

# ANNUAL SYMPOSIUM AGENDA

DECEMBER 6, 2024 | DELTA TORONTO

CONNECT, COLLABORATE & CONQUER: A Summit for Commercial Real Estate Leaders

## Soco Ballroom, 3rd Level, Delta Toronto

### 8:00 AM | REGISTRATION & WELCOME

Start the day with breakfast and networking

### 9:00 AM | OPENING REMARKS

Phil Soper, CEO of Royal LePage® Canada

### 9:30 AM | KEYNOTE CHRIS CUMMINS

#### The Human Side of Business

7-time TEDx Speaker and Author **Chris Cummins** will explore the human factors essential to commercial real estate, focusing on emotional intelligence, relationship-building and client engagement.

#### Key Takeaways:

- Techniques to strengthen relationships with peers and clients
- Strategies for leveraging personal interactions for business growth
- Using the symposium as a platform for networking and professional development

### 10:30 AM | NETWORKING BREAK

### 10:45 AM | PANEL DISCUSSION #1

#### Women of Commercial Real Estate: Pathways to Empowerment and Success

An inspiring panel featuring panelists **Anne E. Tanner, Stacey MacDonald, Kristen Forster and Vera Gisarov.**

#### Key Takeaways:

- Understanding unique challenges for women in commercial real estate
- Career advancement strategies and success tips
- Importance of mentorship and fostering an inclusive professional landscape

### 11:45 AM | NETWORKING LUNCH

### 1:00 PM | PANEL DISCUSSION #2

#### From Recovery to Growth: Economic Insights and Financing in the New Commercial Real Estate Landscape

Economic experts **Derek Burleton, Carl Gomez, Ray Wong and Simeon Papailias** analyze the post-pandemic landscape, addressing changes in office demand, investment strategies and financing.

#### Key Takeaways:

- Economic indicators affecting commercial real estate
- Strategies for navigating post-pandemic economic conditions
- Future of work and its impact on commercial spaces

### 2:00 PM | PRESENTER RON O'NEIL

#### AI in Commercial Real Estate:

#### The Future is Here, and It's Moving Fast

Presenter **Ron O'Neil** explores AI's impact on commercial real estate, from data analysis to property management. **Key Takeaways:**

- How AI is transforming commercial real estate operations
- Practical applications of AI for efficiency and decision-making
- Ethical considerations and best practices in AI deployment

### 2:45 PM | AFTERNOON BREAK

### 3:00 PM | PANEL DISCUSSION #3

#### Strategic Development, Franchising and Hospitality Trends in Commercial Real Estate

Featuring industry leaders **George Heos, Mark Eaton, Danny Roth and Courtney Hindorff**, who bring a wealth of experience in franchising, hospitality and commercial real estate development.

#### Key Takeaways:

- Insights into the evolving landscape of franchising and hospitality within commercial real estate
- Strategies for successful development in the franchising and hospitality sectors
- Understanding the impact of franchise models on commercial property needs and market growth
- How hospitality trends are reshaping commercial real estate, from tenant demands to space utilization

### 4:00 PM | WORKSHOP: INNOVATE & ELEVATE

#### Strategic Vision Workshop for Royal LePage® Commercial™

This interactive workshop, using AhaSlides, invites participants to contribute ideas and strategies that will shape Royal LePage Commercial's future initiatives.

#### Key Takeaways:

- Collaborative insight: Gain diverse perspectives on challenges and opportunities
- Actionable Strategies: Develop practical strategies to strengthen market position
- Empowerment Through Participation: Contribute to the company's strategic direction
- Enhanced Engagement: High-interaction session facilitated by AhaSlides for real-time discussion

### 4:30-6:00 PM | CLOSING RECEPTION

**Closing Remarks | Damon Conrad, VP & General Manager, Royal LePage Commercial**

Enjoy extended networking, hors d'œuvres and cocktails.

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