



Building Adventure... Third Time Around!

The CoreNet Global Greater Philadelphia Chapter recently participated for the third time in the Outward Bound School's Building Adventure Rappel. This event is a wonderful opportunity to give back to the local community. Our own Chapter Treasurer, Ed Piscopo, participated for the third year in a row. We interviewed Ed to find out why he finds this to be such a worthwhile event...

Why do participate in the rappel?

Two reasons: First, the Philadelphia Outward Bound School is a great local charity. I'm happy that, along with my fellow CoreNet chapter members, I was able to raise money for the school. Second, in-line with the Outward Bound philosophy, I wanted to challenge myself by doing the rappel.

What keeps you coming back year after year? What do you get out of it?

It is a great event! It's getting bigger and bigger every year with more media coverage, ultimately benefiting Philadelphia Outward Bound School. There's also a great sense of accomplishment when my feet touch the ground every year, similar to the "Runner's High" I get when I cross the finish line at the Broad Street Run and Rock & Roll Half Marathon.

Would you recommend this to others? Why/why not?

YES!! It is always good to challenge yourself in your professional and personal life. Rappelling down a Center City office building is definitely a challenge, but more importantly, it is rewarding to know the financial support will go to help so many people in our area.

What is the scariest/most rewarding part of the rappel?

The first step is always the most difficult, though a little less frightening every time. The most rewarding part is always reaching the ground alive, but having my best friend greet me at the bottom with a cold beer is an additional incentive.

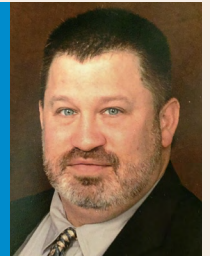
Will you do it again? Why/why not?

Given the opportunity, yes, I will participate again. I could not have done this without the financial support of my friends, colleagues and business associates. If they'll continue to support me, I'll put-on the harness every year. I'd love the opportunity to do this again and again.

Volunteer Spotlight

Vincent Carango

Global Facilities
Operations Manager
FMC



I was born and raised...

I was born and raised in Drexel Hill, PA. I currently live in Springfield just a couple miles from where I grew up.

When I was growing up I wanted to be...

I wanted to be an architect. I really like some of the classical architecture in the US and Europe, but currently the designs that are coming out of Europe, Asia and the Middle East are really eye catching.

My favorite building in Philadelphia is...

I, of course, have to say the FMC Tower. As nice as the new Comcast Tower will be, the FMC Tower is adding an entirely new dynamic to Philadelphia. The beauty of the Cira Towers is stretching our city beyond the rivers, which have been the boundaries for commercial growth.

My favorite place to have lunch is...

Anywhere around Rittenhouse Square. The outdoor dining phenomenon that arrived in Philadelphia around 10 years ago has had an

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Don't Miss These Events!

November 24:

Building an Effective LinkedIn Presence
Cigna, Philadelphia, PA

Winter 2016:

Post-Holiday Party, TBA

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

Membership

It's Not Too Early to Renew Your Membership for 2016!

All current CoreNet Greater Philadelphia memberships will expire on December 31st, 2015. CoreNet members receive access to professional resources, discounts at events, great networking opportunities, invitations to exclusive members-only events, and more.

**Don't forget to renew
before the end of the year!**



NEWS

Fall 2015

Greater Philadelphia Chapter Announces New Leadership

Congratulations to the CoreNet Greater Philadelphia Chapter's incoming Executive Committee! We understand the importance of strong leadership in the continued growth and development of the chapter and look forward to the upcoming year working with a great team. With that said, we are pleased to announce the following 2016 officers:

Executive Committee:



Irene Sosnowski,
President



Chuck Bagocius,
Vice President/President-Elect



Matt Knowles,
Treasurer



Brian Edmonds,
Secretary



Jerry O'Brien,
Past President/Advisor

Executive Committee Greater Philadelphia Chapter

President: **Irene Sosnowski, MCR** • CIGNA

Treasurer/Special Events: **Ed Piscopo** • PECO Energy

Secretary: **Matt Knowles** • CBRE

Past President/Advisor: **Gerry Guidice, MCR.w, SLCR** • TD Bank

Past President/Advisor: **Jerry O'Brien** • Comcast

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

November 24:

Building an Effective **LinkedIn** Presence

Could your LinkedIn profile use some help? Are you confused by how exactly you should even be using the LinkedIn platform? Then this is the course for you! Join Michael Hallman, Director of Marketing with InSource as he examines best practices for LinkedIn, with a focus on how to build an effective LinkedIn presence that will help commercial real estate professionals grow their business.

The course will focus on four major areas relevant to CRE professionals:

- Setting up a strong profile
- Finding key decision makers at the companies where you hope to secure face-to-face meetings
- How to use LinkedIn's built-in publishing platform to establish yourself as a thought leader
- How to market your listings

This is a great opportunity for professional development and networking with your fellow commercial real estate colleagues.

Date: Tuesday, November 24, 2015

Time: 8:30 AM - 10:30 AM

Location: Cigna, 1601 Chestnut Street, Philadelphia, PA 19103

Fees: \$15/Members and \$30/Non-Members



Winter 2016:

Annual Post Holiday Party

Coming Winter 2016... Plan to gather with friends and colleagues at the CoreNet Global Greater Philadelphia Chapter Post Holiday Party! The event details are still in the works, but you won't want to miss out on the festivities!

Check the website for event information coming soon!

How is Technology Creating the Office of the Future?

On September 15th CoreNet members and guests attended a sold out presentation and tour of the Microsoft Technology Center. The “main event” was a presentation in the auditorium, with Tim Pash from Microsoft. He discussed Microsoft’s vision for the future and attendees saw some previews for upcoming products. We have heard much about the future of the workplace from architects and furniture vendors over the years, but this technology is what is enabling the transformation. The event also included a tour of the Microsoft Technology Center where guests were able to see some of the technology in action. Special thank you to MARS Drinks for sponsoring the breakfast.



CoreNet Philadelphia Celebrates Annual Sponsors

On Tuesday, October 6th the CoreNet Global Philadelphia Chapter hosted its annual Sponsor Appreciation Reception at the Pyramid Club. Over 25 guests, comprised of Corporate End Users, Board Members, representatives from the 16 annual sponsor companies and potential new sponsors for 2016 enjoyed delicious food and drinks while taking in the fabulous views overlooking Philadelphia.

Chapter President, Irene Sosnowski with Cigna, thanked everyone for their participation, highlighted the great benefits that come along with being a chapter sponsor and encouraged all to participate in the 2016 sponsor program.

The new program begins on January 1st and includes all of the same great benefits. [Click here](#) to view the 2016 Sponsorship Brochure and [sign up online](#) today!



Volunteer Spotlight *continued from page 1*

unbelievable impact on the city. Prior to outdoor dining we had a few nice high end restaurants and a few smaller good lunch places in the downtown. At 5:00pm the city emptied out, but now picking a place to go is impossible. There are so many incredible options, and when work gets out the city bars and restaurants are hopping.

The best piece of advice I ever received was...

Think before you speak. You don't ever just want to answer a question, first you need to understand who is asking and why they are asking.

My biggest motivator is...

My family. My wife and kids are my biggest cheerleaders. So, I get up and do my best everyday to make them proud. They are awesome.

If I had to pick one place in the Greater Philadelphia area to bring a tourist...

I would take them to Longwood Gardens. It's such a beautiful place in the spring to take a walk. Get an annual membership and take your time walking around, every trip you take there you will find something new.

One thing I can't live without is...

Weekend downtime with my family. I've been making a conscious effort to put the phone down for at least Saturday and most of the day Sunday. I try to disconnect from work and the world for a little bit and focus on what is important.

If I could have dinner with one person in the world, it would be...

This is such a hard question. Financially, I have to say anyone like Warren Buffet, a total genius. Locally, Gerry Sweeney, he is personally changing Philadelphia. Historically a George Washington or Thomas Jefferson; the Revolutionary War is fascinating to me.

My favorite thing about participating in CoreNet is...

Meeting folks with a lot of the same interests. Philadelphia is really coming up, and many of the people in CoreNet have a hand in making Philadelphia great.

CoreNet Philadelphia Team Members Rappel Down One Logan Square!

The CoreNet Philadelphia Chapter's rappel team met its \$20,000 fundraising goal for this year's Outward Bound Building Adventure on Friday, October 23rd. All of the funds raised will help the Philadelphia Outward Bound School provide scholarships for underserved Philadelphia area public and charter school students.

Congratulations to our team members for successfully completing the challenge. Not only did they meet their fundraising goal, but they each rappelled down the side of One Logan Square -- 31 stories and over 400 feet!

Team Members include:

Carlo Beuf, Cenero

Cat Bianco, Liberty Property Trust/
CoreNet Board Member

Jessica Honaker, D2 Interiors

Jamye Lamborn, Meyer

Andrew Maguire, McCausland Keen & Buckman/
CoreNet Board Member

Gary Marx, BlueCap Economic Advisors

Ed Piscopo, PECO/

CoreNet Executive Committee Member

Kristin Sullivan, CBRE

To learn more about the Philadelphia Outward Bound School [click here](#).



Thanks to Our Event Sponsors:



The 2016 Sponsor Program Is Now Open!



The Greater Philadelphia Chapter is funded largely through our generous sponsors. Sponsors look to CoreNet as a great way to get in front of

prospects, to make chapter members aware of new products and services and to receive industry insight and develop contacts by networking with our members.

There are four levels of sponsorship: Diamond, Gold, Silver and Bronze. The number of benefits increases as you move up in each level. Some of the benefits include: Free memberships, complimentary registration at the Post-Holiday Party and Annual Golf Outing, and more!

In addition to what comes with your sponsorship, you can add to your list and cut one check. Sponsors can purchase CoreNet memberships, event tickets and event sponsorships in advance with one easy payment. Click [here](#) for a PDF of the 2016 Sponsorship Program and [let us know](#) if you have questions. [Sign up online!](#)

Welcome New Members

Joe Brooks	•	Humanscale
Gilles Duranton	•	University of Pennsylvania
Joel Hanson	•	Johnson & Johnson
Jamye Lamborn	•	Meyer
Timothy Leh	•	
Patrick McIntosh	•	Enlightened, Inc.
Tricia Monsell	•	Interface Americas
Donna Nicholson	•	TD Bank
John Smart	•	IBM Analytics
Kristin Sullivan	•	CBRE/TD BANK



NEWS

Fall 2015

Thanks to Our Sponsors

Diamond:



Gold:



Intelligent
Real Estate
Solutions



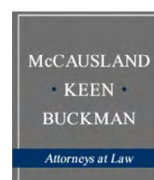
Economic Development Partner:



Silver:



Bronze:



Francis Cauffman

Morgan Lewis