

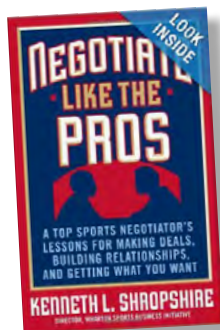
Negotiation. It's a part of our lives each and every day. Whether you are a building end user, landlord, service provider, parent, or are simply looking to make a significant purchase, then you spend valuable time trying to get others to see your point of view. The Olympic Organizing Committee, the NFL, the NCAA, MLB, Don King, IBM, and the City of Philadelphia are examples of the challenging clients Kenneth Shropshire, our featured speaker, has represented in negotiations. Please join Philadelphia CoreNet as we host author, Wharton professor, Special Counsel at Duane Morris, and top negotiator in the sports industry, Mr. Kenneth Shropshire, for a morning you won't forget.

Mr. Shropshire will share personal stories behind some of the most sensational sports deals of all time while providing techniques to help each of us master our negotiating skills.



Kenneth L. Shropshire
Wharton Professor of Legal Studies
and Business Ethics and Director of the
Wharton Sports Business Initiative

[REGISTER HERE](#)



Attendees will receive a copy of Mr. Shropshire's book, "Negotiate Like The Pros," included in the cost of admission. Additional copies will be available to all attendees for purchase at the event.

Date: **October 30, 2013**
Time: **8am-10am**
Location: **Comcast, Room 45JKL**
One Comcast Center
1701 John F. Kennedy Blvd.
Philadelphia, PA 19103
Cost: **\$25.00/Members**
\$50.00/Non-members

Volunteer Spotlight:

Bob Clements

E.V.P. & Managing Director,
Newmark Grubb Knight Frank



One could get dizzy reading Bob Clements' impressive, fast-paced and progressive CV! Bob started his Corporate Real Estate career with Honeywell in Louisville, Kentucky. From there he moved into commercial development, management and ownership of office, retail, industrial and single and multi-family properties. Bob specialized in financing, acquisitions and dispositions while in St Louis, Kansas City, Wichita, Philadelphia (and surrounding Tri State area), Central NJ, South Florida, and finally back to Philly as market leader for the current Newmark Grubb Knight Frank brokerage company.

Like many others in Philadelphia, Bob got his CoreNet "career" off the ground when Dan Fishbein convinced him to not only join CoreNet but participate in organizing the ERS in 2005. From there Bob moved into membership and then onto the Board. After a few years on the Board, Bob agreed to fill a big need and become Treasurer. Bob balanced the books and successfully managed the Chapter's finances

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Don't Miss These Events!

- Oct 18: **Community Service Event:
Building Adventure Fundraiser**
- Oct 21-23: **CoreNet Global North
American Summit**
- Oct 21: **ERS Reception at Global Summit**
- Oct 30: **Philadelphia Chapter Event:
Negotiate Like the Pros**

Visit the [events section](#) of the chapter website for more information and to register.

Letter from the President

The cool nights of fall are here and that means another year is winding down. As the business climate improves (I think), renewed optimism can be felt amongst the real estate community. We look with great anticipation towards 2014 as strong momentum continues in our Chapter. Membership is steady and financially we are in the best position we have been in years. We'll be bringing in some new folks to mix with the current leaders to ensure the Chapter remains the place to be in the Philadelphia commercial real estate community. All members should take pride in the visibility and success of our Chapter.

Continuing our successful partnership with NAIOP, the Golf Outing was its usual fun time with an excellent turnout at Green Valley CC. The day started out a little gloomy, but the sun came out in the afternoon making for a beautiful day. Special thanks to Ed Piscopo and team, once again, for their great work.

Now held just once a year, the Summit is being held October 21-23 in Las Vegas, NV. The contingent from the Philadelphia Chapter hopes to have fortune shining on them. The Summit format has been revamped, so hopefully everyone will enjoy the cutting edge content.

The Young Leaders held their 3rd Annual Speed Mentoring Event on September 26 at Devil's Alley Bar & Grill. This event is the highlight of the year for our Young Leaders. Thank you to all the mentors who turned out to spend their time counseling the next generation of our industry.

Our Community Service Committee, led by John Bullen, will rappel off the side of One Logan Square on October 18 in support of Outward Bound Philadelphia's "Building Adventure" fundraiser. We will report in the next newsletter which of our brave (or crazy) members took the 31-story, 400 foot plus plunge, as well as how much was raised for a great cause.

We have a very exciting educational event scheduled for the morning of October 30 at the Comcast Center. Our guest speaker will be sports agent Kenneth Shropshire. He will offer great insight into negotiating tactics and the very interesting world of sports agency. A copy of his book, "Negotiate Like the Pros," will be provided to all attendees. Thanks to Brian Edmonds and Suzanne Linus for setting this up.

I wish a great fall season, the most beautiful time of year in our region, to all. Make sure to get some time outdoors with family and friends.



Best regards,

Gerald O'Brien

Vice President, Real Estate, Comcast Cable Communications
President, Greater Philadelphia Chapter, CoreNet Global

Executive Committee Greater Philadelphia Chapter

President: **Jerry O'Brien** • Comcast Cable

Executive Vice President: **Gerry Guidice** • TD Bank

Secretary: **Irene Sosnowski** • CIGNA

Treasurer: **Ed Piscopo** • PECO, an Exelon Company

Past President: **Ken Zirk** • CBRE

CoreNet Global • 133 Peachtree Street, N.E., Suite 3000 • Atlanta, GA 30303

Outward Bound Building Adventure



Please help CoreNet Philadelphia send three of its bravest members over the side of One Logan Square in support of Outward Bound Philadelphia. This October, we will be participating in Outward Bound's "Building Adventure" fundraiser, sending at least one of our members rappelling 31 stories (over 400 feet). The more we raise, the more members go over the side!

Our Team includes John Bullen (Comcast), Ed Piscopo (PECO), and our own Executive Director, Carolyn Lagermasini. CoreNet Philadelphia has stepped up to back the cost of one team member, but we don't want him or her to go alone! We are seeking donations and sponsors for our team.

All of the money raised will go directly to [Outward Bound Philadelphia](#), a 501(c)(3) non-profit educational organization, to help provide life-changing educational opportunities for youth in the Greater Philadelphia area. What's it like to go over the edge? Click [here](#) to watch a rappeller in action!

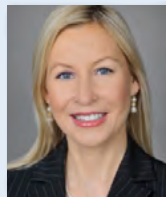
This is an excellent opportunity to support your community while gaining exposure for your organization. Our rappel team will be wearing chapter T-Shirts that will include all sponsor logos. Click [here](#) to make a donation today!

2014 Executive Committee:

Voting is now underway for the 2014 Greater Philadelphia Chapter Executive Committee. Below is the recommended slate of nominees:



President:
Gerry Guidice,
TD Bank



Vice President/
President-Elect:
Irene Sosnowski,
CIGNA



Treasurer:
Ed Piscopo,
PECO, an
Exelon Company



Secretary:
Coert Davis,
Teva
Pharmaceuticals

Votes must be received by Friday, November 8, 2013.



ERS Reception at the Global Summit

Instead of separate chapter receptions, this year chapters who organize the Eastern Regional Symposium have joined forces to host a combined reception in Las Vegas!



Members from the following CoreNet Global Chapters: Connecticut/Westchester; Long Island; Mid-Atlantic; New England; New Jersey; New York City; and Philadelphia are invited to attend the ERS Reception, being held at the MGM Grand Hotel & Casino (Conference Center), 3799 Las Vegas Boulevard South, Las Vegas, NV 89109.

Enjoy light hors d'oeuvres and cocktails in the MGM Conference Center, Rooms 306/307 (third level), on Monday, October 21st from 4:30 - 5:30pm. We hope you can join us!

**NOTE: This combined reception takes the place of individual chapter receptions. Please [contact us](#) with questions.*

2014 Sponsorship Program Launch:

The Philadelphia Chapter is pleased to announce the 2014 Sponsorship Program! This year's program has been modified to include new and exciting benefits! [Contact us](#) to find out more and to secure your spot!



The chapter has a great tool to connect with those in the Corporate Real Estate community. Through our LinkedIn group members will learn about upcoming events, share industry news, and get questions answered while networking with peers. Click [here](#) to access the group and join today!

Drexel Tour Recap

On August 7, the Education Committee hosted a tour of Drexel University's still-under-construction LeBow College of Business. The event began with a presentation by Bob Francis, VP of University Facilities, outlining the recent changes and upcoming developments to Drexel's campus. Following the presentation, Cameron Mactavish, whose firm Voith Mactavish is the Architect of Record for the new building, led the tour of the still under construction space. The College will begin hosting classes in Fall 2013. The event was capped off by a happy hour at Landmark Americana.



Tour of Drexel University's new LeBow College of Business.

Speed Mentoring Event Recap

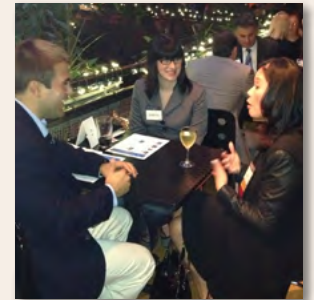


On Thursday, September 26, the Young Leaders Committee held the Third Annual Speed Mentoring Event. With nearly 45 attendees, it was the largest turn-out yet and offered an opportunity for Philadelphia's top real estate executives to interact with the young professionals.

The mentors, many with decades of experience in the industry, shared career advice through one-on-one conversations with mentees. The Young Leaders Committee received overwhelming positive feedback on this fun and fast-paced evening, and will undoubtedly continue the speed mentoring tradition in years to come.

A special thanks to our mentors for your sharing your time and words of wisdom! We would also like to thank our event sponsors: Liberty Property Trust, Spectrum, and Meyer Design.

Click [here](#) to view the event photos.



Volunteer Spotlight *continued from page 1*

for five years. Currently, Bob serves on the Board as our CLC correspondent, and will, to the chagrin of many, step down in 2014. Bob has also served the Chapter well by attending 6 Eastern Regional Summits, serving as Treasurer for one ERS, and has attended numerous national summits. If that's not enough to keep one man busy, Bob has also been active in ICSC, IDRC, and ULI, and served on Boards for NAIOP and Tri-State Commercial Alliance.

On a lighter note, here are some things that you might not know about Bob:

- I was born and raised in . . . Springfield, KY and am still a U of K basketball fan
- When I was growing up I wanted to be . . . anything but a farmer, probably a police officer
- My favorite meal is . . . anything but beets, and I especially like sushi
- The best piece of advice I ever received was . . . never give up
- The last movie I watched was . . . Lincoln
- I wish I knew how to . . . write a book. I have some stories I could tell!
- If I had to pick one place in the greater Philadelphia area to bring a tourist, I would take them to . . . the Liberty Bell
- One thing I can't live without is . . . my family
- If I could have dinner with one person in the world, it would be . . . Franklin D. Roosevelt

- My favorite thing about participating in CoreNet is . . . networking and growing with like-minded people in the real estate industry
- The most rewarding part of my job is . . . helping to develop the people and grow the company

My advice to students getting ready to enter the CRE field is . . . work hard but smart, diversify your experience, listen to the senior players who have succeeded, find a good platform to work from, never endanger your reputation and have fun – it is a terrific industry to work within!

My best "Honey, you won't believe what happened today" story is . . . I was in Vegas for a national company meeting and was coerced into playing Caribbean Stud Poker by an associate who explained the game. I hit a straight flush on the fourth hand and won \$11,700.00. It was 2 in the morning at home when I called Margaret to tell her.

The Board is sad to see Bob leave, but delighted to know that the camaraderie, educational opportunities, business development and personal growth potential in CoreNet have been among Bob's most rewarding experiences. It has been our honor and privilege, Bob, to have you in the Greater Philadelphia Chapter of CoreNet Global family! Thank you for your contributions and continued friendship!

CoreNet Philadelphia/NAIOP Golf Outing

On Monday, September 16, the CoreNet Global Philadelphia Chapter partnered with our friends at NAIOP for the annual golf outing. The morning rain was not looking very promising for our golfers, but the skies cleared just in time for a 12:30 shot gun start! This year's event returned to the Green Valley Country Club in Lafayette Hill, PA where more than 100 golfers tested their skills on the course, then enjoyed networking at the post-event banquet. We would like to thank all of the sponsors and volunteers who helped make this event possible. And a special thank you to our title sponsor, Jones Lang LaSalle.

Click [here](#) to view pictures from the event.



Golf Outing Tournament Results September 16th, 2013

1st Place / 60

Nick Hasares • Mike Szymborski • Dan Zeiders

2nd Place / 62

Brian Orr • Matt Croce • Hank Oberly • Reid Blynn

3rd Place / 64*

Doug Rodio • Tyler Vandegrift • Joe Colletti • Dan Close

**Match of Cards*

Contests

Longest Drive (Men)	Tim Hatter (FAR)
Longest Drive (Ladies)	Maria DiPietro (Really FAR)
Closest to the Pin (Ladies)	Maria DiPietro (36'5")
Closest to the Pin (Men)	Mark Pennington
Straightest Drive (Men)	Mike Address
Straightest Drive (Ladies)	Karen Nape
Chip – Off	Nick Hasares

Green Valley Country Club, 201 W. Ridge Pike, Lafayette Hill, PA 19444



Membership Has Its Benefits...

Become a member of the CoreNet Greater Philadelphia Chapter and take advantage of these benefits:

- Reduced event registration fees
- Admittance to Members-Only events, like the ERS
- Members-only access to: CoreNet End User Global Discovery Forums; Global and Regional Learning Resources through the CoreNet Global internet site (research papers, presentations, benchmarking studies, end-user and vendor contact information)
- Learning opportunities through MCR/SLCR degree
- Opportunities to earn maintenance credits toward MCR/SLCR accreditations
- Exclusive access to CoreNet's bi-monthly magazine, *The LEADER*
- A multitude of exciting learning and networking engagements throughout the year
- Opportunity to become a Chapter Leader
- Being part of the leading End Users organization for Corporate Real Estate

Click [here](#) for more information.

"Tell Us Your Story"

Opportunity to feature you,
your team or your company.



We are looking for articles focused on what's relevant in today's corporate real estate landscape.

Article topics can focus on industry best practices, current trends, technology, etc. Articles may be published in an upcoming issue of the CoreNet Philadelphia Chapter newsletter. If you would like to draft an article or have an idea for a good topic, please [let us](#) know!

Welcome New Members

Kevin Anderson • Wells Fargo

Christopher Cella • Wells Fargo Bank

Amanda King • Temple University
Law School

James Maneri • Liberty Property Trust

Lauren O'Leary • Cofco Office Furnishings

Jacob Bates • Cigna

Keith McMillon • Steelcase, Inc

David Groomes • U.S. Facilities, Inc.

Nicholas Wilder • TD Bank NA

Troy Adams • NFI



NEWS

Fall 2013

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