



# SCALING THE SUMMIT

Achieve Your Professional Peak Performance



## CELEBRATE OUR CHAPTER'S ACCOMPLISHMENTS

- We're contenders for the Chapter of the Year and Young Leader of the Year (Laura Walsh, CRESA/Akamai) – see who wins at Tuesday's Awards Dinner!
- Special recognition will also be given at the Awards Dinner to Jessica Pernicone, JLL (Luminary Award) and Cynthia Keliher, McCarter & English (Top Rated Faculty Award) – congrats Jess and Cynthia!
- Join us at a reception for ERS Chapters on Sunday, October 16, 2016 from 5pm to 6pm – members only

### NEW ENGLAND CHAPTER SPEAKERS



**What Do End Users Think About Service Providers?**  
10/17/16 | 2:15 - 3:15pm

**Sarah Abrams**  
SVP Global Real Estate, Iron Mountain



**Women In Leadership: The Authentic Pursuit of Greatness**  
10/18/16 | 2:15 - 3:15pm

**Erica Chapman**  
VP, Global RFC and Workplace Productivity, Akamai Technologies



**Laura Walsh**  
VP, Global Account Management, Cresa



**Human Capital Learning Theater – #HaveVision**  
10/17/16 | 12:30 - 12:50pm

**Erica Chapman**  
VP, Global RFC and Workplace Productivity, Akamai Technologies



**Global Innovator's: Excellence in Action, Session 2**  
10/18/16 | 11:00am - 12:00pm

**George Conti**  
VP International RE, Iron Mountain



**Economic Developer's Roundtable**  
10/18/16 | 2:15 - 3:15pm

**George Conti**  
VP International RE, Iron Mountain



**Del Boyette**  
President and CEO, Boyette Strategic Advisors



**Challenges and Benefits of Using the Vested Model**  
10/18/16 | 9:30 - 10:30am

**Ingrid Fenn**  
President and CEO, SIREAS



**Technology Playground – Using Big Data to Rightsize Your Portfolio and Increase Productivity**  
10/18/16 | 10:00 - 10:20am

**Michael Gresty**  
CEO, Rifiniti



**Global Innovator's: Excellence in Action, Session 1**  
10/17/16 | 3:45 - 4:45pm

**Chris Horblit**  
Corporate Real Estate Executive



**Part 1: Evidence Based Decision Making – Why, How, When**  
10/17/16 | 2:15 - 3:15pm

**Michael Joroff**  
Founder and Senior Principal, VVA, LLC Research Affiliate, MIT



**Human Capital Learning Theater: Harnessing the Energy and Talents of a Diverse "Firebrand Generation"**  
10/18/16 | 9:30 - 9:50am

**Mapping the Career of the Newly Transitioned CRE Executive: From Uncertainty to Understanding**  
10/19/16 | 10:00 - 10:45am

**Dana Lemelin, GPHR**  
SVP, Learning and Development, JLL



**Andrew Yu**  
Founder and CTO, Modo Labs, Inc

**Technology Playground – How a Campus App Enhances Employee Engagement in the Digital Workplace**  
10/17/16 | 1:00 - 1:20pm



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