



EXCLUSIVE  
**BENEFITS & SAVINGS**

*Connect.*

*Learn.*

*Grow.*

*Belong.*



## Who We Are

CoreNet Global is the world's leading association for corporate real estate (CRE) and workplace professionals, service providers and economic developers. Over 8,000 members in 50 countries, representing 70% of the Fortune 100 and nearly half of the Forbes Global 2000, meet locally, globally and virtually to develop networks, share knowledge, learn and thrive professionally.

- Trends and issues-based conferences in North America, EMEA and Asia-Pacific with peers and leading service providers
- Technical and tactical training in an internationally recognized, practitioner-led professional designation program
- Corporate real estate portfolio benchmarking for vertical market cohorts, including financial service, high-tech, manufacturing and more
- Case studies and best practice sharing in small forums, webinars and in more than 45 chapters globally
- White papers, compensation studies and emerging market reports
- Knowledge communities focused on research in sustainability, strategy and portfolio planning, workplace, manufacturing and industrial and strategic facilities management
- Soft skills leadership development designed to better align corporate real estate with business strategy and other internal support services (HR, IT, finance, procurement)
- Career-spanning learning and networking opportunities for young leaders, mid-level managers and seasoned corporate real estate practitioners

**Advance your Company**

## SUPPORT THE PROFESSION

CoreNet Global Corporate Partners are an elite group of multinational and national corporations that truly understand how the strategic management of their corporation's real estate portfolio adds value and supports business strategy. That's why they support CoreNet Global – the only global resource for corporate real estate professionals.

CoreNet Global provides the highest level of corporate real estate (CRE) training, research, networking and professional development. The organization's mission is to advance the effectiveness of CRE professionals engaged in delivering value to corporations through the strategic management of corporate real estate and workplace resources.

**A CoreNet Global Corporate Partnership is an annual investment in talent development for a strategic support function for your business: Corporate Real Estate.**

**Why should my company become a**

## CORENET GLOBAL CORPORATE PARTNER?

Along with people and technology, real estate typically ranks as one of the top three expenditures for most corporations. Access to our global knowledge network helps our corporate partners reduce costs, maximize efficiencies and better align real estate management to corporate goals.



# CORPORATE PARTNER BENEFITS

## PROFESSIONAL DEVELOPMENT

### Exclusive access to globally recognized designation and certification programs

- MCR/SLCR candidate fee waived (\$300 value)
- 15% discount on all MCR/MCR.W/SLCR courses
  - Up to \$1200 savings per candidate
- Priority registration
  - The MCR designation communicates special competence and successful experience as a CRE expert.
  - The Senior Leader of Corporate Real Estate (SLCR) seminar series provides development of critical leadership skills for those positioning themselves for a greater role in their organization.
- Exclusive opportunity to host courses at your facilities with a 30% discount for attendees from your organization
  - Up to \$5,000 savings - plus no travel expenses (minimum 15 students)
- 15% discount on all Leadership Development courses
  - Leadership Development is a three-module series focused on personal growth (Leading Self, Others and Organizations)
  - First two modules available Fall 2014
- Free CoRE Fundamentals online course, assessment, with free certificate – \$69 value
  - Available to every associate at each corporate partner company. Particularly applicable to new staff and colleagues from other disciplines

## THOUGHT LEADERSHIP & NETWORKING

- **GLOBAL SUMMITS** in North America, EMEA & APAC
  - The profession convenes for networking, learning and recognition for achievements.
  - 10% discount for each attendee from your company (even if they are not CoreNet Global members)
    - Up to \$140 savings per person
  - Priority access to Executive Track Sessions, senior end user-only events, at each summit
- **BROAD RECOGNITION**
  - Be recognized for your organization's commitment at conferences, on the website, and in other venues, such as the Leader Magazine
- **JOIN OTHER LEADERS**
  - Take a seat on the Executive Leaders Council (ELC) and engage with other executives committed to advancing corporate real estate (One membership per corporate partner company in an exclusive thought leadership group convening in person for events and virtually through an ELC-only private social network to exchange ideas and share advice in a trusting collegial environment)
  - Get access to a private LinkedIn Group with the most senior CRE leaders at each corporate partner company
    - Gain advice and insight through online discussion with your peers
- **SHAPE THE PROFESSION**
  - Influence CoreNet Global's strategic priorities and help drive the future of the CRE profession
- **DISCOVERY FORUMS**
  - Participate in unique, content driven focus groups and meetings to examine best practices and approaches to aligning corporate real estate and business strategies
  - Priority registration and one complimentary seat at each of the approximately 30 events held globally per year (\$295 value per event)
  - Explore major challenges facing corporations and learn how senior corporate real estate executives are responding to these challenges
  - Restricted to senior most leaders at corporate partners

# CORPORATE PARTNER BENEFITS

## CORPORATE REAL ESTATE RESEARCH

**Exclusive, priority access to white papers, studies, research, and surveys housed in the world's largest corporate real estate library**

- Level 4 (highest level, unlimited) access to online Knowledge Center
  - Non-partner companies only receive level 1 access
  - Available to all CoreNet Global members in your company, includes all research projects, presentations, webinars, case studies
  - Instant notification of new research studies
- Personalized research assistance from CoreNet Global Librarian, dedicated to corporate partners
  - Call or submit your request online
- Benchmarking: Compare your facilities' cost, size & usage data against others in your vertical market
  - \$2,000 discount to corporate partners

## Stay current on trends and new topics in Corporate Real Estate

- Quarterly recap of global corporate real estate media coverage
  - Leverage this to share the latest ideas within your organization
- Quarterly summary of Knowledge Center activity
  - Learn what's new and what's trending
- Executive summaries and full reports from all Discovery Forums globally
  - Even if you can't attend, you'll know what the group discussed around the world

## MEMBERSHIP

SAVE ON EVERY EMPLOYEE WHO JOINS

# of Memberships	Cost (per person)	Savings (per person)	Group Savings
1 to 4	\$695		
5 to 9	\$575	\$120	up to <b>\$1,080</b>
10 to 19	\$520	\$175	up to <b>\$3,325</b>
20 plus	\$465	\$230	<b>\$4,600 +</b>



### EMPLOYEE RECRUITMENT SUPPORT

- Up to 3 complimentary job postings per year
- \$1,050 Value
- Free postings for Intern positions



### FREE ANNUAL COMPENSATION SURVEY

- Track salary ranges in corporate real estate around the world
- \$400 Value



**David Vining**

### CORPORATE PARTNER CONCIERGE

- Dedicated relationship manager to assist with all of your CoreNet Global needs
- Single point of contact for immediate access to learning, events, research, member relations
- Connecting corporate partner members with peers at other corporate partner companies

#### David Vining

Vice President, Corporate Partnerships  
+1.404.589.3233  
dvining@corenetglobal.org

*Since we continually evaluate the value provided to our corporate partners, all benefits are subject to change with each renewal cycle. Benefits shown are as of August, 2014.*

# JOIN THE **GROWING LIST OF** **CORPORATE PARTNER COMPANIES...**

**ATB Financial<sup>®</sup>**  
State of West Virginia



AstraZeneca 



MetLife



Lockheed Martin



eBay



International Monetary Fund

Eli Lilly and Company



T-Mobile



MARY KAY<sup>®</sup>

Deutsche Bank





## CONNECT

Talk shop with the profession's top leaders and get the latest thinking on business trends impacting corporate real estate.



## LEARN

Sharpen technical, tactical and leadership skills.



## GROW

Expand professional networks with peers, service providers and vendors in key markets.



## BELONG

Add your company's name to the growing roster of organizations that support corporate real estate excellence.