looking for a good reason to go to [Madrid in September](#) or [Boston in October](#)? Early bird sales end June 4th for Madrid and June 18th for Boston. For more details and registration click the links above.



Amazon Spheres Tour - June 7th

Curious about the spheres downtown? Come join other chapter members for a tour of the iconic structures on June 7th from 4 to 6pm. Cost is \$30/member or \$60/non-member, [event page here](#).



Annual CoreNet Global WA State Chapter Golf Tournament!

July 9th – Want to play? More information can be found at the [event page here](#). Want to sponsor? Reach out to [James Deshazer](#) or [Adrienne Hashimoto](#).

"Whenever you find yourself on the side of the majority, it is time to pause and reflect"
-Mark Twain

New Member Profile: Kyle Hepper

With so many networking organizations out there, why did you decide to join CoreNet?

Several industry friends and associates I respect within the community were involved in CoreNet so I decided to attend an event as a guest. I enjoyed the program, met several great people, and could see the value of such an amazing group. Still unsure I reached out to Sean Prasad and met for coffee, it was an easy decision after that!



What's been your favorite experience so far?

The community! Everyone involved in CoreNet is transparent and seems to care about industry overall. People are willing to take the time to share ideas and experiences of both success and failure to strengthen the community and help those individuals who will succeed them.

Tell us about your job, and how CoreNet has been a valuable resource for you.

We are a commercial interior general contractor that was founded in the Puget Sound region. As TI specialists, we understand how to create exceptional environments that facilitate our clients' success. However, it is a joint effort by many to accomplish our clients' goals. CoreNet has been the catalyst to several relationships we value including building owners, developers, asset managers, brokers, architects, construction management teams, vendor partners, etc.
KyleH@gateway-ti.com

CoreNet Thrives on Member Involvement

If you want to get involved please contact one of the committee chairs listed below

MEMBERSHIP – [Billy Sanchez](#) and [Jillian Hirstein](#)

EDUCATION PROGRAMS – [Eric Dameron-Drew](#)

SPONSORSHIP – [Noah Roehl](#)

UNIVERSITY RELATIONS – [Scott Schlumberger](#)

CHAPTER AWARDS – [Cristy Handsaker](#)

MARKETING/COMMUNICATIONS – [Ben Flajole](#)

EVENTS – [James Deshazer](#)

FINANCE – [James Mayton](#)

MENTORSHIP - [Anna Robaidek](#)

YOUNG LEADERS – [Holly Hindmarsh](#)

Don't Forget About Awards!

Do you know someone who is making a big impact in our industry? How about a young professional who is demonstrating excellence? Maybe you have some thoughts on how the Washington State Chapter has positively impacted you? Get those names and thoughts pulled together because it's awards time!

We are pleased to inform you the **2018 Corporate Real Estate (CRE) Executive of the Year, Young Leader of the Year, and Chapter of the Year** nomination process is now open!

Last year, Anna Robaidek won the Young Leader of the Year for Washington State and our Chapter of the Year submission for CoreNet Global received some positive feedback! Let's make sure we are represented in all categories this year!

Submission deadline: All submissions must be received by Cristy Handsaker at cristy.handsaker@outlook.com no later than **COB Friday, June 15, 2018**.

Stay tuned and keep your eyes out for Chapter-specific awards later in the year. Contact Cristy for more information.

CONNECT WITH THE NEWSLETTER: SHARE CONTENT, IDEAS, OR UPCOMING EVENTS!

