



We recently had the opportunity to hear from  
**Kevin Haverty, Jr.** Master of Corporate Real Estate (MCR) & Senior Leader Corporate Real Estate (SLCR)  
Principal - Strategic Services - Broker with Cresa, Toronto  
on how the **Masters of Commercial Real Estate (MCR) designation has changed his perspective of the industry.**

**What your peers are saying about the MCR designation and how it changed their perspective on the industry.**

“I joined CoreNet in 2001, and started working on my MCR [Master of Corporate Real Estate] shortly thereafter. What I most appreciated about the program was how open and transparent colleagues were in the group discussions, which solved the lack of peer-to-peer learning opportunities available in corporate real estate. I found it especially relevant to be able to speak with individuals that deal with real estate related issues on a day-to-day basis, whether it be on the service provider side of the business or as an end user; it provided insight that was otherwise not available to me. At the time, I was employed with Bentall Capital as a Vice President, Leasing, in Toronto. The classes and discussions in the MCR were enlightening from the standpoint that I recognized landlords could be much better prepared to address the needs of companies located within our portfolios and obviously leverage our learning when seeking out prospective tenancies. We had the opportunity to adapt the way we approached clients and assisted them in their analyses, resulting in more informed and educated decisions. This worked out very well for us across our portfolios”.

“Benefit: Education and the Professional Series was very useful, and introduced me to a large number of individuals that I worked with on class presentations, projects and assignments. I have come to know many people through the stream of classes, and in the concentrated 2/3-day programs, and you become friends. When you need support, these are people that you can truly rely upon in the industry, and I have done so. The common goal of the network, as a result of that formative education, is being better at what we do, which was the biggest benefit received from the CoreNet programming. The Master of Commercial Real Estate (MCR) is a great tactical resource for understanding our business from a new perspective”.