What is CORENET GLOBAL?

CoreNet Global is a nonprofit association, headquartered in Atlanta, Georgia (US), representing more than 11,000 executives in 50 countries with strategic responsibility for the real estate assets of primarily large, multinational corporations. The end user membership base is diverse and spans industries including high-tech, financial services, manufacturing, pharmaceutical, telecommunications, healthcare, insurance and oil, and gas. Google, Unilever, International Monetary Fund, Oracle, Coca-Cola, Amazon, AT&T, General Motors, Barclays, BASF, and Shell are among our many member companies. One-third of our membership resides outside North America (primarily Europe, China, India, Singapore, Australia, New Zealand, Brazil and the Middle East) with most members managing portfolios with millions of square feet spanning multiple continents.

Virtually all corporate real estate (“CRE”) departments partner with external service provider companies to deliver services needed to acquire, maintain and dispose of real estate. These services include but are not limited to brokerage, site selection, architecture and interior design, lease administration, facilities management, and technology platforms. One of the long-term trends in the CRE profession is toward leaner, smaller internal CRE teams focused primarily on strategy and client relationship management, with growing dependence on external service provider companies for tactical delivery and execution. Those external service providers are also members of the association.

The organization’s mission is to advance the practice of corporate real estate through professional development opportunities, publications, research, conferences, designations and networking in 46 local chapters globally.

What is the role of a CORPORATE REAL ESTATE EXECUTIVE?

Corporate real estate professionals have strategic responsibility for their corporations’ total real estate footprint of owned and leased space. They are charged with anticipating and responding to a corporation’s property needs as a result of business growth, expansion or contraction.

Corporate real estate executives are generally not REALTORS®, commercial brokers, developers or facility managers though they retain or manage these professionals as well as architects, site selection consultants, economic developers, interior designers and the like to help support their strategy.

Historically, corporate real estate professionals focused on managing the physical property for the business. They were charged with acquiring, maintaining, and disposing of real estate throughout the “lifecycle” or useful life of any property. Certainly, those functions still remain at the core of corporate real estate. However, the business landscape has changed and the role of corporate real estate continues to evolve. Now more than ever, corporate real estate professionals are charged with partnering with the business and adding strategic value.

More corporations are now viewing real estate as a strategic asset and corporate real estate as a strategic function. As a result of that shift, a new skill set is required for today’s corporate real estate executives. They are at the forefront of corporate social responsibility and sustainability initiatives and are leaders in the innovative workplace design movement aimed at improving worker productivity, wellness, and the workplace experience. They also play a vital role in talent recruitment and retention, location strategies and interaction with other internal support functions such as human resources or information technology.
INTRODUCTION

CoreNet Global has made a strategic priority of strengthening its relationships with academic institutions around the world in order to raise awareness of corporate real estate and to cultivate a diverse and robust pipeline of talent into the profession. In an effort to assist chapters, chapter members, and Campus Ambassadors in connecting with and cultivating links with local universities, we offer this “Getting Started Guide.” Engagement at the local level is critical to the health of the profession in the long-term and CoreNet Global staff is available to support your efforts.

Like any relationship, those we build with universities will vary from one institution to the next and depend largely on the people involved. This resource is intended to help you build long-term, mutually beneficial relationships whether starting from scratch or picking up the baton from a fellow chapter volunteer.

While some effort is made to re-connect members who have graduated with a particular university with their alma mater, no previous relationship is necessary.

AUDIENCE

It is critical to understand WHO we are trying to reach. Students are clearly the target of our efforts because they are the future talent we hope to attract, but unless we are successful in cultivating relationships with faculty, our efforts will fail. Moreover, as students graduate and move on, faculty are the gatekeepers to future students and tend to remain in place at a given university from year to year.

That said, we do NOT have the luxury of focusing exclusively on faculty who teach real estate courses. Nor can we focus only on graduate or undergraduate programs.

Recognizing that corporate real estate benefits from those who can integrate information from a variety of sources, and leaders in the profession must work with professionals in a variety of fields, we seek opportunities to engage with professors who teach any of the related fields that intersect with corporate real estate principles (including, but not limited to: architecture, building/construction, design, engineering, finance, law, real estate (finance, development), etc.

Two other groups are worth addressing here: Real Estate Clubs (usually student run, often with a faculty advisor) can be for undergraduate, graduate, or a mix of students (sometimes from different majors). These can be ideal venues for members to introduce corporate real estate or hold a panel presentation. University Real Estate Officers (those who manage a university’s corporate real estate) are considered “End Users” by CoreNet Global and fall beyond the scope of the current University Outreach mission.

The following is a sample of the different types of real estate degrees offered at universities:

- **BBA** – Bachelor of Business Administration
- **BSBA CM** – Bachelor of Science in Business Administration, Construction Management
- **MBP** – Master of Business Property
- **MSF** – Master of Science in Finance
- **MSRED** – Master of Real Estate Development
- **MSRECM** – Master of Science in Real Estate and Construction Management
- **MERE** – Master of Entrepreneurial Real Estate
STARTING FROM SCRATCH

An introductory email (Exhibits A & B, pages 10 - 12) may be the easiest way to start a conversation because it allows for a more clearly conveyed message about CoreNet Global and why we are interested in connecting with a given university, faculty member, and their students. Feel free to use the exhibits as models for your initial outreach, but be sure to modify the text for your audience.

Following-up by phone is critical in order to demonstrate sincere interest and arrange an initial meeting.

During the initial conversations, we want to learn about the interests of the faculty member and the programs offered by the university (see Exhibit C, page 13). For instance:

- What are your research interests?
- What programs are available for students interested in real estate?
- Are these offered at the undergraduate or graduate level (what degree is earned)?
  - Do they have a Real Estate Center?
  - Do the students have a Real Estate Club (for undergrads/grads)?
- Are they aware of CoreNet Global?
  - The Local Chapter?
  - The Academic Challenge?
  - The Essential Guide, Lecture Series, Case Studies?

Combined, these should get a substantial discussion started and identify multiple opportunities to partner. The responses to each of these questions will prompt their own follow-up.

STUDENT & ACADEMIC MEMBERSHIP (DEEPLY DISCOUNTED)

Membership is NOT a goal of our outreach to universities. Until students are aware of corporate real estate and develop an organic interest in the profession, membership does not make sense. Once their interest develops, we are confident that they will find their way to the chapter and CoreNet Global.

In order to help students, faculty, and staff develop their professional networks and enrich their competency in corporate real estate, CoreNet Global offers reduced pricing:

- Students – US$25/calendar year or the local equivalent (see Exhibit D, page 14).
- Educators (faculty and staff who spend at least 80% of their time teaching related subjects) – US$95/calendar year or the local equivalent.
- Summit Registration – US$295 or the local equivalent.
EDUCATIONAL RESOURCES

CoreNet Global continues to invest in materials to help professionals excel in their roles and many of these materials can be easily adapted for classroom use to introduce the next generation of talent.

ESSENTIAL GUIDE

In 2015, CoreNet Global published The Essential Guide to Corporate Real Estate, a foundational text written by and for members. The Essential Guide lends itself well as an introductory text for university faculty and students. The book is an impressive tool for staff and volunteers to use in university outreach. Copies of the book have been given to hundreds of faculty around the world, and at least 8 have adopted the text for use in their courses, including Arizona State University, Florida International University, TU Delft, University of Illinois Urbana-Champaign, University of San Diego, and the University of the Witwatersrand among others. (See Exhibit E, page 15).

We have also developed a lecture series that aligns with The Essential Guide to help members and faculty present the content of the book in a series of classroom presentations (each lecture aligns with the corresponding chapter in the Essential Guide). These lectures can be delivered by educators who are interested in incorporating additional content into their existing course. But better yet is when a member (or several) use the lectures as 80% of a presentation and add 20% from their own experiences to engage the students.

Available modules include:

- Chapter 1: What’s It All About
- Chapter 2: Location and Site Selection
- Chapter 3: Portfolio Management – coming soon!
- Chapter 4: Property Life Cycle
- Chapter 6: Finance
- Chapter 7: Service Delivery and Outsourcing
- Chapter 8: Facility Management
- Chapter 10: CRE Technology – coming soon!
- Chapter 12: Trends in Sustainability
- Chapter 13: Workplace Trends
- Chapter 14: Business Continuity

Additional modules will be developed until all chapters are covered; additionally, existing modules will be periodically reviewed and updated as necessary.
ACADEMIC CASE STUDY SERIES

Faculty from universities around the world have consistently asked for challenging and academically rigorous business case studies which validate academic principles applied to corporate real estate. We are pleased to offer two case studies and are seeking partners with whom to develop additional materials.

- Reimagining the Corporate Real Estate Portfolio (Arcadis)
- Transforming Theory into Practice: Chevron Reinvents Facility Management

Each case study has the chapter/s from The Essential Guide to Corporate Real Estate with which it aligns identified as well as the intended audience and anticipated time needed to present the exercise.

CORENET GLOBAL ACADEMIC CHALLENGE

Designed to attract students from all academic disciplines to tackle key challenges facing the profession and those facing the enterprises our members serve, the competition is intended to encourage students to learn more about corporate real estate and its impact on the global economy. (See Exhibit F, page 16).

Each Academic Challenge is launched in the Spring and has two iterations: the first, a hackathon, is held in conjunction with the North American Summit; the second is aligned with the Asia-Pacific Summit.

Both competitions are open to students from all over the world in teams in of 2 – 4 students each, and the prize of $5,000 is only a small part of the benefit the students receive; each competition spends $20,000 - $35,000+ to fly the students to the Summit, and house and feed them. The real benefit, however, is the amazing interactions, knowledge-sharing, and learning opportunities found at every Global Summit to which they have access.

A number of universities have begun incorporating the Academic Challenge into their curricula, including the Georgia Institute of Technology, University of Cincinnati, and the University of Missouri, Kansas City.
ADDITIONAL PROGRAMS

In addition to the Educational Resources listed, the following programs may be helpful in your efforts.

CAMPUS AMBASSADOR PROGRAM

The CoreNet Global Campus Ambassador Program builds on the pre-existing relationships so many members already have with their alma maters in order to raise awareness of corporate real estate and the rewarding career opportunities available to students. Ambassadors do not serve single year terms.

Ambassadors serve two roles: a personal point-of-contact for faculty, staff, and students to raise awareness of CRE and encourage deeper engagement with CoreNet Global; and a relationship manager for CoreNet Global with institutional memory and knowledge. Where appropriate, Ambassadors can encourage engagement with a local chapter/networking group, too.

Ambassadors are intended to complement and augment the work of existing chapter University Outreach efforts, not replace them; in addition, Campus Ambassadors can help extend the reach of CoreNet Global to places without chapter/networking group representation.

INTERNCONNECT – coming soon!

InternConnect will offer students opportunities to gain real-world experience through internships offered by corporate real estate professionals.

CAREERS BUILDING COMMUNITIES

Careers Building Communities is a strategic collaboration of 29 real estate-related organizations focused on raising awareness and attracting diverse talent to the many careers available across the built environment. CareersBuildingCommunities.org is a platform designed for students, educators and other individuals to explore each industry sector and learn more about education and employment opportunities.

Careers Building Communities 29 Collaborating Organizations:

- American Institute of Architects
- American Resort Development Association
- American Society of Interior Designers
- American Society of Landscape Architects
- The Appraisal Institute
- Associated Builders & Contractors, Inc.
- Associated General Contractors
- Association of Foreign Investors in Real Estate
- BOMI International: Independent Institute for Property and Facility Management Education
- Building Owners and Managers Association (BOMA) International
- CCIM Institute
- Construction Management Association of America
- Construction Specifications Institute
- CoreNet Global
- Counselors of Real Estate
- CREW Network
- Institute of Real Estate Management
- International Council of Shopping Centers
- International Facility Management Association
- International Interior Design Association
- Mortgage Bankers Association
- NAIOP: Commercial Real Estate Development Association
- National Apartment Association
- National Association of Real Estate Investment Trusts
- National Multifamily Housing Council
- The Real Estate Roundtable
- REALTORS Land Institute
- Society of Industrial and Office Realtors
- Urban Land Institute Worldwide
GOOD EXAMPLES – this section is still being developed

The association’s local chapters have played a vital role in establishing or strengthening relationships with universities in their local markets and the momentum continues to build. A number of chapters have dedicated university outreach positions on their boards, place students in internships roles, offer apprentice programs, and provide scholarships. Many also have chapter representatives do guest lectures and do panel presentations in university real estate classes.

This guide will attempt to highlight some of the best practices employed by chapters around the world (or maybe that will make a good sequel to this “Getting Started Guide.”) Below are a few especially effective outreach programs led by chapters.

- Benelux – student research award
- Chicago – sponsoring a real estate conference hosted by a local university to which many other regional universities are invited to attend and offering three back-to-back panel presentations introducing corporate real estate at the conference.
- New England – faculty dinners
- New York – career-oriented program including Young Leaders and involving multiple universities
- Northern California – CoreNet Apprentice Program (“CAP”)
- Philadelphia & North Texas – members comprising their University Outreach Committee have all become Campus Ambassadors in order to provide long-term continuity to the relationship.
UNIVERSITY RELATIONS TOOLKIT

All chapter leaders are granted access to an online resource designed to support your outreach efforts; in addition, every Campus Ambassador will be invited to join this resource. A one-stop-shop, the University Relations Toolkit is where you can find:

- The date and time of the next quarterly conference call (open to all chapter leaders and Campus Ambassadors)
- All the resources mentioned previously:
  - Essential Guide to Corporate Real Estate (book)
  - Essential Guide Lecture Series
  - Academic Case Studies
  - Academic Challenge

In addition, you will find a Campus Ambassador roster under “Program Resources,” and have access to the full library of “University Outreach Logs & Profiles.”
UNIVERSITY OUTREACH LOGS

Prior to each quarterly University Relations Conference Call please send a brief update of your recent activity to djordan@corenetglobal.org. These updates are helpful in demonstrating your ongoing engagement as well as providing a comprehensive overview to the CoreNet Global Board of Directors.

University Outreach Logs were created in an effort to provide transparency and ensure alignment between Campus Ambassadors, Chapter Leaders, and Global Staff (with so many people reaching out on behalf of CoreNet Global, you can imagine the potential for overlap and confusion).

Outreach Logs are built in Google Docs and act just like Excel worksheets.

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After a substantive interaction (phone discussion, class visit, chapter presentation, etc.) simply entering the relevant details will ensure that each of the other stakeholder groups (Chapter Leaders, Ambassadors, Global Staff) is kept aware of the most recent contact. The fields requested include:

- Date
- Time
- Name of CoreNet Global Representative
- Name of University Contact
- Type of Contact:
  - Academic Challenge
  - Chapter Event
  - Meeting
  - Other
- Notes from the Meeting or Event
EXHIBIT A – SAMPLE COLD EMAIL INTRODUCTION #1

Hello Professor, [better if you can include their name (e.g., “Professor Jones”)]

I am writing to introduce you to CoreNet Global, and explore some potential areas for us to partner.

CoreNet Global is a nonprofit association representing more than 11,000 executives in 49 countries who have strategic responsibility for the real estate assets of large, multinational corporations. The membership base is diverse and spans industries including high-tech, financial services, manufacturing, pharmaceutical and oil, and gas. Google, Unilever, International Monetary Fund, Oracle, Coca-Cola, Amazon, AT&T, General Motors, Barclays, and Shell are among our many member companies. One-third of our membership resides outside North America (primarily Europe, China, India, Singapore, Australia, New Zealand, Brazil and the Middle East) with most members managing portfolios with millions of square feet spanning multiple continents. [This text is from “About Us” on the CoreNet Global website.]

Given that our members manage portfolios with many millions of square-feet around the world, partnering with your university makes sense.

In 2015, we published “The Essential Guide to Corporate Real Estate,” and I would be pleased to provide you with a copy to evaluate with our compliments. Designed as a foundational manual, the guide covers the spectrum of variables shaping the daily decisions of corporate real estate professionals and provides insights and strategies for effective management.

We also host two student competitions each year (see attached), and I would like to identify opportunities to invite your students to participate. [include link and attachment for current Challenge]

The CoreNet Global Academic Challenge is designed to attract students from all academic disciplines to tackle key challenges facing the profession, and identify alternatives or solutions from their unique perspective; our hope is that students can look with fresh eyes and with out-of-the-box ideas at problems that have plagued the profession perennially. Three teams will be flown to one of our Global Summits to present in front of a panel of judges for the prize of $5,000.

Can you suggest some effective ways to share information about this competition to your students (the competition is open to all undergraduate and graduate students)?

Thank you for taking the time to read this email. I’m hopeful that I will have piqued your interest in additional background and look forward to your response.

Dean H. Jordan
Vice President,
University & External Relations

CoreNet Global
133 Peachtree Street NE, Suite 3000
Atlanta, GA 30303
T 1.404.589.3218 | M 1.404.295.6378

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last revision 18 September 2018
Dear Dr. Pratima Sheorey, Mr. Prakash Waknis, Ms. Vasundhara Sen,

It indeed was a great pleasure meeting you during my yesterday’s visit for the Guest Lecture at _____.

Thank you for the opportunity to speak with both your MBA batches on the topic – “Offbeat opportunities – Sky is the Limit” Special thanks to Barsha, Toufeeq, Arjun, and team for their excellent hospitality. I really enjoy talking to the students to know their aspirations and the journey of leadership, culture and value systems. It was an extremely interactive session, I especially enjoyed the participation in the activity.

I always look at such interactions as a learning experience for myself as when I leave with so many true stories that underscore the validity of the concepts presented. The audience seemed very receptive to the ideas, they asked some thought-provoking questions that made me think that they plan to use the information right away to their benefit.

After you have had time to talk with them in the group, I would also appreciate their takeaways and the feedback for the session. This feedback gives me invaluable direction for any follow-up sessions at other motivation talks that I do.

**Besides the above,**

As discussed, I also represent as Elect-Chair for the CoreNet Global India. We spoke regarding Corporate Real Estate subjects, here below is the note about CoreNet Global and how we could take our discussion forward:

**CoreNet Global** is a non-profit association, headquartered in Atlanta, Georgia (US), representing more than **11,000** executives in **50 countries** with strategic responsibility for the real estate assets of large corporations. The organization’s mission is to advance the practice of corporate real estate through professional development opportunities, publications, research, conferences, designations and networking in 47 local chapters globally.

One of CoreNet Global’s strategic priorities is to strengthen its relationship with academic institutions around the world in order to raise the profile of corporate real estate and grow the pipeline of talent into challenging and rewarding careers.

As part of our University outreach initiative, we wish to work with reputed academic institutes to explore areas of joint development like guest lectures from working professional/faculties, research/innovation projects, summer internships with our member companies, opportunities to participate in CoreNet Global events in India and across the globe, knowledge sharing and industry-academia interactions etc. We believe this will be a mutually rewarding association as students will get an early exposure to Corporate Real Estate as a profession and it will help the industry to attract good talent. Further, CoreNet Global can work with faculty to help co-create relevant courses which can be jointly offered thereby popularizing this profession in the long run.

E-Learning programs like Corporate Real Estate (CoRe) Fundamentals e-learning courses would be beneficial to any student considering a career in corporate real estate. More information can be found here - [http://www.corenetglobal.org/learn/tcontent.aspx?ItemNumber=21005](http://www.corenetglobal.org/learn/tcontent.aspx?ItemNumber=21005)

We would also like to encourage your participation in the CoreNet Global Academic Challenge – a competition that is open to students from all over the world, for which there are no registration fees. The competition is designed to attract students from **all** academic disciplines to tackle key challenges facing the profession, and perhaps more...
importantly, the challenges facing the enterprises our members serve. As soon as information on the next Academic Challenge becomes available, we will share it with you. IIT Madras was one of the finalists for the Academic Challenge 3.0

Finally, we would like to encourage your students and professors to join CoreNet Global. Annual Student membership ($25) is a small investment to make, for a wealth of career-enhancing resources and connections. Annual Academic membership is deeply discounted too ($95) and offers a wealth of classroom resources and connections. Member benefits include:

- Affiliation to the India Chapter which has 230+ members
- Discounted summit and conference registrations
- Professional development opportunities through local chapter events

Thank you again, look forward to hearing from you.

Best Regards,
EXHIBIT C – CAMPUS PROFILE (UNDER DEVELOPMENT)

CAMPUS PROFILE *

Institution: ________________________________
City, State/Country: __________________________
Individual Contact: __________________________
Position: _________________________________
Department: _______________________________

Describe their academic year (e.g., Sept-May with two summer terms):

Relevant Programs/Courses Offered:

Does this institution have:

☐ A Real Estate Center
☐ A Student Real Estate Club
☐ undergraduate  ☐ graduate
☐ mixed  ☐ both (separate)

Other Notes:

 Academic Challenge:
☐ using in course
☐ post participant:
☐ Los Angeles 2015
☐ Philadelphia 2016
☐ Shanghai 2017
☐ Seattle 2017
☐ Singapore 2018
☐ Boston 2018
☐ Shanghai 2019

Essential Guide
☐ faculty has reviewed
☐ using in course

Chapter Engagement
☐ guest lectures
☐ panel discussions

Other Notes:

* This form is new and will, necessarily, evolve to meet the needs of Ambassadors, Chapter Leaders, and staff. If there are fields you would like to see added or changed, please feel free to list them in the “other notes” spaces or send an email to: djordan@corenetglobal.org. Thank you!
EXHIBIT D – STUDENT MEMBERSHIP FLYER

CoreNet Global is the world’s leading association for corporate real estate (CRE) professionals, who represent the needs of corporate occupiers and those who deliver services needed to acquire, maintain, and dispose of real estate.

CoreNet Global events provide opportunities to learn more about the profession, share ideas, meet with friends and future employers, and socialize.

**ANNUAL STUDENT MEMBERSHIP FEE: $25/£25**

**WHY JOIN AND WHAT ARE THE BENEFITS TO STUDENTS?**

- **Activities and events**
  Fun is a vital ingredient in your CoreNet Global membership! Engage with your local chapter and CoreNet for special events and networking.

- **Access to data and knowledge**
  Take advantage of our exclusive research to stimulate your mind and bring new dimensions to your studies.

- **Take the lead**
  All CoreNet Global members under the age of 35 are Young Leaders. Take this opportunity to inspire and be inspired.

- **Make new contacts**
  Go beyond your boundaries and meet corporate real estate professionals, to enrich your experiences and professional network.

- **Academic Challenge**
  Attracting students from all academic disciplines to tackle real-world questions facing the profession. The talent of tomorrow, solving CRE problems today!

- **Looking for a job?**
  Benefit from our career services and access to a network of resources which will aid you when starting your career in corporate real estate.

Email: djordan@corenetglobal.org or visit: www.corenetglobal.org to find out more.
EXHIBIT E – ESSENTIAL GUIDE ACADEMIC PRICING

Corporate Real Estate: What Is It All About?  Location and Site Selection  Portfolio Management  Property-

THE ESSENTIAL GUIDE TO
CORPORATE
REAL ESTATE

"The Essential Guide to Corporate Real Estate offers a fundamental examination of Corporate Real Estate ("CRE"). Designed as a foundational manual, the guide covers the spectrum of variables shaping the daily decisions of CRE professionals and provides insights and strategies for effective management."

Focused on the fundamental aspects of the profession, the book is important for young leaders and those new to their corporate real estate career, or students and faculty seeking academic resources and career path information.

Academic Pricing:

Join now and get the book for FREE!
The book retails for $49.99—join now and request a hardcover copy to get back half your money (after you join, use the link on our website to order your book.)

Non-member faculty and staff can order the hardcover book for $29.99 (a savings of $20, plus shipping); ePDF or ePUB versions are only $14.99 (a savings of $5).

We are happy to offer discounts on bulk orders; please contact Dean H. Jordan, Vice President, University & External Relations, to discuss: djordan@corenetglobal.org or +1 (404) 599-3218.

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last revision 18 September 2018

16 | P a g e

Your ideas could earn you world travel and global networking with the greatest minds in corporate real estate.

We invite students from around the world to think creatively about a problem facing real estate professionals for renowned companies like Google, Duke Energy, AstraZeneca, Whirlpool, and many others. In exchange? Travel the world with an all-expense paid trip to one of our Global Summits in Asia or North America. Challenge your mindpower by competing with your peers from around the world. Gain international experience. Connect with experts. Win US $5,000 for your team.

You and your teammates will engage in a contest with competing institutions from all over the globe. Your job is to address challenges like creating an employee experience that attracts millennials while retaining all other generations of employees; or reducing the gap between the speed of business and the typical speed of real estate.

Budding professionals welcome! We’re seeking your ingenuity and creativity. The competition is open to all students (undergraduate/graduate, fulltime/part-time) who are currently registered at a recognized university.

No registration fee required. For rules and complete details visit: www.corenetglobal.org/academic

For Inquiries: academicchallenge@corenetglobal.org

What is Corporate Real Estate?
Corporate real estate is the property used by non-real estate companies for their own business purposes. Every multinational company can name from the high tech sector to financial services, health care to manufacturing, needs to own or lease real estate for employees’ office space, research & development, production or distribution.

Who is CoreNet Global?
CoreNet Global is a global membership association headquartered in Atlanta, Georgia (US) which represents nearly 11,000 corporate real estate executives in 50 countries. The Organization’s mission is to advance the practice of corporate real estate through professional development opportunities, publications, research, conferences, professional designations, and networking in 46 local chapters globally.
JOIN THE GROWING LIST OF CORPORATE PARTNER COMPANIES...
JOIN THE **GROWING LIST OF CORPORATE PARTNER COMPANIES**...

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