

European Residential Product Council Agenda

12 September 2018, Dublin, Ireland

At a glance:

Date	12 September 2018
Event time	10:00 – 17:00
Location	William Fry, 2 Grand Canal Square, Dublin 2, D02 A342
Chair(s)	Nick Jopling, Senior Partner, Square House Consultancy Xavier Jongen, Member of the Board, Catella Real Estate AG

Can Innovation help make housing more affordable?

Programme:

10:00	Welcome from Chairs
10:15	Opening Keynote Robert Luck, Chief Executive Officer, Top Hat Corporate Ltd
11:00	Panel Discussion: Can innovation lead to affordable new housing supply? Chair: Nick Jopling, Senior Partner, Square House Consultancy David Woodward, President, Global Apartment Advisory
11:30	Coffee Break
12:00	How does affordability link to risk and fragility of investment portfolios? Brian Klinksiek, Senior Vice President, Director of European Investment Research, Heitman
12:15	Panel: How does affordability link to risk and fragility of investment portfolios? Chair: Xavier Jongen, Member of the Board, Catella Real Estate AG Gary Corrigan, Managing Director, Hines Brian Klinksiek, Senior Vice President, Director of European Investment Research, Heitman
13:00	Lunch
13:30	Transfer to Hansfield Wood
14:15	Site tour: IRES REIT- Hansfield Wood Alan Kavanagh, Senior Operations Director, IRES Garrett Dorrian, Development Manager, IRES
15:45	Transfer to William Fry
16:30	Wrap up and gathering on what does the council do next?
17:00	Close

EUROPEAN COUNCILS: MEMBER PRINCIPLE

Thank you for joining a European Council.

We hope you will agree that the value of the Council experience is determined by the quality and participation of its members and to protect this status we have outlined ten principles of Council membership which we hope will help you and others get the best from your Council membership.

1. **OPEN, HONEST DIALOGUE:** Come to Council meetings ready to participate openly and honestly with specific, detailed information and experience from your current real estate practice.
2. **CONFIDENTIALITY:** Everything discussed within a Council is kept completely confidential by all Council members. This is the foundation that makes open and honest sharing of detailed information and experience possible. Violation of this principle will result in immediate expulsion from your Council.
3. **REAL DEALS, REAL NUMBERS:** The key to truly valuable interaction between the Council members is the sharing of real deals and real numbers, successes as well as lesson learned.
4. **RESPECT FOR OTHERS:** Help make discussions productive and high value by respecting the views and opinions of your fellow council members, even if you don't necessarily share them.
5. **NO SELF PROMOTION:** Councils members are all highly successful real estate professionals. Self-promotion and pitching do not add value for your fellow council members. Keep your presentations and discussions aimed at delivering real take home value for your peers, not your business.
6. **NO CELL PHONES OR BLACKBERRIES:** It should go without saying that you cannot be fully engaged in your council while checking your email. Councils will have breaks designed to allow members to check in and stay connected.
7. **ATTEND EVERY MEETING AND ATTEND ALL DAY:** Of course, we recognise there will be exceptions to this but as a Council member you have been chosen for the value your unique background and experience brings to the Council. Missing a Council meeting therefore reduces the value for every member of your Council.
8. **RECRUIT THE BRIGHTEST AND THE BEST:** You will often come into contact with new leaders in the industry who have exciting new products, ideas and best practice that would add value to your Council. Please refer these new leaders as guests to your Council, sponsor them for Council membership and work with your Council leadership to help them become future members of your Council.
9. **PARTICIPATE IN ULI AND ULI LEADERSHIP:** Council members are expected to be active participants in ULI's mission of providing leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. Your involvement in ULI provides excellent opportunities to network and to learn both within and beyond the boundaries of your industry segment.
10. **CONTRIBUTE TO ULI AT A NATIONAL COUNCIL LEVEL:** Your experience at a pan-European level will be of interest at a domestic level. Please contact your National Council Chair to see how your input could best be utilised to help real estate professionals in your local market.