



*The Harold E. Eisenberg Foundation presents its*

## **Sixth Annual Career Day**

November 1-2, 2012

### **Itinerary and Information**

#### **Day One – Thursday, November 1, 2012**

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##### **2:00 - 2:30 PM (LATEST) – REGISTRATION**

Registration will occur on the 2<sup>nd</sup> Floor of The Standard Club (321 S Plymouth), outside of the Grill Room. 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 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 (Senior Associate, Imperial Realty) and Ben Paolone (Assistant Vice President, First Midwest Bank). 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 401 N. Wabash Ave, Trump Tower. You can walk with the group (15-20 minutes), take a cab (5-10) minutes or the El (10-15 minutes). The bottom line is that you are responsible for getting there in time for the tour, which begins at 3:45 PM.

##### **3:45 PM – SITE TOUR OF 401 N. WABASH ST, TRUMP TOWER**

Please meet in the “Parking Lobby” located off Wabash Avenue. Students will be brought to the Terrace level for a brief overview of the project while enjoying amazing views of the riverfront. Following, you will be toured through a portion of the building’s retail space to better understand the circulation, river views and base building construction.

This tour will be led by Sharon Kahan, First Vice President & Todd Siegel, Vice President with CBRE, Inc.’s Urban Retail Practice. Their bios are in your packets. Ms. Kahan and Mr. Siegel have consulted on The Trump Organizations retail leasing since the spectacular Chicago mixed-use Tower broke ground in 2007. Enjoy a lecture and tour of the retail component at the base of the tallest concrete building in North America.

**Important: please avoid all public (guest, lobby or residential) areas of the building. Stick with the group.**

The site tour should 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 Gino’s East (162 Superior Street). Gino’s East is north of Trump Tower. Again, you are responsible for your own transportation.

## **DAY ONE, CONTINUED**

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### **6 or 6:30 PM (Immediately following site tour)– YOUNG GUNS PANEL AND NETWORKING DINNER**

The Young Guns Panel and Networking Dinner will occur at Gino's East (162 Superior Street). 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 Sam Ankin, Shiner Capital, and will focus on career paths.

The panelists will include the following individuals:

**Jordan Claffey**, Regional Vice President, Leasing, Brixmor Property Group

**Allison Kuchny**, Leasing Representative, Inland Real Estate

**Jason Ott**, Vice President, Bucksbaum Retail Properties

**Christian Williams**, Vice President, National Retail Investment Group, CBRE

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, November 2nd, 2012**

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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 350 West Hubbard Street at 8:50 AM. Again, you can walk (about 20 minutes) or figure out your own mode of transportation.

### **8:50 AM –Meet in the lobby of 350 West Hubbard.**

### **9:00 AM – SITE VISIT OF 350 WEST HUBBARD STREET**

This tour will be led by Daniel Levin (Habitat Chairman), Mark Segal (President and Chief Executive Officer ) and Tom Black (Habitat SVP of Development). Tour will include a view and discussion (weather permitting) of the Hubbard Place project. From there, you will walk across the street to the East Bank Club for a view of Hubbard Place as well as other Habitat projects in the area, including Kingsbury Plaza and Kinzie Park.

Please find bios for Mr. Levin, Mr. Segal and Mr. Black in your packets.

### **10:15 AM (approximately) - DISCUSSION AT THE EAST BANK CLUB**

You will then gather in the first floor banquet room for a power point presentation on the Hubbard Place project.

Please head back to the Standard Club.

### **11:00 AM – ROUNDTABLE LUNCH**

A buffet lunch will be served outside of the Grill Room. Please eat your lunch in the Grill Room. Open seating. 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 given to you at registration. No substitutions, please.

Round One will begin at 11:45 PM.

Round Two will begin at 12:15 PM.

Round Three will begin at 12:45 PM.

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

**1:15 PM – 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. Please feel free to return it to us after the Career Fair.

**1:30 PM – CAREER/INTERNSHIP FAIR**

Please return to the Grill Room for the Career/Internship Fair . The Fair is new to this year's Career Day. Since many of you will be seeking employment or internships in the near future, we have invited businesses who are currently or will soon be offering these opportunities. Please feel free to bring your resume.

## 2012 CAREER DAY ROUNDTABLES

<b>Table #</b>	<b>Topic</b>	<b>Leaders</b>
1	<i>Brokerage (Investment Sales)</i>	Steven Weinstock, Marcus & Millichap, and Ben Wineman, Mid America Real Estate Group
2	<i>Brokerage (Leasing)</i>	Mike Streit, ARCORE Real Estate Group, and Marlon Stone, Colliers International
3	<i>Commercial Development 1</i>	Alfred Klairmont, Imperial Realty, and Ken Marino, Grobmar
4	<i>Commercial Development 2</i>	Peter Borzak, Pinetree Commercial, and Peter Eisenberg, Clark Street Development
5	<i>Construction</i>	David Low, Clark Street Development and Michael De Rouin, FitzGerald Associates Architects
6	<i>Environment/Green Issues</i>	Andrew Koglin, OKW Architects
7	<i>Legal</i>	Marty Becker, Becker Gurian, and Kevin Wolfberg, Schain, Burney, Banks & Kenny
8	<i>Lenders</i>	Ben Greazel, BGC, and Bart Johnson, Wintrust
9	<i>REIT/Institutional Investment</i>	Guy Ponticiello, Jones Lang LaSalle
10	<i>Residential</i>	Moises Cukierman, Integrated Land Management, Inc. and Doug Bober, Lennar
11	<i>International</i>	Brad Foss and Tim Johnson, M3
12	<i>Industrial</i>	John Cash and David Hague, NAI Hiffman
13	<i>Office</i>	Edie Kessler, Transwestern, and Mark Robbins, Cushman and Wakefield
14	<i>Medical Office</i>	Brian Howard, Stage Equity Partners
15	<i>Management</i>	Norris Eber, Abbell Associates, and Barry Millman, Horizon Realty
16	<i>Urban Planning</i>	Al Rigoni, Village of Skokie, and Lynn Dubajic, Yorkville
17	<i>Distressed Properties</i>	Savas Er, NARE, and Ryan Nelson, Foresite