

MEETING AGENDA

CORPORATE SERVICES SPECIALTY PRACTICE BOARD OF

SIOR

10:35 AM – 12 Noon, October 28, 2006
Charlotte, NC

Chair: Jim McDonald, SIOR, BCCR
Vice Chair: Kevin Beaudry, SIOR
Committee: Paul Lehrer, SIOR

THE QUEST FOR VALUE

We will explore this topic using two resources: (a) the article published in the 4/6/06 issue of Harvard Business Review by James Anderson, James Narus and Wouter Van Rossum entitled "*Customer Value Propositions in Business Markets*"; and (b) a summary prepared by Paul Lehrer, SIOR, of Lehrer & Feurman, LLC of types of service offerings which may be made by corporate real estate brokers to their corporate clients.

1. **5 Minutes:** Welcoming and introductions by Chair --- Who we are and why we are here. Description and function of the Corporate Services Specialty Practice Board ("What is the opportunity?"). **The purpose** of the Corporate Services Specialty Practice Board: ***To be a resource and education platform for those practicing in the Corporate Services arena.***
2. **30 Minutes:** Panel discussion by panelists made up of SIOR's who will present his/her experiences as brief case studies of ways in which they have created value for their corporate clients.
3. **45 Minutes:** Following the panel presentation, there will be small group discussion of the topic in breakout sessions, followed by a summary of the results presented to the entire audience.
4. **10 Minutes:** Meeting wrap up, including designating two subcommittee chairs: (a) Scope of Corporate Services Committee, and (b) Membership Committee.