

CollabNet and Compass Presents:

THE FUTURE OF REAL ESTATE BROKERAGE

Sharing of Game Changing Ideas and Best Practices

Fireside Chat



**Robert Reffkin | Founder and CEO
Compass**



**Paul Massey, Jr. | CEO
B6 Real Estate Advisors**

Monday, July 23, 2018

6:00 – 8:00 PM

100 E 53rd Street | New York, NY

By Invitation Only

Event Schedule

6:00PM - 6:30PM: Registration and Networking

6:30PM - 6:35 PM: Welcome by Julia Hoagland – Compass

6:35PM - 6:40 PM: Thank You to Sponsors

6:40PM - 6:45 PM: Panel Intro

6:45PM - 7:15PM: Fireside Chat - Paul Massey and Robert Reffkin

7:15PM - 7:30PM: Q+A Session

7:30PM - 8:00PM: Cocktails and Networking

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To Request an Invitation to Future Events Contact:

karen.gamba@thecollabnet.com

To Become a Speaker or Sponsor contact:

harry.dublinsky@eisneramper.com

Esteemed Panelists



**Robert Reffkin | Founder and CEO
Compass**

Prior to Compass Robert worked at Goldman Sachs as Chief of Staff to the President and COO following five years working in the firm's private equity arm. Prior to Goldman Sachs, he worked at Lazard and McKinsey & Company. In 2005, he was appointed as a White House Fellow to serve as special assistant to the Secretary of the Treasury. Robert is also the Founder of New York Needs You. He received a B.A. and M.B.A. from Columbia University. Robert became a licensed real estate agent while in college after being inspired by his mother, Ruth, who is also an agent. Outside of work, he recently completed 50 marathons, one in each state, to raise \$1 million for nonprofits.



**Paul Massey, Jr. | CEO
B6 Real Estate Advisors**

Mr. Massey founded Massey Knakal Realty Services together with his colleague Robert A. Knakal, whom he met at CBRE. At the end of 2014, Cushman & Wakefield acquired Massey Knakal and Mr. Massey was appointed President, New York Investment Sales. In 2017, Paul Massey ran as a Mayoral Candidate for New York City, primarily focusing on education, housing and homelessness while also providing solutions for how to improve quality of life in the city. In 2018, Mr. Massey and his partners Neil Heilberg and Michael Wlody, launched a new commercial brokerage firm, B6 Real Estate Advisors, short for "Building By Building, Block By Block". The investment sales and capital advisory firm specializes in middle-market (\$1-\$200 million).

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Julia Hoagland
Licensed Associate RE Broker,
NYRS, CNE | Compass

Julia and her team bring expertise to the Manhattan marketplace through extensive data examination and a gift for interpretation. Julia Hoagland and her team have received numerous awards including ranking #1 in their office 2015, 2014, 2013 and ranking #21 of NYC agents by the Wall Street Journal Real Trends. Known for being an innovative thinker, luxury real estate clients across all Manhattan markets trust Julia.

Julia and her team are recognized experts in the industry and have been featured in The Wall Street Journal, The New York Times, The Real Deal, Crain's New York Business, The Mann Report, Real Estate Weekly and Avenue Magazine

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Keith Lamb
Producing Mortgage Sales Manager
Retail Banking & Wealth Management

Keith Lamb is a Producing Mortgage Sales Manager for HSBC's Retail Banking and Wealth Management Group, a division of HSBC Bank USA, N.A., and a subsidiary of HSBC Holdings plc (NYSE: HSBC), one of the world's largest banking and financial services organizations. With over 20 years of experience in mortgage, 14 years spent at HSBC, Keith specializes in assisting International and Foreign National buyers to obtain mortgage financing in the U.S. and often assists CEOs of major corporations to obtain mortgage financing. His team helps support language speakers of Arabic, Russian, Hindi, and Pashtu. He also handles our JADE client referrals who have more than one million dollars in assets under management with HSBC.

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Rachel Sze
Premier Mortgage Consultant
Retail Banking & Wealth Management

Rachel Sze is a Premier Mortgage Consultant for HSBC's Retail Banking and Wealth Management Group, a division of HSBC Bank USA, N.A., and a subsidiary of HSBC Holdings plc (NYSE: HSBC), one of the world's largest banking and financial services organizations. Since 2003, Rachel has worked in the mortgage industry where she began as a mortgage sales assistant. She joined HSBC in 2008 as senior loan officer where she covered Manhattan and the lower east side/Chinatown areas. Rachel now helps support the Tri-state Chinese (Mandarin/Cantonese) language requests, especially within the new development field. She has built long lasting relationships with many foreign property developers nationwide.



Brian Franke
VP, Mortgage Sales Manager
Retail Banking & Wealth Management

Brian Franke is a Vice President, Mortgage Sales Manager for HSBC's Retail Banking and Wealth Management Group, a division of HSBC Bank USA, N.A., and a subsidiary of HSBC Holdings plc (NYSE: HSBC). In this role Brian manages the origination and fulfillment of residential mortgage loans and is also responsible for managing the complete customer experience. Brian has more than 16 years of professional experience in financial services and has been with HSBC for the past nine years, working within the US bank's lending and retail banking segments.

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**Ran Fuchs, CFP®
SVP
Cantor Fitzgerald Capital**

Ran Fuchs, CFP® is an SVP at Cantor Fitzgerald Capital, a division of Cantor Fitzgerald. At Cantor Fitzgerald Ran helps service providers solve their clients' 1031 exchange needs through unique real estate structures while utilizing Cantor's vast real estate infrastructure; including Newmark, CCRE, Berkley Point, ARA and other divisions. Ran is passionate about the 1031 industry and often helps advisors find unique solutions to their clients' pressing 1031 requirements. Ran has spent 15 years raising capital for various real estate structures including REITs, DSTs, BDCs, and REG-Ds. Ran has his MBA from Stanford's Graduate School of Business and a triple-major in Journalism, Russian Studies and Psychology from NYU.

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Previous CollabNet Events

CollabNet and AREAA, ABANY and US-Philippines Society Presents:

COLLABNET'S CONNECTORS FORUM

Sharing of Game Changing Ideas and Best Practices among Leading Dealmakers
Cross-Border Initiatives

Keynote Interview:



Paul Messing, Jr.
President NY Investment Sales
Cushman & Wakefield
Former NYC Mayor's Candidate
in Conversation with
Harry Dublinsky, EisnerAmper



Kareena Pandolfi
South West Capital
Chair, Asset Group
Strategic Counsel
Real Estate



Jane Wang
President of US-PR
US Companies
Doing Business With Asia



Paul Hennessey, Esq.
Principal Investment
Capital Partners LLC
Doing Business With
Arab Gulf States



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Principal Investment
Capital Partners LLC
Doing Business With
Arab Gulf States



Linda Kay O'Hanigan
Managing Editor, Real
Estate Weekly



Kareena Pandolfi
South West Capital
Chair, Asset Group
Strategic Counsel
Real Estate



Alex Sennott
Caroline Harnett
Partners, Real Estate
Pillsbury

Wednesday, January 24, 2018 | 5:30 – 8:30 PM
Pillsbury Winthrop Shaw Pittman LLP – 1540 Broadway, 22nd Floor

To Request An Invitation to future events contact: karen.gambal@theconnectnet.com
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Business, Investing & Community
Real Estate Breakfast Forum

Keynote Interview:




Francis Greenburger
Chairman & CEO of
Time Equities Inc.
in conversation with
Harry Dublinsky of
EisnerAmper & CollabNet


Our Featured Panelists:




Charles Smith
Co-CEO and founding partner,
Tosco Investment Partners




Moderator: Caroline Harnett
Partners, Pillsbury Winthrop
Shaw Pittman, LLP



Stephen J. Morigoff
Managing Partner, Morigoff +
Morigoff Properties




Ben Mehta, CEO and
Founding Partner, LHM
Development Partners



Mikhey Rabkin
Chairman and CEO,
Rabkin Properties

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Tuesday October 3rd, 2017
8:00-10:30 am

Morgan Stanley Building
1585 Broadway
New York, New York

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CollabNet Team



**Mark Pearlman | Co-Founder
CollabNet**

Mark Pearlman has 30+ years of experience as a marketing and business strategy executive with extensive expertise in financial management, direct investing and organizational development & leadership. As a HNW investor and charity donor, he participates in a wide range of investment, family office and nonprofit conferences and meetings.

Mark was part of the original executive team that launched the Fox News Channel under Roger Ailes. Previously, he held numerous upper management positions at CBS.

Mark is a graduate of Brandeis University and holds an MBA from the Sloan School at Massachusetts Institute of Technology.



**Harry Dublinsky | Co-Founder
CollabNet**

Harry Dublinsky, a Managing Director in the Financial Services / Real Estate and Construction Services Group at EisnerAmper, has over two decades in business advisory and accounting. Harry has been extensively involved in many high-profile and complex transactions; advising clients, providing due diligence, and crafting creative solutions for transactions ranging from the launch of start-up companies to a \$6 billion REIT transaction. Harry routinely gathers the brightest business minds to participate at various business events, ranging from intimate roundtables to co-founding the marquee EisnerAmper Real Estate Private Equity Summit which draws more than 500 attendees.

CollabNet Team



**Karen Gamba | CEO Ellipsis, LLC
Marketing Director - CollabNet**

Karen Gamba is a Business Development, Public Relations and Marketing Strategist with over 15 years' experience in the legal, financial, real estate and entertainment industries. She is the Founder and CEO of Ellipsis, LLC, a startup aimed at leveraging strong networks to bring professionals together through focused, educational events and powerful, facilitated collaboration. Karen is also Executive Director of Marketing and Business Administration for Molod, Spitz & DeSantis, P.C. Karen has had success in generating global and national interest and media for events through promoting clients like the US-Philippines Society, the Asian Real Estate Association of America, Real Estate Weekly, EisnerAmper, CollabNet and Morgan Stanley.

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For more information:
Mark Pearlman
212.650.0123 | thecollabnet.com

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The background features a dark blue network diagram with white lines connecting various business-related terms such as 'Accretive', 'Capital Funding', 'Reputation', 'Market Intelligence', 'Proven Experience', 'Exclusive Access', 'Value Proposition', 'Supply Chain', and 'Peer Profit'.