



connect los angeles

MARCH 21 // HOTEL INDIGO, DOWNTOWN LA

EVENT SCHEDULE

12:00 - 12:40pm Registration & Networking

12:40 - 12:45pm Opening Remarks

12:45 - 1:05pm Special Presentation: What's Next!? What's Happening in Washington and Sacramento and What It Means for Your Business.

1:05 - 1:45pm **Buy, Build, Sell, or Hold: Investment & Development Insights**
Catch a regional view on SoCal investment, development, and asset performance when the most active players gather to share their insights into the market, the factors driving redevelopment and new development opportunities, how they are shaping their deals, and more.

1:45 - 2:00pm Networking Break

2:00 - 2:50pm **Industry Leaders: A View from the Top**
A nuanced conversation with industry leaders – both advisory and principals, talking about the state of the market, economic forces, and where the Los Angeles and Global markets are headed.

2:50 - 3:20pm **The Opportunity in Opportunity Zones**
Want to invest in opportunity zones, who do you call first? Hear from finance and legal minds on what's happening in QOZ investing, and from fund investors who are leading the way. Learn what Opportunity Zones mean and how to capitalize.

3:20 - 3:35pm Networking Break

3:35 - 3:40pm Special Presentation: Insurance Issues Facing Commercial Real Estate

3:40 - 4:35pm **Can you Close?**
Hear from finance and investment professionals on what it takes to get a deal done today.

4:35 - 4:40pm Special Presentation

4:40 - 5:20pm **Los Angeles in Focus**
Hear from local leaders on the state of the Greater Los Angeles markets and what is happening in office, industrial, retail, multifamily and healthcare leasing and investment.

5:20 - 5:30pm Connect Media's Top Broker & Women in Real Estate Award Ceremony

5:30 - 6:30pm Cocktail Reception