

# Corenet Global Chapter Young Leader Tool Kit

## Segment 1: Getting Started



## Executive Summary:

Please define your goals and objectives for your group here. They should be aligned with the Global executive summary as well as your Chapter's goals.

## Current Committee Members:

Please identify who the current committee members are and what their roles are in the group. Include contact information, such as company name, membership category (service provider or end user), phone, and email address. If your chapter is divided by a large area, each area will have a person representing each category, minus the committee chair and co-chair.

- Committee Chair (*Board Liaison*)
- Committee Co-Chair (*Treasurer*)
- Communications
- Membership & Networking
- Programs & Community Outreach (CRC)

## Current Members:

As an additional reference (on a separate sheet), have a list of your current members. Include the same contact information as you did with your committee members, plus whatever committee they participate in the most (if possible). If your chapter is divided by area, make sure to include which section they are located in or where they attend events most often.

## What Goes Into Annual Budget:

- **Budget per Event**
  - Food & Beverage (include tip and tax)
  - Guests / Speakers
  - Venue
  - Communications
  - Community Outreach
  - Travel Expenses (Parking Passes)
- **Additional Items**
  - Conference Calls
  - Travel for Committee Members to Events

## Add Example of Annual Budget from Chapter

## Creating an Annual Budget:

Use the figures that were calculated from the above information and multiply by the number of events you'll be having throughout the year. If your chapter is divided by a large area, remember that each area will need their own budget for each of their own events.

## Programs, Learning, and Events:

List the programs / events that your group would like to accomplish.

- **Ideas for Events:**
  - Monthly Networking Events
  - Speed Mentoring
  - Building Tour of Your City
  - Get to Know the Board Members Luncheon
  - Young Leader vs. Experienced Member Q&A
  - YL Only Roundtables

### Best Practices:

- Review your chapter's calendar and try not to plan too close to any of their events.
- Remember that if you're just getting started, you don't want to bite off more than you can chew. Try to start with only four events (one in each quarter) and go from there.
- If your chapter is divided by a large area, each area can have their own events.

## GET NEW YOUNG LEADERS INVOLVED

### What is CoreNet Global?

CoreNet Global is the preeminent organization for Real Estate and Workplace professionals worldwide.

As the leading professional association for the corporate real estate industry, we represent **6,500 members** based in **45 chapters** in major cities globally.

We are **the only association to convene the entire industry** across the supply and demand sides, including the corporate occupier or end user, outsourced service partner and economic development sectors.

The CoreNet Global mission is to serve as a dynamic, fully developed **network of professionals** who create strategic value for their enterprises.

#### **Headquarters**

Atlanta, GA

## GET NEW YOUNG LEADERS INVOLVED

### **Who are the Young Leaders and Why get involved?**

The Young Leaders committee is comprised of corporate real estate and workplace executives from various industries including banking, law, media, insurance, real estate brokerage, engineering, architecture and project management.

Our mission is to enhance educational growth and networking opportunities for real estate professionals 35 years of age and under. We are dedicated to developing and cultivating relationships with peers, as well as senior professionals to support career development.

Through various educational workshops, luncheons, networking events and mentorship programs, our members will gain the tools necessary to advance their career in real estate to the next level.

### **To volunteer, please contact:**

**Chair:** Name, Company, Email / Phone

**Co-Chair:** Name, Company, Email / Phone

**Membership Chair:** Name, Company, Email / Phone

## CORENET GLOBAL YOUNG LEADERS: THE PATH TO DEVELOP YOUR COMPETITIVE EDGE

**WAIT - WHAT?** CoreNet Global is the largest worldwide organization devoted to the professional education of corporate real estate professionals. The **Young Leaders** group within CoreNet Global exists within each chapter and provides a forum for professionals 35 and under to fast track their careers in the corporate real estate industry through educational opportunities, networking, community investment volunteer events, & leadership opportunities.

**HOW WILL THIS HELP?** The Young Leaders Group provides the following opportunities and benefits:

- **ACCESS.** Meet and work with the upper echelon of experts in Corporate Real Estate.
- **INSIGHT.** Find out the current trends in corporate real estate – and bring them back to your organization.
- **LEADERSHIP.** Chair events, coordinate programs, present new ideas and innovations
- **SUPPORT.** Develop a formal mentorship with a senior industry leader.
- **CONNECT.** Interact with the most successful corporate real estate and workplace professionals from all sectors of the industry to broaden your knowledge of careers in corporate real estate
- **KNOWLEDGE.** Learn your local market through site tours and events.
- **LEARN.** Enhance your critical knowledge through in-depth education and knowledge sharing programs. Explore the benefits of CoreNet Global programs such as the MCR program (See box at right)
- **GROW.** Members grow both personally and professionally through various awards programs, best practice discussions and events at the local and global levels.
- **BELONG.** By bringing together the entire spectrum of the corporate real estate industry, members focus on new trends and topics through communities and special interest groups.

**CoreNet Global Master of Corporate Real Estate® (MCR) Designation.** The CoreNet Global MCR professional designation is part of a comprehensive career development program for the corporate real estate industry. The MCR provides essential skills that focus on critical business issues. It reflects strategic competence and successful experience as a corporate real estate expert.

To receive the MCR designation, professionals must complete 104 hours of classroom training by completing three required seminars, two elective seminars and a Capstone within a five-year period. An assessment is given at the end of each seminar and a passing grade must be earned to receive credit. Each designee will further their education through continuing professional development which must be renewed every three years.

Within each corporate real estate role, certain other benefits will arise through active involvement:

End User	Service Provider
<ul style="list-style-type: none"> <li>• Develop relationships with Corporate Real Estate End Users who face the same challenges you do</li> <li>• Meet service providers and better understand industry offerings</li> </ul>	<ul style="list-style-type: none"> <li>• Develop relationships with Corporate Real Estate End Users and learn the challenges they face</li> <li>• Develop partnerships with service providers in the market</li> </ul>
Economic Development	In Transition
<ul style="list-style-type: none"> <li>• Develop relationships with Corporate Real Estate End Users and service providers who are interested in expanding their portfolios</li> <li>• Understand trends in the market</li> </ul>	<ul style="list-style-type: none"> <li>• Develop relationships with Corporate Real Estate End Users and Service Providers who may have exciting career opportunities</li> <li>• Bolster your skillset and market understanding to make you more competitive</li> </ul>

### WHAT DO I NEED TO DO?

- Join CoreNet Global at a reduced Young Leader Rate
- Attend Young Leader events throughout the year



**YL 1 Page Elevator Pitch**

*Connect, Learn, Grow and Belong*



☐ Mr. ☐ Mrs. ☐ Ms. Other \_\_\_\_\_

(please print clearly)

Name: \_\_\_\_\_ Nickname: \_\_\_\_\_

Title: \_\_\_\_\_ Company: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Work Phone: ( ) \_\_\_\_\_ Fax: ( ) \_\_\_\_\_ Mobile: ( ) \_\_\_\_\_

E-Mail: \_\_\_\_\_ Web Site: \_\_\_\_\_

**\*\*NAME OF PERSON WHO REFERRED YOU TO CORENET GLOBAL** \_\_\_\_\_

**\*\*DATE OF BIRTH (dd/mm/yyyy)** \_\_\_\_\_ **(PLEASE INCLUDE COPY OF VALID DRIVER'S LICENSE, PASSPORT, OR OTHER SUPPORTING DOCUMENTATION THAT SHOWS DATE OF BIRTH WITH APPLICATION)**

☐ **End User – US \$200**

End User Members are those individuals with real estate or real estate related responsibilities focused on the Workplace or Infrastructure Management for public, private or governmental organizations. These Members shall be employed or contracted for by such organization and shall receive their income as salary directly or by way of reimbursement from the organization. The organization shall utilize or lease real estate for their own needs, rather than utilize or lease real estate holdings primarily for investment or to sell or develop as a primary business function.

What is your organization's primary industry? (SELECT ONE)

- ☐ Architecture/Design/Interiors
- ☐ Business Services and Consulting
- ☐ Engineering/Construction/Building Contracting
- ☐ Software Development
- ☐ Distribution/Transportation
- ☐ Economic Development
- ☐ Government/Public Administration
- ☐ Not-for-profit
- ☐ Electronics
- ☐ Energy/Utilities

To whom do you report?

Title \_\_\_\_\_

Total years in current position? \_\_\_\_\_

Total years in corporate real estate related professions? \_\_\_\_\_

Is your primary responsibility managing the portfolio of real estate or direct related functions for your company? \_\_\_\_\_

Is your primary responsibility securing revenue or business development for your organization by building, selling, leasing or developing real estate or real estate services? \_\_\_\_\_

**Please Remit to:** CoreNet Global  
260 Peachtree Street NW, Suite 1500, Atlanta, GA 30303 •  
Fax: 404-589-3201

Please include copy of proof of age at time of submittal.

☐ **Service Provider – US \$300**

Service Provider Members are those individuals in professions and related real estate functions that serve the needs of the corporate real estate executive. Persons qualified for Service Provider Membership may include, but are not limited to: project managers, property managers, facility managers, site selection consultants, appraisers, commercial, retail and industrial brokers, builders and developers, property tax consultants, consultants, architects and attorneys. The Service Provider Member category also includes professionals from public agencies such as economic development.

☐ Finance/Financial Services/Banking

- ☐ Insurance
- ☐ Food/Beverage Services
- ☐ Healthcare/Life Sciences
- ☐ Bio Tech/Pharmaceuticals
- ☐ Manufacturing
- ☐ Office Equipment/Furnishings
- ☐ Professional Services (e.g. legal, clerical, accounting)
- ☐ Real Estate Development
- ☐ Real Estate Brokerage
- ☐ Real Estate Services
- ☐ Retail/Restaurant
- ☐ Telecommunications
- ☐ Other \_\_\_\_\_

☐ **Check or Money Order Enclosed (payable to CoreNet Global)**

**Credit Card -** ☐ Visa ☐ MC ☐ AMEX  
Credit Card Number \_\_\_\_\_

Exp. Date \_\_\_\_\_

Name on Card \_\_\_\_\_

Signature \_\_\_\_\_

I hereby confirm that the information on the application and any supporting documentation concerning this application is accurate. I agree that if accepted, I have read and will abide by the Association's Bylaws (copy available by visiting [www.corenetglobal.org](http://www.corenetglobal.org) or calling 800-726-8111), support its objectives and pay the dues established by the Board of Directors for my category of membership. This membership is non transferable.

Applicants Signature \_\_\_\_\_

Date \_\_\_\_\_