

ATLANTA NEXT GENERATION PROGRAM & RECEPTION

Tuesday, April 30, 2013

Red Brick Brewery

2323 Defoor Hills Road NW ♦ Atlanta, GA 30318 ♦ +1 404 355 5558

Program Agenda

5:35 – 6:15 pm Registration & Networking
 6:15 – 7:00 pm Program
 7:00 – 8:00 pm Networking Reception

Fight or Flight-Mock Negotiations

1st Bout: Landlord vs. Tenant

Mike Puline, DLC Management Corporation

Michelle Ryman, Chipotle

2nd Bout: Project Manager vs. General Contractor

Rufus Manley, DLP Construction Company, Inc.

Nick Sanfilippo, DDR Corp.

3rd Bout: Landlord vs. Tenant

Jan Saperstein, The Equinox Group

Loni Shepherd, National Vision

Negotiations are the cornerstone of the retail real estate industry. Often times, we are only exposed to one side's perspective and interests in the negotiations. The event will feature an evening full of excitement and live negotiations between landlords, tenants, brokers and contractors. Join the Atlanta ICSC Next Generation Planning Committee as we feature the best stars in the business with a showdown in three mock negotiations. The much anticipated bouts will feature impressive industry color commentary and judges who will determine scores when the final bell rings. Don't get counted out! This one night only event will not be televised and is your only chance to witness these heavyweights mastering their trade.

Don't miss this ICSC educational, networking and mentoring program specifically designed for retail real estate professionals who are seeking to develop or advance their careers and build relationships in the shopping center industry. The Next Generation program offers a unique opportunity to meet and interact with peers, share experiences and exchange ideas. Next Generation events also welcome seasoned professionals who wish to give back to the industry by becoming a mentor. ICSC members and non-members are welcome to attend.

Judge:

Bob Simons, Hartman Simons

Atlanta Next Generation Program Planning Committee: Alexander Deitch, ICSC Georgia Next Generation Chair, Colliers International; Julie Holmes, Program Planning Committee Chair, Greenberg Farrow; Brandon Ashkouti, Ashkouti Realty Corporation; Lauren Ball, DDR Corp.; Brett Horowitz, Jones Lang LaSalle; Jenna Kaufman, Click-Fil-A; Justin Latone, Weingarten Realty; Kate Neyhart, Chick-Fil-A; Eric Penney, Brixmor Property Group; Ryan Rivers, Hartman Simons & Wood; Chris Routledge, Colliers International; Stuart Shapiro, Mimms Enterprises

THANK YOU TO THE FOLLOWING COMPANIES WHO HELPED SPONSOR THIS EVENT



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Register now at www.icsc.org

Registration Fees:

	Advance	Onsite
Member:	\$25	\$40
Non-Member:	\$40	\$55
Student Member*:	\$15	\$15
Student Non-Member:	N/A	\$25

*Must be an ICSC student member to qualify for student rate. Verification will be requested.

**There are no refunds or cancellations

ICSC Meeting Contact:

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 (Credit card registrations only)
 2013N44 – 2413– 30- JC

Name

Company

Address

City State Zip

Telephone () Fax ()

Your membership I.D. # E-mail

METHOD OF PAYMENT

Check or money order made payable to ICSC for \$ MasterCard VISA Amex Discover

Name (as it appears on credit card) Signature

Credit Card Number (include all digits) Expiration Date (month/year)