



Monthly Newsletter | March 2026

Dear Members & Friends,

It is not easy to write a note for the Middle East Chapter newsletter during a month that has been so different and challenging, given the events unfolding across our region. However, I did not want to miss this opportunity, as this will be my final message as Chapter Chair before handing over the role to **Samer Mahdi** in April 2026. Looking back over the past two years since I took on the Chair role, I am incredibly proud of what we have achieved together as a community. We significantly increased the chapter's income through a tiered sponsorship approach, reached an all-time high in membership, and successfully expanded into KSA with a recent and highly impactful launch event.

I would like to give a special shout-out to my fellow Chapter Board members, who shared the same passion and excitement to contribute to the corporate real estate industry and generously volunteered their most valuable asset - their time.

Inspiring events with strong learning opportunities remain the backbone of our Chapter and will continue at full pace. These learning and social gatherings also provide invaluable opportunities to network and build lasting friendships. On a personal note, one of my greatest takeaways from this journey has been meeting remarkable individuals across the industry - people with diverse backgrounds, skills, and interests. I am truly grateful for the positive energy and sense of community.

While I am stepping down from the Chair role and handing over to Samer Mahdi, who I am confident will raise the bar even further, I plan to remain on the Board to continue supporting the Chapter's goals and my successor.

I look forward to seeing many of you at our next event - hopefully under more peaceful circumstances.

Ramadan Kareem.

Savas Cizmeci
Chapter Chair

Upcoming Events

23 April 2026

The Longevity Edge: Designing Workspaces that help Humans Thrive
Dubai

[Register](#)

13 May 2026

Movement by Design: Applying WELL Features to Create healthier, High-Performing Workplaces
Dubai

[Register](#)

26-28 October 2026

CoreNet Global Summit North America
Chicago

[Register](#)

Event Spotlight

The Longevity Edge: Designing Workspaces for Human Vitality

Is your office a static asset or a living ecosystem? Join the Middle East Chapter and **Ninad Tipnis**, Founder of JTCPL Designs, for an exclusive exploration into the "**Longevity Edge**." Moving beyond standard sustainability checklists, Ninad introduces a systems-based framework that distinguishes between *lifespan* and *healthspan* in the built environment. Designed specifically for Corporate Real Estate leaders, this session reveals how human vitality and performance are becoming the primary drivers of asset value and leasing decisions. Discover how to transition from designing for density to designing for human ROI.

[Register](#)

Venue Host



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Your Voice Matters: In-Person or Online?

As we plan our upcoming schedule, we want to ensure our events meet your needs. Please spare two minutes to complete this [short survey](#) and let us know your preference for in-person versus online formats in the months ahead.

Board Member Spotlight

We are delighted to introduce **Thomas Wright** as our newest Board Member and KSA Lead. Thomas joins the Board to spearhead the development of the Middle East Chapter across the Kingdom, with an initial focus on the rapidly evolving Riyadh market. His appointment follows a successful recent Chapter event hosted by our Platinum Sponsor, Diriyah Company, marking a significant step in our strategy to increase visibility and engagement across Saudi Arabia. Currently serving as the **Commercial Leasing Associate Director at Diriyah Company**, Thomas brings deep local expertise and a strategic vision to the role. *"I am looking forward to being in this pivotal role and taking advantage of the huge opportunities for CoreNet Global across the Kingdom,"* Thomas commented. *"I welcome the opportunity to support the Chapter's goals in this regard."* Please join us in welcoming Thomas as we continue to expand our footprint in the Kingdom.



Corporate Real Estate Trends to Watch: Five trends that will define success in 2026

The corporate real estate (CRE) landscape has reached an inflection point. After years of reactive rightsizing and pandemic-driven pivots, 2026 marks the year when real estate redefines its role from a necessary cost into a strategic differentiator. [Read more](#) from JLL research.



MCR or QPCR?



CLOCK'S TICKING



30 DAY FREE TRIAL

Choosing between the **MCR** and **QPCR** is a defining step for any professional. The **Master of Corporate Real Estate** provides a strategic deep dive into the end-to-end CRE lifecycle, ideal for those leading corporate portfolios. Alternatively, the **Qualified Provider of Corporate Real Estate** offers specialised training for service partners seeking to excel in client delivery and integration. Both options elevate your expertise and drive industry innovation. Which path will you take?

Only 30 Days Left to Apply! The window is closing fast for the **2026 Trascent Scholarship Programme**. You have exactly **30 days** remaining to secure funding for your **MCR or QPCR** designations! In partnership with the CoreNet Global Learning Foundation, this scholarship is designed to propel the next generation of CRE leaders. Don't let this opportunity to elevate your career and drive industry innovation pass you by. **Applications must be submitted by 15 April.**

CoreNet Global membership provides exclusive access to world-class speaking and publishing venues designed to elevate your professional profile. Present at Global Summits, contribute to The LEADER magazine, or join high-level panels to influence the profession's strategic direction. **Experience these premium benefits firsthand with our 30-day free trial.** Explore before you commit. Visit the website today to start your trial and stay connected with the industry's leaders.

[Register](#)[Apply Today](#)[Join](#)

Sponsor Spotlight

ShawContract®

We are delighted to celebrate the continued partnership of **Shaw Contract**, whose renewed annual sponsorship remains a cornerstone of the Middle East Chapter. More than just a global authority on commercial flooring, Shaw Contract serves as a vital resource for our community through their '**Smarter Impact**' initiative. By championing **Cradle to Cradle Certified®** standards, they offer our members unique perspectives on how high-performance design can foster both human well-being and environmental health. Their support is instrumental in the success of our educational forums, and we are incredibly grateful for their ongoing dedication to the growth of our regional network.

Interested to become a sponsor? Learn more about the benefits of partnering with the Middle East Chapter and elevate your brand within the corporate real estate community. Send us an email to request a prospectus.

New Member Spotlight



We are pleased to introduce new member, **Saud Alnafisi**, Commercial Leasing Senior Manager at **Diriyah Company** in Riyadh. Saud joins us as a seasoned commercial real estate professional with a wealth of experience in leasing strategy, asset optimisation, and the delivery of complex, occupier-focused developments. His work at Diriyah Company is at the heart of Riyadh's urban transformation, where he balances commercial objectives with the evolving requirements of a world-class market. Beyond his professional role, Saud is a dedicated advocate for industry best practices and regional knowledge-sharing. His expertise in stakeholder engagement and market-driven decision-making will be a tremendous asset to our network. We are delighted to have Saud with us and look forward to his contributions to our upcoming initiatives.

[LinkedIn](#)



We are delighted to welcome **Paolo Vaccarello** to our community. With over 15 years in the Middle East, Paolo currently serves as Commercial Sales Manager at **Shaw Contract**, a premier U.S. manufacturer specialising in high-performance carpet and resilient flooring. A dedicated advocate for design-driven solutions, Paolo excels at collaborating with architects, designers, and contractors. He is known for balancing a project's aesthetic vision with budget and timeline realities to deliver practical, high-impact results. Beyond his professional expertise, Paolo is passionate about travel and cultural exchange, thriving in the region's diverse professional landscape. When he isn't supporting clients, he stays active through sports and beach activities or enjoys time with friends in Dubai. Please join us in giving Paolo a very warm welcome!

[LinkedIn](#)

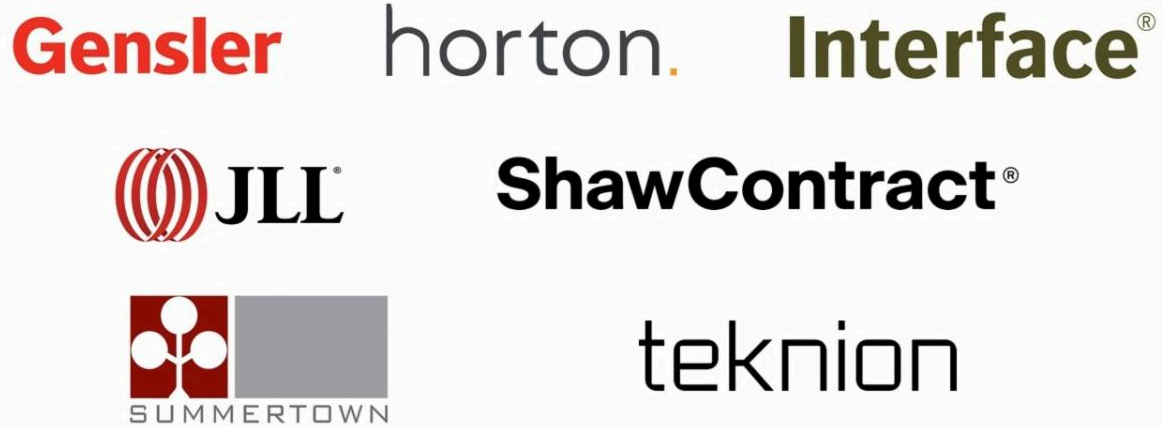
We want your ideas! Help us make the Middle East Chapter the best it can be. Email us your suggestions today.

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