



ELEVATE

CONVENING DEAL FACING ANALYSTS,
ASSOCIATES AND OTHER RISING
LEADERS TO SUPPORT THEIR GROWTH

April 29 - May 1, 2024 W Hotel Nashville



ABOUT ELEVATE

Over 2 days, attendees will be immersed in experiential CRE learning, professional growth and personal development. The entire agenda is specifically designed to inspire actionable insights that attendees can immediately put into practice at their firms—all while mastering the skills they need to take their careers to the next level.

Throughout the conference, attendees will join sessions that challenge their abilities, broaden their connections and improve their proficiencies. They'll walk away with fresh perspectives, ready to be applied to their professional and personal lives, benefiting both their individual and team's growth and success.

From small group breakouts to keynotes from industry titans, Elevate facilitates the conversations and learnings that are essential to catapulting a career in commercial real estate. Over the course of 40 hours, Elevate will create opportunities for connection and deal-making. Attendees will learn key insights for professional and personal development, all while building a network to support their career growth for years to come.

[View the Elevate Experience](#)



ELEVATE 2023 BY THE NUMBERS

48 Hours

\$4 Trillion+ in AUM

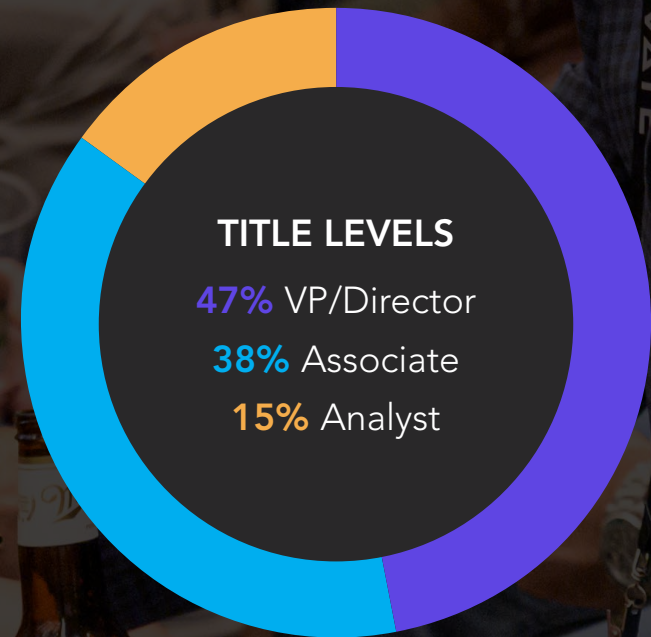
2.1 Billion in Square Footage Under Ownership

600K+ Multifamily Units Under Ownership

53% GP-Owners, Operators & Developers

42% Capital Allocators and Brokers

4671 Connections Made



ATTENDEE SNAPSHOT

Elevate is designed for the new generation of owners, investors, developers, and brokers. Convening analysts, associates and directors from across North America to support their career ambitions by fostering professional growth, supporting leadership development, offering educational insights and building the connections they need to propel their careers forward.



We've sent our people to these three conferences because of how important the long game is, and they are perfectly set up for relationship building. It's not who you know, it's who you can build a relationship with that makes you valuable. You do that by the what you know, by bringing value. So we emphasize "get smart, know what you're doing, know what's next, and then you'll build relationships with people that you want to know.

SIMON ZIFF | PRESIDENT & CO-FOUNDER, ACKMAN-ZIFF REAL ESTATE GROUP

I've never done Speed Dealmaking before now. Being put on the spot...was something that I found kind of challenging, but really rewarding...By the tenth [time], I was really able to hone in on what that was I needed to say. It was scheduled in a productive and useful way that has actually led us to have active conversations and successful relationship building and networking that I have not found elsewhere.

ALESSIA SALVATORE | VICE PRESIDENT, INVESTMENTS, HAVEN CAPITAL

Had the opportunity to meet young leaders from all across the country throughout all asset classes - retail, multifamily, industrial, hotels. and hear from industry experts. Couldn't have asked for a better couple of days and by far one of the best conferences I've attended!

HUNTER PORTER | SENIOR ASSOCIATE, BC WOOD PROPERTIES

HERE IS A BREAKDOWN OF THE ELEVATE EXPERIENCE



KEYNOTES

Addresses from CRE Titans such as Willy Walker, Simon Ziff, Jeffrey DiModica, Ethan Penner, Gary Rappaport and many more.



INTERACTIVE WORKSHOPS

Focused on expanding professional skills and deepening CRE knowledge. **Topics include:**

- Leadership Development
- Power of Relationships
- Deal Structuring
- Maximizing your Output
- Capital Markets Fundraising
- Next Level Personal Branding
- Breakfasts with CRE Executives
- & More!



TRIBE SESSIONS

Attendees will join a curated small group—assembled based on deal size, asset class and shared goals. Participants will dive into deep discussion on deals, navigating the current market and common challenges. Tribes foster some of the most meaningful relationships at our conferences. This is more than networking—but rather, a trusted community that one can now lean on for insight, advice and connections for years to come.



SPEED DEALMAKING

A great way for attendees to expand their networks—with capital providers matched up with owners/developers for efficient meetings where they can kick start their search for future deal partners.



MORNING WELLNESS ACTIVITIES

Bootcamps, breathwork and ice baths, are programmed opportunities for attendees to reset and prepare for the day ahead allowing for networking and memorable experiences.



MOBILE APP

A proprietary mobile app will be available giving each attendee direct access to build a profile, customize their agenda, search and directly connect with other attendees and store contact information of the connections made during their time at Elevate. This is a great year-round resource to stay connected with the Elevate community.

PAST SPEAKERS

Past conferences have explored wide-ranging topics with stellar speakers including:



WILLY WALKER

Chairman and CEO, Walker & Dunlop



TARA MILLER

Psychotherapist, Performance Coach, Author
and Speaker, Brain Coach



ETHAN PENNER

Managing Partner, Mosaic Real Estate Investors



GARY RAPPAPORT

CEO, Rappaport



BETH AZOR

Founder and Owner, Azor Advisory Services



OBIORA "BO" MENKITI

Founder and CEO, The Menkiti Group

2024 SPEAKERS

This years speakers include:



JEFFREY DIMODICA

President & Managing Director, Starwood Property Trust



SIMON ZIFF

President and Co-Founder, Ackman-Ziff Real Estate



PAMELA MEYER

Founder, Calibrate, Inc



KELLY NAGEL

Head of Residential, EDENS



JOHN DRACHMAN

Co-Founder & Head of Capital Markets, Waterford



MITCHELL SCHEAR

Real Estate Development, Technology and Investment
Expert & Founder, Ten Square



WORKSHOP TOPICS

LEADERSHIP DEVELOPMENT

Led by a seasoned CRE executive who will share insights on how to lead, inspire, and manage a team with fearlessness and confidence. You will learn strategies for taking calculated risks to grow your portfolio and motivate your team to achieve their full potential.

POWER OF RELATIONSHIPS

Learn insights and strategies for building and maintaining a fruitful professional network - including tips for enhancing your connections and the quality of your relationships.

DEAL STRUCTURING

Be guided through the entire investment process, from deal sourcing to negotiation. You will learn skills for underwriting, building offering memorandums, pitching investment committees and negotiating deals.

MAXIMIZING YOUR OUTPUT

Gain insights and tools needed to climb the corporate ladder, achieve work-life balance, and walk away with strategies for prioritizing tasks and executing efficiently to make the most of your time.

CAPITAL MARKETS FUNDRAISING

Learn tools needed to enhance your firm's capital raising process. Whether it be JV deals, funds, or syndication, we have you covered when it comes to finding creative strategies navigating the uncertainties of today's current capital market climate.

NEXT LEVEL PERSONAL BRANDING

Social media expertise on how to leverage twitter, linkedin and other platforms to increase deal flow, uncover new ideas, and secure future partnerships.



MANAGERS

WHAT'S THE EXPERIENCE?

Elevate brings together the industry's rising stars, connecting them with like-minded peers to expand their network, learn from industry leaders and build upon professional skill sets that will fuel their personal and professional growth, taking their careers to new heights.

WHO'S IN THE ROOM?

This invitation-only retreat will convene deal-facing CRE professionals like owners, developers, capital providers and a select group of brokers all with 3-10 years experience. National in scope inclusive of all asset classes and deal sizes.

WHY SEND YOUR TEAM MEMBER?

Elevate is designed to deliver measurable improvements in leadership skills, negotiation tactics and pipeline creation. This event is focused on facilitating organic relationship building, accelerating career growth, honing in on critical industry education and general networking. Your rising-star will receive an invaluable experience that will directly contribute to your organization's success.

2024 AGENDA

Our curation team will work with you to build a custom schedule that allows you to maximize your time at Elevate.

MONDAY

TIME	ACTIVITY
12:30 PM - 3:30 PM	Registration, Check In & Networking
	Optional 1:1 Meetings
3:30 PM - 4:00 PM	Women's Reception: Coffee & Connect
4:00 PM - 5:00 PM	Welcome Reception
5:00 PM - 6:00 PM	Tribe Sessions I
6:00 PM - 6:45 PM	Opening Keynote
6:45 PM - 7:45 PM	Speed Dealmaking I
7:45 PM - 9:30 PM	Dinner, Networking & Cocktails

agenda is subject to change

TUESDAY

TIME	ACTIVITY
7:00 AM - 8:00 AM	Body Nourishments
8:00 AM - 9:30 AM	General Breakfast
9:30 AM - 10:30 AM	Coffee & Capital
11:30 AM - 12:30 PM	Keynote I Jeffrey DiModica, President & Managing Director, Starwood Property Trust
12:30 PM - 1:15 PM	Workshop Session I Kelly Nagel, John Drachman, James Nelson
1:15 PM - 2:15 PM	Lunch
2:15 PM - 3:00 PM	Workshop Session II Kelly Nagel, John Drachman, James Nelson
3:00 PM - 3:45 PM	Workshop Sessions III Industry Insights & Professional Development
3:30 PM - 4:30 PM	Speed Dealmaking II
4:30 PM - 5:30 PM	Break to get Changed for the Private Offset Dinner!
5:30 PM - 6:30 PM	Keynote II Pamela Meyer, Founder, Calibrate, Inc
6:30 PM - 9:30 PM	Private Off-Site Dinner



JOIN US IN NASHVILLE

2024 Registration will close at 250 attendees.

WHEN & WHERE

Elevate | April 29 - May 1, 2024 | W Hotel Nashville

Secure your spot now by emailing curators@bisnow.com for access to the registration portal.

REFERRALS

If you have peers or colleagues that should be considered, please send referrals to us at curators@bisnow.com

■ Additional questions?
Email curators@bisnow.com or call (913) 645-0727

