



## Developing Leaders Forum

### **THE DEVELOPING LEADERS FORUM**

The new Developing Leaders Forum provides commercial real estate industry professionals (35 years of age and under and with at least four years of related commercial real estate industry experience) the unique opportunity to advance their careers by gaining insights from and networking with seasoned commercial real estate professionals and peers over a two and half year period. The program will provide insights in to what it takes to be a standout leader at your organization and NAIOP and how to put your career on the fast track for advancement.

Best practices in key industry areas will be discussed in depth with high-level professionals and fellow members will present case studies that highlight lessons learned from their work. The program includes exclusive presentations by noted NAIOP conference speakers and special networking events. Concepts covered during the program will be reinforced at the end of the term with a capstone case study that will be evaluated by members of the senior-level Forums. Finally, a key feature of this program is that it will prepare participants throughout for priority consideration for a senior-level Forum at the end of the program period.

Highlights of the Developing Leaders Forum experience include the following:

- **Peer-to-peer learning**  
Members will engage with each other in confidential discussions about projects they are working on and issues affecting the industry. Sharing knowledge and finding solutions to the challenges members face is a hallmark of the Forums program.
- **Exposure to senior industry professionals**  
Members will benefit from having access to industry leaders from the senior Forums who will regularly share their expertise with members by discussing projects they are working on and discussing various industry topics within their areas of expertise.
- **Leadership training**  
Practioners and other speakers will share insights in to how to improve communication and leadership skills to help members advance in their careers.
- **Structured opportunities for Forum advancement over time**  
The Developing Leaders Forum program is designed to prepare members to be eligible to advance to the senior-level Forums. During the two-year term, NAIOP staff will work closely with Developing Leaders Forum members to facilitate the senior Forum application process.



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### **APPLICATION INFORMATION**

#### **Criteria**

Applicants must be:

- NAIOP members
- ≤35 years of age
- Have a position of responsibility at their firm
- Have at least four years of related industry experience
- Be able to attend all scheduled meetings during the Developing Leaders Forum term.

#### **Application Deadline**

The deadline to apply to the Developing Leaders Forum is Friday, July 29.

#### **Admittance and Notification**

Applications will be evaluated based upon a number of criteria, including work history, job responsibilities, and scope of work. Applicants will be notified of the status of their applications by mid-August.

#### **Attendance Requirement**

Members of the Developing Leaders Forum must attend all scheduled meetings.

#### **Cost**

Cost for the program is \$995.

This covers the cost of participation at each of the five Forum meetings as well as the group dinner the night before each full meeting day, and includes meals and receptions listed in the agenda. (This does not include travel and hotel expense for either the National Forums Symposium, or an optional full registration for the Development conference.)



## Developing Leaders Forum

### **TYPICAL SCHEDULE\***

#### Meeting 1

**October 17 - 18, 2011**

Held in conjunction with **Development '11 (Scottsdale, Ariz.)**

#### **Monday, October 17**

##### Forum meeting – Part I

1:30 - 5 p.m.

- Introductions
- Overview of the Forum program – Bennett Gray, NAIOP Senior Director, National Forums
- Senior Forum leadership presentation – successful Forum principles

5 - 7 p.m. – Forums Reception

7:30 - 10 p.m. – Forum Dinner

#### **Tuesday, October 18**

##### Forum meeting – Part II

8 a.m. - 4 p.m.

- Member updates
- Conference speaker presentation and Q&A (topic TBD)
- Member presentations
- Moderator lead discussions
- Distinguished Fellow presentation and Q&A (topic TBD)

4:15 -5:45 p.m. – General Session: Economic Outlook: The Great Debate

5:45 - 6:30 p.m. – Developing Leaders Reception

#### **Future senior Forum member presentations may include the following:**

- Capital markets outlook
- Leadership essentials
- Marketing and leasing
- Sustainable development.

**Members will prepare a group capstone case analysis for the last Forum meeting when it will be presented to and judged by a panel of senior Forum members.**

**\*The Developing Leader Forum meeting schedule, speakers, and topics discussed are subject to change.**



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### MEETING SCHEDULE

#### Meeting 1

**October 17 - 18, 2011**

Held in conjunction with **Development '11 (Scottsdale, Ariz.)**

#### Meeting 2

**April 25 - 26, 2012**

Held during the **2012 National Forums Symposium (Miami Beach, Fla.)**

#### Meeting 3

**October 22 - 23, 2012**

Held in conjunction with **Development '12 (Washington, D.C.)**

#### Meeting 4

**April 16 - 17, 2013**

Held during the **2013 National Forums Symposium (Chicago, Ill.)**

#### Meeting 5

**October 7 - 8, 2013**

Held in conjunction with **Development '13 (San Diego, Calif.)**

### PROGRAM CONTACTS

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