

CoreNet Global's CEO answers questions with UK President & President Elect RBS Bishopsgate, London EC2 Thursday 25 April 2013



On a flying visit to the UK, CoreNet Global's CEO Angela Cain was able to meet the UK members in a 'Question Time' session. So on a bright April morning a group of us assembled on the 11th floor of RBS's Bishopsgate building to enjoy panoramic views across London and hear a wide-ranging discussion on the future of CoreNet Global.

Angela Cain kicked off by introducing **Katleen Beeckman**, Brussels-based director for the EMEA region, and Hong Kong-based **John Gilleard**, responsible for Learning in Asia Pacific and EMEA regions.

She then went on to outline the current state of affairs: three very strong years culminating in just under 8,000 members worldwide, the highest ever. The Board has developed five key objectives, among which to pay more attention to the corporate, whose executives are members, to provide more learning and more dialogue at Global summits, and to concentrate more on leadership training to enable members to climb the executive ladder.



UK President **Steve Probert** then took over to explain the UK board's priorities: knowledge, partnership and innovation. We are for instance working with the RICS and have recently taken two of the Young Leaders onto the board. The cre model, he continued, has continued to change over the last decade and is now more of a business function in many companies. So CoreNet UK's events are 'not just cpd events' but designed to stretch members. He admitted to lower occupier attendance at events but pointed out the increase in outsourcing of the cre function.



President Elect **Neil Austin** queried the current split in membership between occupiers and service providers to which Angela Cain responded that the ratio of occupiers has increased and that there has been a recent drop of 20% in service providers at events. This she thought was influenced by the executive training which is much appreciated. New York has 68% end user membership and Asia Pacific 50% but all chapters struggle over attendance at their meetings. Neil noted that he is looking at strengthening the UK Chapter's international ties as well as extending membership of CoreNet across the UK, currently planning an event in Scotland.

Opened to the floor, questions concerned a possible lobbying role, a more effective representation of the occupier, follow-through of initiatives in what is very largely a voluntary organisation, timing and length of chapter events as well as target audience ie New York executive sessions, length of tenure of officers, developing the knowledge agenda in the UK, and keeping up with changing relationships with other corporate divisions and building relationships with organisations from other disciplines.

Winding up, Steve thanked both visitors and attendees for thoughts and insights giving rise to three or four significant items to take on board. The formal part of the meeting ended, we broke up into groups to continue discussions more informally before gradually drifting away.