

CORENET GLOBAL PRESENTS

# EVOLUTION REVOLUTION

THE GLOBAL FUTURE OF CRE

**27** JUNE  
2013

AUCKLAND  
SYMPOSIUM

VIADUCT EVENTS  
CENTRE

# FASTER FORWARD



---

**Colliers International** would like to welcome all delegates to the **2013 CoreNet Global symposium**

---

Come and **accelerate your success** in our racecar at the Colliers International CoreNet Global Symposium stand.

Some show up just to rev their engine. We're focused on pulling ahead, putting the pedal to the metal, to help our clients race forward with integrated corporate real estate services, top talent and a unified global brand.

**We've got the inside track on service to accelerate your success.**

Contact your corporate real estate experts on 0800 265 543

[www.colliers.co.nz](http://www.colliers.co.nz)



## 2013 SYMPOSIUM OUR SPONSORS

### DIAMOND SPONSORS



### EMERALD SPONSORS



### RUBY SPONSORS



### SAPPHIRE SPONSORS



### PEARL SPONSORS



### SUPPORTERS



## CONTENTS

Looking Forward	06
Welcome to the 2013 Corenet Symposium	07
Information on Registering	09
Programme Thursday 27th June	11
General Session 1: Frank Duffy CBE	12
General Session 2: Google's User Focused Workplace	16
Concurrent Workshop 1: Part 1 – The nuts & bolts of NABERSNZ	20
Concurrent Workshop 1: Part 2 – Petroleum & Sustainability – Oxymoron or Opportunity	22
Concurrent Workshop 2: Part 1 – Government Accommodation Workplace Update	24
Concurrent Workshop 2: Part 2 – Christchurch Update	26
General Session 3: Lead with Wisdom	28
Corenet Membership	30
CoreNet/Property People Executive of the Year Award 2013	34
New Zealand Chapter Information	38
Notes	42

## LOOKING FORWARD

CORENET GLOBAL PRESENTS

# EVOLUTION REVOLUTION

THE GLOBAL FUTURE OF CRE

The 2013 Symposium is about bringing the best of international ideas and practices to New Zealand. The theme is evolution or revolution – the global future of CRE.

CoreNet Global and our sponsors are excited by the calibre of speakers who will be presenting at the Symposium on 27 June.

Covering topics from how to create the most innovative work environments possible to connecting buildings and their use. Information Technology and intelligent buildings are highlighted along with achieving optimal productivity and performance. It's all here.

We explore what is happening globally and what does it mean for New Zealand?

Locally, the Symposium features workshops on:

- The nuts and bolts of NZ NABERS - presented by Alex Cutler
- Petroleum and Sustainability – Oxymoron or Opportunity – presented by Gail Calder
- Government Accommodation Workplace Consolidation – presented by David White
- Christchurch Update – CCCU Tenants, Land Acquisition – presented by Jonathan Lyttle

Mark Strom, who has presented in Australasia, Belgium, Canada, USA and Singapore and elsewhere will close out the formal sessions with his insights on Leadership.

With over 250 delegates attending last year, this year looks set to see another outstanding turnout of corporate and property industry leaders, and you won't want to miss the networking opportunities – with a sparkling pre-symposium soiree the night before and many networking opportunities on the day. There are opportunities to learn, interact and enjoy the evolution of CRE.

Come and join us for this year's CoreNet Global Symposium at the stunning Viaduct Events Centre on Auckland's waterfront – it looks set to be the best yet!



## WELCOME TO THE 2013 CORENET SYMPOSIUM



**Bob Bull**

Chair, New Zealand

Corenet Global

### WELCOME TO THE 2013 CORENET SYMPOSIUM

The nature of work is ever changing. The way we work today is very different from how we worked even a short time ago.

We must question the role of the workplace in these changing dynamics.

Workplace professionals are actively engaged in research to support workplace solutions that squarely address how work occurs and how to create solutions that redefine the role of the workplace.

For this year's Symposium we have searched the globe to bring you the very best workplace leaders and there is simply none better than our keynote speaker, Frank Duffy CBE. There is no doubt that without Frank Duffy and a few others like him, we would not have the multitude of exciting workplaces that we enjoy today and the term 'workplace strategy' might simply refer to the quickest way out of the office!

At the cutting edge of workplace today we have Christian Hurzeler of Google giving us insights into the thinking and key drivers behind Google's workplace strategy and what counts as success in a company like Google.

We also look forward to Mark Strom's session on Leadership. The skills we have developed over our working lives can be enhanced with the key information and tips Mark's research will offer us.

Every part of this year's Symposium has been planned to beat all of those gone before. We aim to exceed attendees' expectations in:

- New thinking
- Leading practices and learning
- Relevance
- Networking opportunities and enjoyment

I invite you to join us at the 2013 NZ Symposium. See you there.

Yours, most excited!

**Bob Bull**

NZ Chapter Chair





## Stay on top with Vision & SPM

When you have a hundred things to do at once, it's hard to stay on top of it all. Our **corporate real estate, facilities and asset management software** makes order out of chaos, and gives you back control. You'll see your portfolio more clearly, and have more time to focus on the big picture.

**"VisionCRE is a world-class solution that gives us the ability to provide a highly-customised service to a range of clients in diverse industry sectors. Their solutions are a generation ahead of the competition, and we're delighted with our choice."**

Brookfield Johnson Controls

Organisations we've helped include:

- ANZ National Bank
- CentrePort Wellington
- Colliers International
- Darroch
- Foodstuffs
- KiwiRail
- Prime Retail
- Tainui Group Holdings
- The Warehouse
- Westpac Bank
- Z Energy
- Turners and Growers
- Wesley Mission
- Society of St Vincent de Paul (NSW)



Call Diane Stanbra on +64 9 358 1300 or +64 21 747 885  
or email [diane.stanbra@visionsoftware.com](mailto:diane.stanbra@visionsoftware.com)

Call David Long on +64 921 4077 or +64 21 913 342  
or email [david.long@spmassets.com](mailto:david.long@spmassets.com)

**Proud sponsors of the CoreNet Global Symposium**

## INFORMATION ON REGISTERING

### ONLINE REGISTRATION

Visit [www.corenetglobal.org.nz/symposium](http://www.corenetglobal.org.nz/symposium) to register for the 2013 Auckland Symposium.

For enquiries about registration please contact The Conference Company, either by email [corenet@tcc.co.nz](mailto:corenet@tcc.co.nz) or telephone 09 360 1240, or contact Nigel Rye by email [nigel@corenetglobal.org.nz](mailto:nigel@corenetglobal.org.nz) or mobile on 021770076.

### PRE SYMPOSIUM SOIREE -

**WEDNESDAY 26TH JUNE AT 6PM**

**Brought to you by Jones Lang LaSalle**

Hosted at Viaduct Events Centre, Halsey Street, Wynyard Quarter, Auckland Central. Ticket included with Symposium registration.

Additional tickets are \$95 per person including GST members and non-members. To register, visit the CoreNet NZ website.

### SYMPOSIUM REGISTRATION FEES

All prices are per person, in New Zealand Dollars and exclude 15% GST.

CoreNet Global Members Symposium Registration	Standard until 31 May	Last Minute from 31 May
Member registration	\$330.00	\$420.00
Academic / Student Member	\$75.00	\$105.00

Non-Members Symposium Registration	Standard until 31 May	Last Minute from 31 May
Non-Member registration	\$580.00	\$745.00
Non-Member multiple registrations (this discount is applicable for 3-7 registrations per company)	\$535.00	\$675.00
Academic / Student Non-Member	\$75.00	\$105.00

### DEFINITIONS:

**Academic** – Educators who spend not less than 80% of their time teaching in the field of real estate or real estate related education.

**Student** – Students must be full-time or active degree candidates in real estate or related fields.

## CORENET GLOBAL NEW ZEALAND

TOGETHER WITH THEIR VALUED SPONSORS  
WOULD LIKE TO INVITE YOU TO JOIN THEM FOR A

# PRE-SYMPOSIUM *Soirée*

BROUGHT TO YOU BY



JONES LANG  
LASALLE®

*Real value in a changing world*

ON WEDNESDAY 26<sup>TH</sup> JUNE FROM 6PM  
AT THE VIADUCT EVENTS CENTRE

PLEASE RSVP TO  
**HELEN@CORENETGLOBAL.ORG.NZ**  
BY 21ST JUNE

## PROGRAMME THURSDAY 27TH JUNE

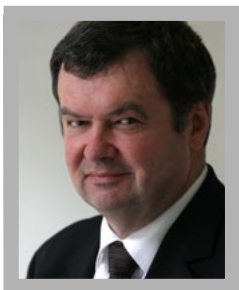
REGISTRATION DESK OPEN: 7:30AM

SYMPOSIUM BEGINS: 8:30AM

8:30am - 9:00am	<p>OPENING ADDRESS - BLESSING <b>Bob Bull</b> - CoreNet Chapter Chair New Zealand</p> <p>OPENING &amp; INTRODUCTION</p>	
9:00am - 10:30am	<p>GENERAL SESSION 1 <b>Frank Duffy CBE</b> A Time and a Place for Everything</p>	
11:00am - 12:15pm	<p>GENERAL SESSION 2 <b>Christian Hurzeler</b> Google's User Focused Workplace</p>	
12:30pm - 2:30pm	Lunch & Entertainment	
2:30pm - 3:30pm	<p>CONCURRENT WORKSHOP 1 <b>Part 1</b> The nuts &amp; bolts of NABERSNZ <b>Part 2</b> Petroleum &amp; Sustainability Oxymoron or Opportunity</p>	<p>CONCURRENT WORKSHOP 2 <b>Part 1</b> Government Accommodation Workplace Update <b>Part 2</b> Christchurch Update</p>
4:00pm - 4:15pm	<p>KATE LANGAN CORENET UPDATE TRACY WALDORF</p>	
4:15pm - 5:15pm	<p>GENERAL SESSION 3 <b>Dr Mark Strom</b> Lead with Wisdom</p>	
5:15pm - 5:30pm	Closing	
5:30pm - 7:30pm	Colliers Cocktails	



**Speaker:**  
Frank Duffy CBE  
Founder of DEGW



**Moderator:**  
Chris Alcock  
Principal of SpaceLogic

## A TIME AND A PLACE FOR EVERYTHING

### SYNOPSIS:

The adjectives, “smart” and “intelligent” are applied to office buildings and sometimes even to entire cities. Clever building systems are automated to respond to external factors such as climate or to internal factors such as patterns of use. It is the responsibility of owners and users to make sure that they are smarter than their buildings and use them purposefully to further their own and society’s interests. Technological innovations affect the environmental performance of buildings, lessons include:

- 1 It is far more ecologically sound to work with nature than against it
- 2 Technology develops rapidly but not always in a benign direction
- 3 Energy resources are by no means unlimited
- 4 More intelligent design and technological solutions can be invented
- 5 However, the successful adoption of such technological solutions depends upon user education and behavioural change and
- 6 Not all contextual, political, economic, social and technological developments can be anticipated

Frank Duffy will present research and his experiences in covering:

- Intelligent Buildings and Smart Cities
- Information Technology and Intelligent Buildings
- Facilities Management and the Development of the Internet
- Redesigning the Relationship between Supply and Demand
- Connecting Buildings and Their Use

### PRESENTING: FRANK DUFFY

Frank Duffy CBE is a British architect, a founder of DEGW, the international architectural and design practice best known for office design and workplace strategy and, more recently for advanced thinking on the programming of educational and arts facilities. Duffy is particularly noted for his work on the future of the office and the flexible use of space.

He was president of the RIBA from 1993-95. He was appointed a Commander of the Order of the British Empire in the New Year Honours 1997. In 2004, he received the BCO (British Council of Offices) President’s Award for Lifetime Achievement and in 2008 was named by Facilities Magazine as one of 25 Pioneers of Facilities Management in the UK. He is currently on the Board of Trustees of The Architecture Foundation.

In the 1960s, Duffy was responsible for introducing Bürolandschaft (office landscaping) into the English-speaking world. His doctoral research at Princeton was focused on the mapping the relationship between organisational structure and office layouts. In the 1970s, he was one of the pioneers who introduced North American practice in Space Planning and Facility management into Europe.

He coined the concept of “Shell, Services, Scenery and Sets”(or Shearing layers), the analysis of buildings and building components in terms of layers of longevity in order to facilitate the accommodation of technological and organisational change. This concept was later elaborated by Stewart Brand in his book *How Buildings Learn: What Happens After They’re Built* (Brand, 1994). In the 1980s Duffy and his DEGW colleagues initiated the ORBIT (Office Research: Buildings and

Information Technology) into the impact on office design of advances in Information Technology.

This research had a substantial impact initially on key British office projects such as Broadgate and Stockley Park and then on office design worldwide. More recently Duffy’s interests have focused on the challenges that increasing reliance on virtual communications is bringing into urban design – asking the question...

*“In an increasingly virtual world what arguments can architects and urbanists use to justify spaces & places?”*

### KEY TAKEAWAYS

Frank Duffy will challenge us to think in terms of:

- Intelligent Buildings and Smart Cities
- Information Technology and Intelligent Buildings
- Facilities Management and the Development of the Internet
- Redesigning the Relationship Between Supply and Demand
- Connecting Buildings and Their Use

## Kiwi Income Property Trust



<b>\$2.08b</b> TOTAL PORTFOLIO VALUE	<b>6</b> SHOPPING CENTRES	<b>5</b> OFFICE BUILDINGS	<b>341,616</b> TOTAL PORTFOLIO NLA [sqm]
--	---------------------------------	---------------------------------	--

Kiwi Income Property Trust is New Zealand's largest listed property trust, with \$2.08 billion invested in a portfolio of retail assets and prime office located throughout New Zealand. The Trust listed on the New Zealand Stock Exchange in December 1993 and is a member of NZX 10 Index.

**For leasing opportunities contact...**

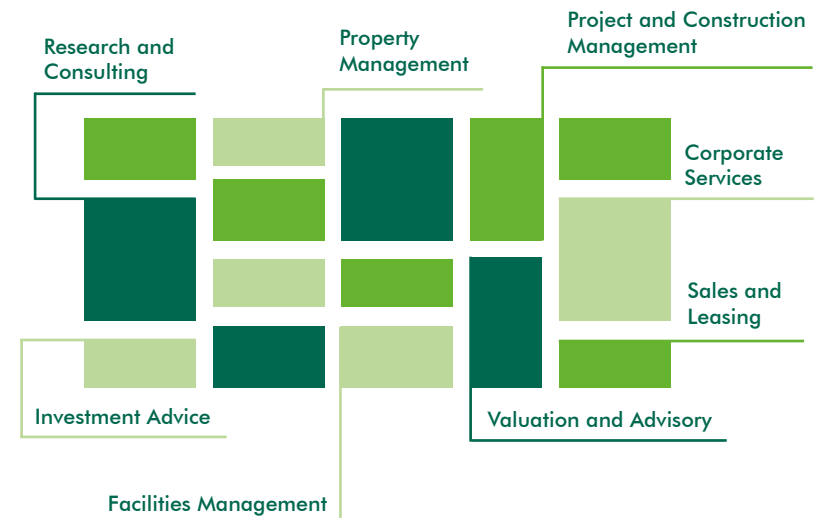
**email:** [info@kipt.co.nz](mailto:info@kipt.co.nz) **tel:** +64 9 359 4000 **web:** [www.kipt.co.nz](http://www.kipt.co.nz)

All statistics as at 31 March 2013



KIWI INCOME  
PROPERTY TRUST IS  
MANAGED WITHIN  
**Colonial**  
**First State**  
Global Asset Management

## YOUR COMMERCIAL PROPERTY CONNECTOR



**Connecting you with the right  
insight, experience and resources  
for your property decisions.**

[www.cbre.co.nz](http://www.cbre.co.nz)

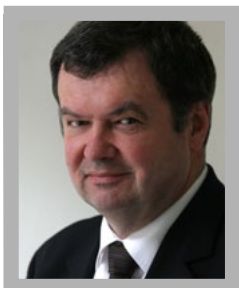
**CBRE**



# GOOGLE'S USER FOCUSED WORKPLACE



**Speaker:**  
Christian Hurzeler  
Google



**Moderator:**  
Chris Alcock  
Principal of SpaceLogic

## SYNOPSIS:

It's difficult to believe that Google is only 14 years old and started out as a doctoral research project. The company's constant expansion and inventiveness have made it one of the world's most dominant technology companies. It's the powerhouse brand of the new century and Google is leading the revolution in real estate too.

Christian Hurzeler's Presentation Title is:  
**Healthy Buildings, Healthy People: Google's User Focused Workplace Design**

Creating the healthiest work environments possible are paramount to achieving optimal levels of employee productivity, happiness, and performance. Why does putting the user first when it comes to workplace design help support and facilitate innovative thinking, experimentation, creativity and efficient team work? From concept through design, construction and operations, how can the building industry positively impact the health and well-being of employees?

And how did they get a double decker bus four storeys up? And why?

## PRESENTING: CHRISTIAN HURZELER

Christian Hurzeler joined Google in 2010 and is responsible for the delivery of projects in Google's EMEA portfolio (that is Europe, Middle East and Africa).

Christian holds a Bachelor of Art and Design with Honours from the Auckland University of Technology where he majored in User Centered Design principles. He has 11 years of Project Delivery experience ranging from new build construction to master-planning projects to his current role which focuses on Tenant Improvements for office fit-outs, Capital and Resource Planning and Design Management.



## KEY TAKEAWAYS

Christian Hurzeler will challenge us to think in terms of:

- How can we create healthy work environments?
- How can we achieve optimal levels of employee productivity, happiness, and performance.
- How can we support and facilitate innovative thinking, experimentation, creativity and efficient team work?
- How can the building industry positively impact the health and well-being of employees?

## MODERATING: CHRIS ALCOCK

Chris Alcock is Principal of SpaceLogic and a leading exponent of workplace innovation and change in Australia and New Zealand.

Chris has a broad portfolio of current projects focused on space, technology and process innovation. His current projects include the implementation of a national workplace strategy for QBE Insurance, workplace strategies for the ACT Government and the Victorian Department of Primary Industries, infrastructure masterplanning for the University of Otago, change management for Queensland University of Technology, masterplanning advisory services for Victoria University of Wellington and research, workplace and teaching and learning accommodation strategies for Macquarie University in Sydney.

WORK   
REST   
SHOP   
PLAY   
DINE   
FLY. 

These are just a few of the reasons that relocating to the Auckland Airport Business District is a very good idea. Our premium business district is much more than just 'close to the airport'. Facilities include gyms, supermarkets, restaurants, hotels, bars, a doctor, cafes, a bank, golf course and even a boutique function venue.

It's easy to get here. More than 54% of Auckland workers live within a 30 minute drive of the airport, and when they arrive, there's unlimited employee parking. It's also easy to leave – international and domestic airports are just minutes away.

With a flexible approach to development and a wide variety of land uses, space options and design and build packages, Auckland Airport Business District is a great place to do business.



Let's talk +64 9 255 9180



[www.aucklandairport.co.nz](http://www.aucklandairport.co.nz)

**A** | Auckland Airport  
Business District

## CONCURRENT WORKSHOP 1: PART 1 – THE NUTS & BOLTS OF NABERSNZ



**Speaker:**  
Alex Cutler  
New Zealand Green  
Building Council

### SYNOPSIS:

NABERS – National Australian Built Environment Rating System ([www.nabers.govt.au](http://www.nabers.govt.au)) has revolutionised the commercial property industry in Australia. State governments have mandated disclosure of NABERS ratings and tenants are reaping the benefits of understanding how their building performs and reduced operating costs, along with reduced emissions. Now, the Energy Efficiency and Conservation Authority (EECA) in collaboration with the New Zealand Green Building Council (NZGBC) is launching the commercial energy performance tool here – it will be called NABERSNZ™.

Office tenants control around 50% of the energy use in their buildings. This is both a challenge and an opportunity. While energy costs can be significant, so are the opportunities to make simple changes that achieve great savings. NABERSNZ allows tenants to measure, monitor and improve their energy use yearly on an easy to understand star scale. Your NABERSNZ tenancy rating can also be used to demonstrate to your stakeholders your company's commitment to the environment and how your energy efficiency strategy is helping your tenancy to move to a higher NABERSNZ rating. NABERSNZ is about a journey not a once off rating.

The time to prepare for this tool is now.

NZGBC joins us to discuss the evolution and market context of NABERSNZ, the opportunities and challenges for you, how it has impacted the Australian property market, and she will touch on some of the things you need to know about this important new rating tool.

### PRESENTING: ALEX CUTLER

Alex Cutler is the Chief Executive of the New Zealand Green Building Council, is a Director of Homestar (the residential rating tool) and sits on the Construction Industry Council. This year's strategic priorities of the NZGBC include: the introduction of the NABERSNZ building performance rating tool into the New Zealand market and a focus on influencing the rebuild in Canterbury, amongst others. The organisation is responsible for the introduction of the Green Star suite of rating tools that has influenced the growth of green building in New Zealand, and the vision of the organisation is to encourage, inform and support New Zealanders to live, work and play in healthy, efficient, productive and environmentally sustainable buildings.



**Moderator:**  
Craig Coote  
Westpac



**Speaker:**

Gail Calder

Z Energy

**SYNOPSIS:**

This is a story of a New Zealand company and its sustainability journey. At Z, sustainability means acting in a way that benefits the future of the neighbourhood's it operates in, the planet that carries us all while at the same time sustaining the long term future of the company.

Z has declared that it will make a tangible contribution to sustainability in New Zealand by 2015 through using less, wasting less; reducing our carbon footprint and that of our key suppliers/partners; and reducing New Zealand's reliance on fossil fuels.

These are high ideals in a business type that could engender scepticism – hear how the facts are otherwise.

**MODERATING: CRAIG COOTE**

Craig was born, raised and educated in South Africa completing a Property Degree at (UNISA) - The University of South Africa. His career includes 16 years in Asset and Portfolio Management for Retail, Commercial and Industrial teams including working for Investec, South Africa's largest property owner at the time.

Craig relocated to New Zealand in April 2008 and joined Westpac as a Senior Property Manager where he currently manages the National Corporate Portfolio.

**PRESENTING: GAIL CALDER**

Gail Calder, Z Energy – Gail is the Asset Manager and a member of the Senior Leadership Team at Z Energy. She has over 30 years' experience in New Zealand covering property valuation, portfolio management, the development and implementation of real estate strategies, project directorship, and the leadership of corporate business units.

Gail's qualifications include a Diploma in Valuation and Master of Business Administration from Auckland University and is in the process of completing a Masters in Corporate Real Estate from Corenet Global and has a proven track record of setting a clear direction, generating options for the future, creating value and delivering results, building strategic partnerships and having a passion for what she does.

Gail is also a board member of the NZGBC. She is ideally placed and qualified to explain Z Energy's sustainability challenges, solutions and journey.

**Moderator:**

Craig Coote

Westpac



**Speaker:**

David White

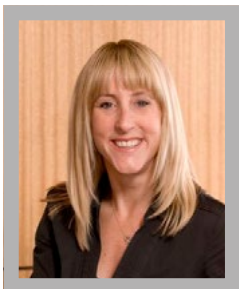
Company TBC

**SYNOPSIS:**

David will cover the background to the establishment of the Property Management Centre of Expertise (PMCoE), its role, and the upcoming challenges and opportunities (for the market and the Government) that will result from the move to a more centralised model of property management within Government.

**PRESENTING: DAVID WHITE**

David was born, raised and educated in New Zealand, competing a BBS and an MBA at Massey University. His career has included institutional property investors and occupiers, as well as 5 years of consultancy with Ernst and Young and Opus International. In 2005 he joined the NZ Treasury, spent two years seconded to parliament as a Ministerial advisor, and left Treasury in 2010 to establish and lead the Government property management Centre of Expertise. He is an occasional sportsman with a blended family of four children.

**Moderator:**

Kirsten Andrews

National Manager of  
Property, Westpac

## CONCURRENT WORKSHOP 1: PART 1 – CHRISTCHURCH UPDATE



**Speaker:**  
Jonathan Lyttle  
General Manager  
Colliers International

### SYNOPSIS:

Jonathan Lyttle, General Manager Colliers International, Christchurch will present an update on the Christchurch market, particularly related to the CBD.

Commentary will include observations about:

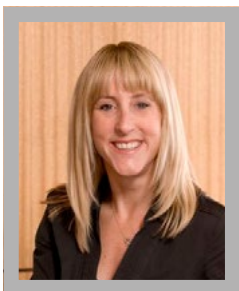
- Outline development plans – is the process working and for whom?
- Valuation issues – a battle looming?
- Will compulsory acquisition be required?
- Tenant response – waiting or leading? Will the suburbs be the winner?
- What happens next?

### MODERATING: KIRSTEN ANDREWS

Recently promoted to National Manager of Property for Westpac New Zealand Ltd, Kirsten has an extensive background in Property. Prior to her promotion she was a Senior Property Manager at Westpac responsible for the South Island portfolio. During this time she was involved with many aspects of the property portfolio arising from the Christchurch earthquakes and for the property strategy for this region. Prior to Westpac, Kirsten worked at Cooper and Company as a Development Manager responsible for a number of projects. She has also managed the retail assets for Auckland International Airport and as was a Centre Manager at Westfield for the last four of her ten years at Westfield New Zealand Limited.

### PRESENTING: JONATHAN LYTTLE

Jonathan is General Manager of Colliers International in Christchurch and is one of the company's most successful brokers. Highly committed to the central city rebuild, he has led a collaborative initiative of major office occupiers to identify the priority CBD areas to which they would like to return. Jonathan has been involved in some of the most significant deals post-earthquakes, including: the former Press site including the Cathedral Square property; 88 Langdons Rd sale and subsequent lease; HSBC Tower; and 55 Shands Rd. In his capacity as head of office leasing, Jonathan has ensured Colliers has secured exclusive brokerages with many high profile occupiers seeking to return to the central city.



**Moderator:**  
Kirsten Andrews  
National Manager of  
Property, Westpac

## GENERAL SESSION 3: LEAD WITH WISDOM



**Speaker:**  
Dr Mark Strom



**Moderator:**  
Rob Bird  
National Director,  
Colliers International

### SYNOPSIS:

Mark Strom is all about leadership. Mark has spent a long time learning how good leaders become great leaders and he's willing to share his learning with us as our highly-anticipated closing speaker at the CoreNet symposium.

Mark has a rare gift for sparking and animating new conversations. He loves life-giving ideas. He has more than 25 years of extensive high-level experience speaking and leading workshops. He has spoken to global leading firms such as McKinsey & Company and at the Harvard Club (Brussels) and TEDx (Geneva).

Unlocking passion, creativity and intelligence is increasingly understood as the key to success. A people-centered economy is emerging and its currency is meaning. These vital areas necessitate a richer framework of leadership.

Mark Strom finds this framework in wisdom drawing on a rich array of ideas from history. His gift is making these ideas accessible. Mark believes it is wisdom that helps us see every situation as a learning context, nurture a design culture and reputation, execute the hardest decisions with dignity, and gain the respect and commitment of people.

At the heart of Mark's work and talk is a powerfully simple idea: Leadership needs Wisdom. Leadership is the human capacity to touch another's life, to change the world. It takes place in the complex human patterns of language, intent, and meaning. Thus we need to read these patterns (and more) well, discerning which are relevant and helpful, and acting with intent, integrity and care. The ancients called this wisdom.

### PRESENTING: DR MARK STROM

Mark Strom grew up in Sydney, Australia. He studied theology, philosophy and history in Australia and the USA culminating in a PhD in the history of ideas. His research constituted a major study of the roots of modern leadership complexities in the traditions that shaped western thought and society.

Mark has consulted to corporations, NGOs and government bodies on systems thinking, cultural change, learning and leadership. He also has significant first-hand CEO experience. Thousands of leaders have heard Mark's keynote addresses or participated in his leadership seminars in Australia, New Zealand, Asia, North America and Europe.

His book *Arts of the Wise Leader* was published in 2007. Recently Mark spoke at TEDxPlainPalais in Geneva. His next book is titled *Lead from Wisdom: How wisdom transforms good leaders into great leaders* (Wiley, 2004).

### MODERATING: ROB BIRD

A National Director for Colliers International and Head of Tenant Representation and Commercial Leasing for New Zealand.

He has an extensive Tenant Representation background.

Recent significant assignments completed on tenants behalf include ANZ, Russell McVeagh, Bell Gully and Southern Cross

He has a passion for the future workplace and has been pioneering his organisations flexible working trails and initiatives.

### KEY TAKEAWAYS

- How wisdom reframes leadership
- Four patterns of experience every leader faces
- **Pattern 1** How language shapes reality
- How to speak with truthful strength and hope
- **Pattern 2** How new meaning is created in conversation
- How to find and reanimate the core conversation
- **Pattern 3** How relationship is the key to influence
- How to speak with truthful strength and hope
- **Pattern 4** How character steadies the will to face uncertainty
- How to turn engagement upside down

## CORENET MEMBERSHIP



### CORENET

Belong to the one association that gives you the connections and the knowledge you need to advance your career and grow your company.

### BENEFITS:

#### Professional Development

Masters of Corporate Real Estate

Senior Leader Corporate Real Estate seminars and certificate program

Seminars and certificate program (Technical Series)

#### Connections

Reduced costs of attendance at the annual Symposium and Symposiums in other countries.

Subscriptions to CoreNet Global magazine 'The Leader'. Free attendance to all Forums (usually 12 per year including a networking drinks evening).

#### Knowledge

Access to the 'Knowledge Centre' which is an internet based library of thousands of articles, research and information from around the world. Access to monthly 'webinars' which tap into current trends, original research, best practices, new business models and case studies.

### Awards

The Global Innovators Award highlighting industry best practices. The CoreNet Property people CRE Executive of the Year Award.

CoreNet Global provides you with the connections, knowledge and recognition you need to advance your career and grow your company through the world's leading global network of corporate real estate and workplace professionals.

Located in 25 countries, with 50 locally based chapters, CoreNet Global supports its 7,500 global members through multiple knowledge sharing and networking channels delivered throughout the globe.

### NZ CHAPTER MEMBERSHIP CONTACT

#### Kirsten Andrews

Westpac Bank

Email: [membership@corenetglobal.org.nz](mailto:membership@corenetglobal.org.nz)

### BELL GULLY

## EXPERIENCE AT ANOTHER LEVEL

Sound commercial advice and premium service – that's what Bell Gully clients rely on to achieve their business and project objectives.

Whether it be construction, infrastructure, development or leasing – the Bell Gully property team has the experience to get the job done.



**Jane Holland**  
PARTNER

DDI 09 916 8983  
MOB 021 706 129

[jane.holland@bellgully.com](mailto:jane.holland@bellgully.com)



**Tom Bennett**  
PARTNER

DDI 09 916 8789  
MOB 021 622 228

[tom.bennett@bellgully.com](mailto:tom.bennett@bellgully.com)



**Hugh Kettle**  
PARTNER

DDI 04 915 6929  
MOB 021 390 478

[hugh.kettle@bellgully.com](mailto:hugh.kettle@bellgully.com)



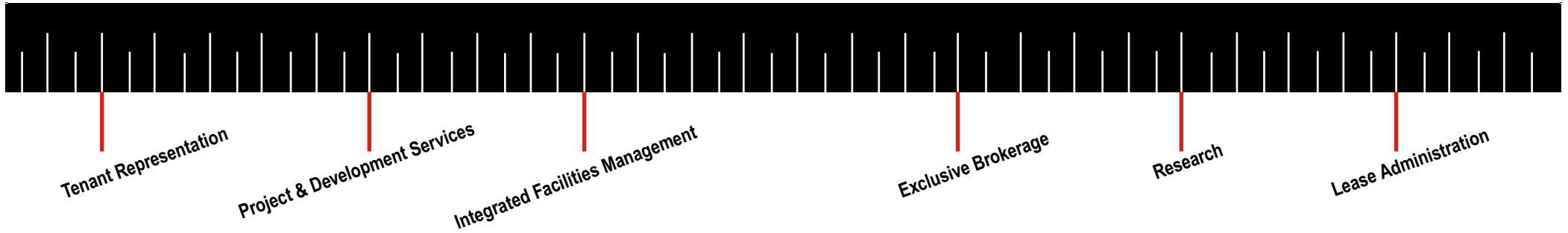
**Andrew Petersen**  
PARTNER

DDI 09 916 8622  
MOB 021 684 533

[andrew.petersen@bellgully.com](mailto:andrew.petersen@bellgully.com)

To learn more about our Property expertise and team please visit  
[www.bellgully.com/property](http://www.bellgully.com/property)





## How can Jones Lang LaSalle

### Where do I *Start*?

- Integrated Transaction Management
- How to time your move



### Staying ahead of the *Market*

- Essential market Intel
- Leasing tricks for tenants



With real estate typically being one of the top costs in a company, having the right real estate partner is critical to business performance. Real estate strategy, well-delivered, can provide significant cost savings to a corporation. Getting it wrong can mean loss of competitive advantage, costly penalties, and adverse effects on business productivity.



Real value in a changing world

Call our tenant solutions team on +64 9 366 1666 |

## help you as a *Tenant*?

### Workplace *Strategy*

- How do I want my people to work?
- How do I retain staff?
- How do I increase productivity?



### After you've *Moved In*

- Integrated Facilities Management services
- Multi site services
- Lease administration



Our Corporate Solutions specialists leverage extensive real estate experience and industry knowledge to drive value across the entire real estate life cycle. They are able to deliver seamlessly across a single project or multiple geographies.

**If you are serious about generating cost saving for your business, call us today!**

[www.joneslanglasalle.co.nz](http://www.joneslanglasalle.co.nz) | <http://www.joneslanglasallesites.com/corporate-solutions/>

## CORENET/PROPERTY PEOPLE EXECUTIVE OF THE YEAR AWARD 2013



**propertypeople**  
property sector recruitment specialists

A critical part of our overall objective in New Zealand is aimed at raising the profile of corporate real estate and recognizing the profession's contributions to enterprise success. To that end, CoreNet New Zealand, with the support of specialist property recruitment company Property People, is again proud to support the New Zealand Corporate Real Estate (CRE) Executive of the Year Award for 2013.

CoreNet is currently seeking nominations for this annual award which will be presented to the corporate real estate executive that you believe have made a major contribution to the profession in New Zealand throughout the past 12 months. This could be through raising the profile of the industry, successfully leading a major project or generally earning the respect of his/her peers.

This prestigious award is to be presented at the CoreNet Global Annual Symposium on 27 June 2013 where the winner will also receive a travel voucher worth \$1,500.

We encourage you to nominate someone you believe deserves this award. We are equally interested in young leaders who are setting an example for all in our community.

### AWARD NOMINATION CRITERIA

#### Who can nominate for the CRE Award?

Award nominations may be drawn to the attention of the Awards Committee in any of the following ways:

- 1 The Committee may conduct an independent survey;
- 2 Any member of CoreNet may commend an applicant to the Awards Committee at any time;
- 3 Any member of CoreNet may submit evidence of his/her own suitability as an applicant.

#### How will the Awards Committee decide?

The Awards Committee shall make a decision on the Awards nomination having regard to the relevant criteria applying to the award. You must

include the name of the recipient, the name of the nominator (can be the same person) and the reasons for nomination. Please note that all decisions made by the Awards Committee are final and discussions will not be entered into.

#### How will you know if you have been successful?

If you have been successful in your nomination both the nominee and the Award recipient (if different) will be advised confidentially of that success prior to the Awards Ceremony.

The Awards will be presented within the context of the CoreNet Annual Symposium which will be held on 27 June 2013.

#### Enquiries

Should you have any queries please contact Caroline Paulin [caroline@tantallon.co.nz](mailto:caroline@tantallon.co.nz) or 021 411 925 or Bob Bull [bobbull@xtra.co.nz](mailto:bobbull@xtra.co.nz) or 021 612 093.

#### Due Date for all Nominations

Nominations are required to be submitted no later than **31 May 2013**. Please note there will be no acceptance of late nominations after 5pm on this date.

Nominations must be emailed to Bob Bull at [bobbull@xtra.co.nz](mailto:bobbull@xtra.co.nz) no later than 5pm.

Past CRE Award winners:

<b>2012</b>	Gail Calder
<b>2011</b>	Murray Dobson
<b>2010</b>	Garry Pellett
<b>2009</b>	Derek Shortt

# Property People is New Zealand's premier specialist property recruitment company.

## Talk to us about finding the right person for your company or the right job for you.

[www.propertypeople.co.nz](http://www.propertypeople.co.nz)

**propertypeople**  
property sector recruitment specialists

Making space  
for people.

To live.  
To work.  
To enjoy.



Paymark



Paymark

[creativespaces.co.nz](http://creativespaces.co.nz)

ARCHITECTS INTERIOR DESIGNERS PROJECT MANAGERS



## Transforming the world of property services

**DTZ and UGL Services are now united under a single brand - DTZ, a UGL company – a name proud in heritage. The new brand represents a key milestone for our company and reflects the creation of a fully integrated, end-to-end global company with a unique platform that is transforming the world of property services.**

DTZ, a UGL company, is a global leader in property services. We offer occupiers and investors around the world with industry leading, end-to-end property solutions comprised of integrated property and facilities management, asset management, building consultancy, major and minor capital works, environmental and sustainability services, leasing agency and brokerage, capital markets, investment, and valuation.

In addition, our award winning research and consulting services provides our clients with global and local market knowledge, forecasting and trend analysis to make the best long-term decisions for their continuous success far into the future.

### GLOBAL COVERAGE

26,000 employees  
47,000 personnel including subcontractors  
52 countries  
208 Office locations  
194 Cities  
298 million sqm management portfolio  
A\$1.7B revenue

### AUSTRALIA & NEW ZEALAND COVERAGE

1300 employees  
70 blue chip clients in public & private sectors  
27,000 + properties represented  
55 million sqm management portfolio  
8,000 + active capital and minor projects pa  
24,000 + leases managed pa  
660,000 + Customer Service Centre help desk enquiries

47,000 PEOPLE | 208 OFFICES | 52 COUNTRIES



Email: [info@dtz.com](mailto:info@dtz.com)  
For further information  
visit [www.dtz.com](http://www.dtz.com)



## NEW ZEALAND CHAPTER INFORMATION

HAWORTH®

### CORENET NEW ZEALAND

#### Chairperson

Bob Bull  
021 612 093  
[bobbull@xtra.co.nz](mailto:bobbull@xtra.co.nz)

#### Executive Manager Symposium Organisation

Nigel Rye  
021 770 076  
[nigel@nigelrye.co.nz](mailto:nigel@nigelrye.co.nz)

#### Treasurer

Doug Snell  
Auckland Transport  
09 447 4602  
[doug.snell@aucklandtransport.govt.nz](mailto:doug.snell@aucklandtransport.govt.nz)

#### Sponsorship

Bob Bull  
021 612 093  
[bobbull@xtra.co.nz](mailto:bobbull@xtra.co.nz)

#### Knowledge Champion

Caroline Paulin  
Tantallon  
021 411 925  
[caroline@tantallon.co.nz](mailto:caroline@tantallon.co.nz)

#### Symposium Programme

Garry Pellett  
09 375 1398  
[garry@garrypellett.co.nz](mailto:garry@garrypellett.co.nz)

#### Events

Kate Horton  
Workplace Strategy and Engagement Consultant  
021 988 749  
[klm@jasmax.co.nz](mailto:klm@jasmax.co.nz)

#### Membership

Kirsten Andrews  
Westpac  
027 447 6414  
[kirsten\\_andrews@westpac.co.nz](mailto:kirsten_andrews@westpac.co.nz)

#### Wellington Leader

Don Smith  
Colliers International  
04 471 8892  
[don.smith@colliers.com](mailto:don.smith@colliers.com)

#### Communications

Helen Davies  
021 1781 384  
[helen@corenetglobal.org.nz](mailto:helen@corenetglobal.org.nz)

#### Relationships Manager

Andrew Tu'inukuafe  
09 353 1071  
[andrew@creativespaces.co.nz](mailto:andrew@creativespaces.co.nz)

## Infinity™

### CO-CREATE YOUR WORKSPACE

The workplace is where we unite, collaborate and create. It's a dynamic environment where diverse people, cultures, ideas and technologies combine. On our journey to make work spaces more intuitive and fluid we've asked questions to get to know you, your team and the unique way in which you work. The answers have formed the foundation of our most innovative solution yet — one that provides a seemingly endless range of work place possibilities.

We'd like to introduce you to Infinity.



EUROPLAN Unit 2B, Ground Floor, 125 The Strand, Parnell, Auckland 09 304 1586  
[haworthinfinity.com](http://haworthinfinity.com) | [haworth-asia.com](http://haworth-asia.com) | [europlan.co.nz](http://europlan.co.nz)



## Sustainable Solutions for facilities maintenance and management

Increasing resource scarcity and environmental degradation mean that being sustainable is smart. OCS' global expertise, capability and genuine commitment to sustainable solutions make us the ideal service partner.



Uniquely, OCS brings together consultancy, operational and performance management capability to deliver end-to-end service solutions with real environmental and cost benefits.

0800 33 23 33  
www.ocs.co.nz

ENVIROCOMP

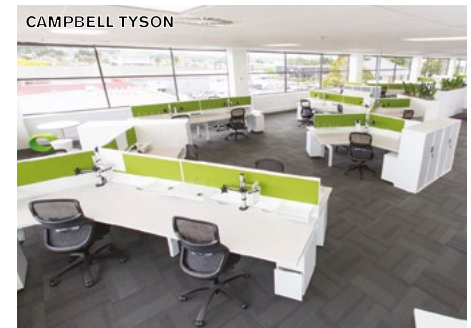


cannon



love  
your  
work

like our clients  
love theirs.



VIDAK  
love your work

NOTES:

NOTES:

# 2013 SYMPOSIUM OUR SPONSORS

## DIAMOND SPONSORS



## EMERALD SPONSORS



## RUBY SPONSORS



## SAPPHIRE SPONSORS



## PEARL SPONSORS



## SUPPORTERS

