



*The Harold E. Eisenberg Foundation presents its*

## **Fifth Annual Career Day**

October 13 -14, 2011

### **Itinerary and Information**

#### **Day One – Thursday, October 13, 2011**

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##### **2:30 PM (sharp) – REGISTRATION**

Registration will occur on the 2<sup>nd</sup> Floor of the the Standard Club (321 S Plymouth), outside of the Grill Room. We encourage early registration and will be ready for you by 2 PM. At registration, you will receive your name badge and Career Day folder. You will also receive your room assignment. You can check into your room in the lobby and drop off your belongings. Please do so quickly and return to the Grill Room for the opening welcome.

Please note that you do need to check in and attend the opening ceremony whether or not you are spending the night at the Standard Club.

##### **3:00 PM – OPENING CEREMONY AND WELCOME**

The Opening Ceremony will occur in the Grill Room at the Standard Club. It will include opening comments by HEEF President, Peter Eisenberg (Principal, Clark Street Development) and Associate Board Members, Theron May (Brokerage Associate, Imperial Realty) and Weston Harding (President, X Plus Real Estate). They will introduce the schools represented and provide an overview of what to expect during your Career Day experience.

Immediately following the opening ceremony, everyone will leave for the first off-site experience, which will occur at 353 North Clark Street. You can walk with the group (15-20 minutes), take a cab (5-10) minutes, ride the 36 bus (12-15 minutes) or the El (10-15 minutes). The bottom line is that you are responsible for getting there in time for the Fireside Chat, which begins at 3:45 PM. There will be signage in the 353 N Clark Lobby directing you on where to go. You will need to pass through security so please bring your ID and leave plenty of time.

##### **3:45 PM – FIRESIDE CHAT WITH RICHARD STEIN**

The Fireside Chat with Richard Stein, Senior Managing Director of Mesirow Financial, will occur in the Mesirow Financial Auditorium in the 353 North Clark Street building. There will be signage in the lobby directing you on where to go upon your arrival.

**Please find Richard Stein's bio in your packet.** The discussion will be moderated by Peter Borzak, co-founder and Managing Member of Pine Tree Commercial Realty.

## DAY ONE, CONTINUED

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### 4:40 PM – SITE TOUR OF 353 NORTH CLARK STREET

The Fireside Chat will be immediately followed by a brief presentation about the building by Rux Currin, Senior Vice President of Mesirow Financial. There will be an overview tour and then you will be broken into three separate group tours (assigned upon arrival).

Tours will be led by the following individuals:

**Rux Currin** - Senior Vice President, Mesirow Financial, *Lobby Tour*

**Heather Holderman** - Property Manager, Tishman Speyer, *Empty Floor Tour*

**Robert Dickinson** - Director of Facilities & Space Management, Jenner and Block LLP, *45<sup>TH</sup> Floor Tour*

The site tours will conclude by 5:45 PM at which point you can go back downstairs to the lobby to walk with the group to the Young Guns Panel and Networking Dinner to take place at Edwardo's Natural Pizza (521 S. Dearborn). Edwardo's is very close to the Standard Club. Again, you are responsible for your own transportation.

### 6:30 PM – YOUNG GUNS PANEL AND NETWORKING DINNER (*Please note change of location!*)

The Young Guns Panel and Networking Dinner will occur at Edwardo's Natural Pizza (521 S. Dearborn). It will begin with networking and appetizers, followed by a pizza dinner.

The highlight of the dinner is the panel discussion featuring some of the brightest "stars" in the real estate field. The panel discussion will be moderated by Andy Stein, Principal at Clark Street Development, and will focus on career paths.

The panelists will include the following individuals:

**Matt Darin**, Principal, Frontline Real Estate Partners

**Brandon Duff**, Director, Stan Johnson Company

**Jeff Freedman**, Principal, JMF Group,

**Emily Slovitt**, Investment Associate, Prudential Mortgage Capital Company

**Mike Reed**, Director of Real Estate, Supervalu

The dinner will conclude by around 8:30 PM, at which point you are free to enjoy the rest of your evening in Chicago.

## **Day Two – Friday, October 14, 2011**

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### **7:45 to 8:30 AM – BREAKFAST**

A Continental Breakfast will be available in the Grill Room on the 2<sup>nd</sup> Floor of the Standard Club (321 S Plymouth Ct.)

After breakfast, please make your way to the site visit. You should be at the NE Corner of Wacker Drive and Clark Street by 8:50 AM. Again, you can walk (about 15 minutes) or figure out your own mode of transportation.

### **8:50 AM –MEET AT NE CORNER OF WACKER AND CLARK**

### **9:00 AM – SITE VISIT OF 111 WEST WACKER DRIVE**

At the NE Corner of Wacker and Clark, you will be greeted by Nick Anderson of Related Midwest. 111 West Wacker Drive was originally planned to be the site of the Shangri-La Hotel. The distressed property was recently acquired by Related Midwest.

*Please note that we will be touring an active construction site so please keep this in mind in choosing your clothes and shoes. You will be given a hard hat to wear during the tour. Please complete the enclosed waiver and give it to Nick upon arrival.*

After the site tour, please immediately make your way back to the Standard Club's Grill Room for Mr. Biernacki's presentation.

### **10:15 AM - DISCUSSION WITH DONALD BIERNACKI AND CURT BAILEY**

The Discussion with Donald Biernacki and Curt Bailey will take place in the Standard Club's Grill Room. Mr. Bailey and Mr. Biernacki are the President and Senior Vice President, respectively, of Related Midwest, who recently acquired the distressed property above.

**Please find Curt Bailey's and Donald Biernacki's bios in your packet.**

### **11:15 AM – LUNCH**

A buffet lunch will be served outside of the Grill Room. Please eat your lunch in the Grill Room. Open seating.

### **12:00 PM – ROUNDTABLES**

Intimate Roundtable discussions with over 20 of Chicago's leading real estate executives will occur in the Standard Club's Living Room, also on the 2<sup>nd</sup> Floor.

Each student may attend 3 twenty-five minute roundtable discussions. Your assigned tables will be indicated by the numbers on the back of your nametag. No substitutions, please.

Round One will begin at 12:00 PM.

Round Two will begin at 12:30 PM.

Round Three will begin at 1:00 PM.

**Please find a list of the table numbers, topics and discussion leaders attached.**

### **1:45 – CLOSING REMARKS**

Closing remarks will be made by HEEF President Peter Eisenberg (Principal, Clark Street Development) and Associate Board Member Theron May (Brokerage Associate, Imperial Realty). At this time, you will be asked to complete and turn in a survey so that we can continue to improve the Career Day Experience.

## 2011 CAREER DAY ROUNDTABLES

<b>Table #</b>	<b>Topic</b>	<b>Leaders</b>
1	<i>Brokerage (Investment Sales)</i>	<b>Steven Weinstock</b> , Marcus & Millichap
2	<i>Brokerage (Leasing)</i>	<b>Gary Stein</b> , CBRE <b>Allison Kuchny</b> , Inland Commercial Property Mgmt.
3	<i>Commercial Development 1</i>	<b>Alfred Klairmont</b> , Imperial Realty <b>Ken Marino</b> , Grobmar
4	<i>Commercial Development 2</i>	<b>Dick Hulina</b> , Clark Street Development <b>Andy Stein</b> , Clark Street Development
5	<i>Construction</i>	<b>David Low</b> , Clark Street Development <b>Steve Smith</b> , Leopardo
6	<i>Environment/Green Issues</i>	<b>David Baum</b> , Baum Realty
7	<i>Legal</i>	<b>Marty Becker</b> , Becker Gurian <b>Kevin Wolfberg</b> , Schain, Burney, Banks & Kenny
8	<i>Lenders</i>	<b>Bill Barry</b> , Draper and Kramer <b>A.G. Seifert</b> , Cornerstone Advisors
9	<i>REIT/Institutional Investment</i>	<b>Guy Ponticiello</b> , Jones Lang LaSalle <b>Todd Caruso</b> , CBRE
10	<i>Residential</i>	<b>Brian Gordon</b> , Magellan Development Group
11	<i>International</i>	<b>Savas Er</b> , North American Real Estate
12	<i>Industrial</i>	<b>John Cash</b> , NAI Hiffman
13	<i>Office</i>	<b>Edie Kessler</b> , Transwestern <b>Mark Robbins</b> , Cushman & Wakefield
14	<i>Medical Office</i>	<b>Brian Howard</b> , Stage Equity Partners
15	<i>Management</i>	<b>Norris Eber</b> , Abbell and Associates <b>Barry Millman</b> , Horizon Realty Services