

ANNUAL SYMPOSIUM AGENDA

DECEMBER 6, 2024 | DELTA TORONTO

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

Soho 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 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 Neil explore's 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 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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MEET OUR PRESENTERS & PARTICIPANTS



Phil Soper
President & CEO,
Royal LePage®



Damon Conrad
VP & General Manager,
Royal LePage®
Commercial™



Chris Cummins
7-time TEDx Speaker
& Founder, Cummins
Media Group



Ron O'Neil
AI Consultant,
AI Intelligent Solutions



Derek Burleton
VP & Deputy Chief
Economist, TD Bank
Group



Carl Gomez
Chief Economist,
CoStar Group



Ray Wong
VP, Data Solutions &
Research, Altus Group



Simeon Papailias
Founder of Broker's
Playbook, Partner at
REC Canada



Anne E. Tanner
Executive VP,
Commercial
Royal LePage® Coast
Capital



Stacey MacDonald
Broker/Founder,
NSCR Group
Royal LePage®
ProAlliance Realty



Kristen Forster
Sales Representative,
Royal LePage® Real
Estate Services



Vera Gisarov
President Elect,
Toronto CREW
Network



George Heos
Co-Founder, Eat Up
Canada Inc.



Courtney Hindorff
Managing Director,
Subway Canada



Mark Eaton
SVP, Real Estate
Empire Ltd./Sobeys
Inc.



Danny Roth
Owner of Storeys
Publishing Inc.