

connect
national investment & finance

OCTOBER 18, 2018 // NEW YORK CITY





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EVENT SCHEDULE

1:00 - 1:30pm	Registration
1:30 - 1:35pm	Opening Remarks
1:35 - 2:15pm	Slicing A Piece of The Pie In A Crowded Debt Market In recent years, the debt market has undergone a radical transformation and become increasingly competitive with the addition of new players such as debt funds, bridge lenders, private equity, and developers to the market. How has increased competition affected the market overall? What challenges and obstacles are lenders facing in this new market? What kind of deals are getting done and why? Where is the sweet spot- bridge, mezzanine, refinancing, or construction?
2:15 - 2:35pm	Special Presentation - Art of The Deal: Financing The \$1 Billion Dollar Mega Deals Join us for a special case study presentation highlighting some of the biggest deals in commercial real estate today. Learn how these deals were financed from the industry leaders responsible for making them happen.
2:35 - 2:45pm	Networking Break
2:45 - 3:25pm	The Money Keeps Rolling In: Opportunistic Investing and Gauging Risk & Return As real estate outperforms other sectors of the economy, capital continues to flow into the market at an unprecedented rate. However, the result has been a scarcity of development opportunities, making it difficult to find value and place capital. Moreover, investors have become more willing to take higher risks in the pursuit of greater returns. Learn where capital is currently being placed, how to find opportunistic investment opportunities, and when to gauge risk and return in today's market.
3:25 - 4:05pm	Old Hat, New Tricks: The Re-Emergence of CMBS, CLO's, and Other Debt Instruments After the financial crisis in 2007, many of the industry's most popular debt financing tools like CMBS financing and CLO's fell out favor. Previously hampered by government regulations and public scrutiny, the current market is now seeing a re-emergence in the use of CMBS and CLO's to finance deals. Examine the pros and cons, and how these debt instruments compare with competitors like Freddie and Fannie.
4:05 - 4:15pm	Networking Break
4:15 - 4:55pm	Not The Usual Suspects: New Players And Game-Changers In Foreign Investment With recent reports that China is no longer the biggest buyer of US based assets and is, now, in fact, the biggest seller. There has been a major shift in foreign investment. The entrance of new players has become a real game-changer in the current market. Join us as we track sources of foreign capital and identify where that capital is being invested-asset classes, property types, etc.
4:55 - 5:35pm	The Agents of Change Transforming The Real Estate Industry- Innovation, Disruption, and Technology The real estate industry has long had a reputation as being slow to adopt change and embrace technology. That is clearly no longer the case as innovation now dominates nearly every aspect of the industry. Today the industry has been redefined by a growing list of bold new concepts including: co-working, blockchain, fin-tech, crowdfunding, crypto-currency, and cutting-edge real estate technology. Discover how new technologies and innovative platforms are being adopted by the industry. What is driving investment in the sector? Who are the active investors?
5:35 - 6:35pm	Cocktail Reception



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SPONSORSHIP OPPORTUNITIES

EVENT HOST

- Speaker or moderator position
- Top recognition on all email promos, website, and ads
- Top recognition on all event signage
- 3-minute, company-supplied, video during panel change or opportunity to give brief opening remarks
- 12 complimentary registrations
- 20% discount code to be used for additional registrations & distribution to company database
- Exhibit space
- Dedicated e-blast to targeted list announcing your participation at the conference
- Opportunity to display pull-ups, property images, renderings, or visuals of some form at the event to promote the property or project
- Copy of attendee list with full contact information

GOLD - \$6,000

- Speaker position, space pending
- Recognition on all email promos, website, ads, and event signage
- 8 complimentary registrations
- 20% discount code to be used for additional registrations & distribution to company database
- Exhibit space
- Copy of attendee list with full contact information

SILVER - \$4,000

- Recognition on all email promos, website, ads, and event signage
- 5 complimentary registrations
- 20% discount code to be used for additional registrations & distribution to company database
- Exhibit space
- Copy of attendee list with full contact information

EXHIBIT BOOTH - \$2,500

- Room for a pop-up display
- Electric at booth space
- Copy of attendee list
- 3 complimentary registrations
- 20% discount code to be used for additional registrations & distribution to company database

TABLETOP EXHIBIT - \$1,500

- Room for a pop-up display
- Copy of attendee list
- 1 complimentary registrations
- 20% discount code to be used for additional registrations & distribution to company database

COCKTAIL RECEPTION SPONSOR - \$6,000

- Speaker position, space pending
- Recognition on all email promos, website, ads, and event signage
- 5 complimentary registrations
- 20% discount code to be used for additional registrations & distribution to company database
- Branded cocktail napkins at the reception
- Branded gobo light at the reception
- Option to include a signature drink at the reception
- Exhibit space
- Copy of attendee list with full contact information

WI-FI SPONSOR - \$4,500

- Recognition on all email promos, website, ads, and event signage
- Custom branded Wi-Fi network and login
- Wi-Fi and information cards on every chair
- 5 complimentary registrations
- 20% discount code to be used for additional registrations & distribution to company database
- Exhibit space
- Copy of attendee list with full contact information

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PRIVATE LABEL EVENTS

Need help with your own conference, panel, party, or grand opening?

Give us a call to talk about how we can connect you with our community.

NETWORKING BREAK SPONSOR - \$3,500

- Recognition on all email promos, website, ads and event signage
- 5 complimentary registrations
- 20% discount code to be used for additional registrations & distribution to company database
- Branded napkins at networking break
- Connect Media staff to announce sponsoring company before start of break
- Exhibit space
- Copy of attendee list with full contact information

LANYARD SPONSOR - \$3,000

- Recognition on all email promos, website, ads and event signage
- 3 complimentary registrations
- 20% discount code to be used for additional registrations & distribution to company database
- Custom branded lanyards
- Copy of attendee list with full contact information

STEP & REPEAT SPONSOR - \$3,000

- Recognition on all email promos, website, ads and event signage
- 3 complimentary registrations
- 20% discount code to be used for additional registrations & distribution to company database
- Co-branded Step & Repeat with company logo & Connect Media logo
- Copy of attendee list with full contact information

ATTENDEE BAG SPONSOR - \$3,000

- Recognition on all email promos, website, ads and event signage
- 3 complimentary registrations
- 20% discount code to be used for additional registrations & distribution to company database
- Custom branded attendee bags placed on all attendee chairs
- Option to place a piece of company's marketing collateral in bag
- Copy of attendee list with full contact information

WATER BOTTLE SPONSOR - \$2,000

- Recognition on all email promos, website, ads and event signage
- 2 complimentary registrations
- 20% discount code to be used for additional registrations & distribution to company database
- Custom branded water bottles placed at all attendee tables and for speakers on stage
- Copy of attendee list with full contact information

PROGRAM BIO EMAIL SPONSOR

- Connect Conferences sends an email at the start of each panel to all attendees at the event, which includes the headshots, bios and a way to connect to all panelists on the stage. Add your branding to this email as a digital program ad.
- **\$750** per email
- **\$3,000** for all emails at National Event (6-7 emails)
- **\$2,000** for all emails at Regional Event (4-5 emails)
- 600 x 244 px banner or 600 x 90 px banner and 140 characters of text on panel email
- Full contact information for all ad clicks

PASSPORT - \$5,000

The Connect Passport is the perfect solution for companies attending multiple events and sending many employees or hosting clients.

- 40 event registrations to use for your employees and clients (approximate 50% discount per registration)
- Valid for your choice of any events throughout the year