

2023

INTERSECTIONS

CARMA • CCM • NAIOP • ULI • SIOR • CREW • IREM
Connecting Inspiration, Ingenuity & Commercial Real Estate

THURSDAY, OCTOBER 5, 2023

THE EVENT CENTER AT SANDIA GOLF CLUB
30 Rainbow Rd, Albuquerque, NM 87113

To Register
Scan:



6 Continuing
Education Credits*



Ken Gronbach

Charting the Course through Demographic Change

Ken will bring you into his world of counting people! An internationally respected demographer who has been able to forecast societal, commercial, economic, cultural and political phenomena with uncanny accuracy, Ken will present a wildly funny and fascinating presentation of an in-depth analysis of demographic theory as it relates to continents and countries throughout the world. Ken's unusual blend of marketing savvy and common-sense demography, based on over 20 years of proprietary demographic studies, sets him apart. What nations are demographically doomed and which ones will dramatically prosper? How will the workforce change? Why is a nation's demographic dependency ratio so important? **Learn this and more at Intersections' 2023 Keynote Breakfast to be held in Ballroom D at the Hotel – registration and breakfast begins at 7:30 am.**

Keynote Breakfast
8:45 AM - 9:45 AM



Jill Sharp

Game Changers – Energy – Optimize Your Performance

How often do you feel drained and exhausted at the end of the day? Do you struggle with prioritizing what matters most to you as you respond to everyone else's urgencies? In the face of 24/7 demands and distractions, we can feel like there aren't enough hours in the day and that burnout is inevitable. Through this course, we'll learn why energy impacts our performance in all areas of our lives, make the connection between what we do daily and what is most important, and learn how to expand our energy capacity through training.

Session I
10:15 AM - 11:15 AM



Phil
Prevender



Montgomery
Dillavou

Piggy Bank or Golden Goose? LLC – S CORP – INC – What Should I be?

Knowing how to meet financial goals aren't skills that come naturally to everyone. Do you put your money in a piggy bank or do you have a golden goose that keeps laying those golden eggs? Join us for a discussion of financial planning concepts and accounting guidelines for W2 and 1099 employees, as well as, a financial market update and changes in tax laws, including the Secure Act 2.0.-overview, rules and limits. Learn the pros and cons of an LLC, S Corp, or corporation... what's best for you.

Session II
11:30 AM - 12:35 PM

*1 RE CE Credit Pending Approval



Laura Anderson
AIA, NCARB, ICC
Studio Southwest Architects
Principal/Senior Architect



Renn Halstead
FBT Architects
Associate Architect



Will Gleason
Dekker/Perich/Sabatini

One Step at a Time - Improving our Community

Lunch Break
12:35 PM - 1:55 PM

In 2022, ULI New Mexico engaged ABQ City Councilors and the City of Rio Rancho to pitch underutilized sites in their District which could be considered for redevelopment using ULI unique resources. Over the past year, ULI has held design charrettes which will be presented at Intersections 2023! See how these sites can positively impact the surrounding community and spur economic opportunities.

**1 RE CE Credit Pending Approval*



Jill Sharp

Game Changers – Negotiation Maximize Your Influence

Session III
1:55 PM - 3:00 PM

Negotiators use a variety of techniques to get what they want. For example, they master the art of the pausing, whether for a brief moment or for several days or even for several weeks. They ramp up their curiosity to overcome obstacles during a negotiation. They are highly aware of their body language and tone of voice, and they convey a sense of calmness and confidence. They keep the process moving when it feels stalled out, so they can get to the final close. In this 1 hr course, you will learn some of the best practices negotiators should use to enable you to build stronger relationships, increase margins, and close better deals more quickly.



Darin Mellott

Shifting Landscapes: Property Markets Amid Uncertainty

Session IV
3:15 PM - 4:25 PM

A macro look at the U.S. commercial real estate market landscape and the political and economic issues that will continue to shape market dynamics. From upcoming elections to the future path of monetary policy and capital flows, we will examine the factors and issues that will define the outlook.

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