



# 2016 | C&I CAPITAL RAISING & INVESTOR RELATIONS MEETING

## Agenda 2016 NAREIM Capital Raising & Investor Relations Council Meeting Chicago, IL

Wednesday,  
December 7th, 2016

**6:00 PM**  
Cocktails

**7:00 PM**  
Dinner

## Thursday, December 8th, 2016 – University of Chicago, Gleacher Center

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### 8:00 AM – Breakfast

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#### 9:00 AM

##### Welcoming Remarks

Gunnar Branson, NAREIM President

#### 9:10 AM

##### Economy: What is going on now and what should we be worried about next year?

Doug Herzbrun, CBRE Global Investors

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### 10:00 AM - Break

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#### 10:15 AM

##### LP Discussion:

Moderator: Howard Fields, Inland  
Peter Braffman or Anar Chudgar, GCM Grosvenor  
Mike Moran, Allstate  
Brian Boyer, Wespath

#### 11:30 AM

##### Compensation: In a fee constrained environment, what is happening to compensation for capital raising and how can we best recruit and motivate the best talent?

Josh Anbil, FPL Associates

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### 12:30 PM - Lunch -

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#### 1:30 PM

##### Radical Data Transparency – how it could change the game for LP's and GP's

John D'Angelo, Real Foundations  
Brandon Sedloff, Juniper Square

#### 2:15 PM

##### Group Discussion: What are the trends in investing?

Co-investing, bifurcation of the market, new structures, and new capital sources. What are we seeing now, and how are we approaching the new challenges?

Moderator: Steve Felix, Felix / Weiner Consulting Group

#### 2:45 PM

##### Break

#### 3:00 PM

##### Venture Capital and the Future of Real Estate Investing

Zach Ware, VTF Capital  
Rajeev Ranade, Source Central  
Mike Latiner, Treehouse Ventures

#### 4:00 PM

##### Final Thoughts – Discussion

#### 4:30 PM

##### Meeting Close