

<https://c5summit.realestate/>

COMMERCIAL REAL ESTATE
+ ECONOMIC IMPACT

C5

9.27-9.29
NEW YORK

SUMMIT 2021
CAPITAL
CONNECT
COMMERCE
COMMUNITY
COMMERCIAL

Welcome to C5

Thank you for stepping up to be an ambassador for Illinois by attending C5. While attendance at events like C5 and MIPIM can be rewarding to you as an individual, as a group we will show the nation and the world all that Illinois has to offer. Please join us at our Illinois REALTORS® Networking Reception, Monday, Sept. 27 from 4:30-5:30 in the Cantor/Jolson Room. Also, take advantage of the enclosed tips for success and take some time to represent Illinois at our exhibit hall booth #511. Post event, we'll be sharing success stories at www.IllinoisREALTORS.org/commercial - so keep us posted on deals that result from your attendance at C5. Thanks again!

Jeffrey Baker
Chief Executive Officer

www.IllinoisRealtors.org/Commercial



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New York City and Event Venue Protocols

[NAR and President Charlie Oppler](#) are committed to maintaining a healthy atmosphere for all attendees joining us in person in New York City for the C5 Summit. In an abundance of caution, NAR is working with the New York Marriott Marquis Times Square to comply with all [Key to NYC Event Venue Protocols](#).

All Attendees Must:

- Have had at least one dose of a COVID-19 Vaccine authorized for emergency use by the FDA or WHO.
- C5 Summit attendees — regardless of whether they are guests of the New York Marriott Marquis in Times Square — are required to prove vaccination to enter any C5 event space, signified by a wristband provided by the Marriott Marquis. [Acceptable forms of proof of vaccination are detailed on the Key to NYC website](#). Prior to picking up your C5 Summit badge on the fifth floor, visit the third floor of the Marriott Marquis with your vaccination proof to get a wristband. Hours are:
 - Sunday, Sept. 26: 9:00 am – 6:00 pm
 - Monday, Sept. 27: 6:30 am – 6:00 pm
 - Tuesday, Sept. 28: 7:00 am – 6:00 pm
 - Wednesday, Sept. 29: 7:00 am – 12:00 pm

Event staff will be checking wristbands and badges for entry into any C5 Summit event space, including session rooms, the Expo, and onsite meal and reception locations.

Additional Protocols

- [Complete a brief health questionnaire](#) each day of the Summit.
- Wear masks at all times except when actively eating or drinking.
- Practice social distancing. Socially distanced seating will be provided
- Respect each other’s contact comfort level, indicated with green, yellow and red icons on attendee badges.

InHouse Physicians will provide daily health monitoring and onsite medical services. A COVID Compliance Officer will be present to ensure compliance with the event protocols.

Tips for success

Make the most of your conference attendance

The 2021 C5 Summit Offers Unmatched Networking Opportunities, allowing you to meet industry leaders in a way that is not ordinarily possible, but it is important to have a plan. The C5 Summit provides accessibility but it's up to you to take advantage of that by identifying people you would like to meet, setting up appointments, looking for opportunities and following up with connections that you have made after the event is over.



Alex Ruggieri

CRE, CCIM, CIPS, SEC
Senior investment advisor
with SVN-Ramshaw Real Estate
in Champaign.

Download the App

Get the most out of the conference

- 1 SCHEDULE**
Make your appointments
before you go to conference
- 2 MEET**
Keep your appointments but
be flexible and open
- 3 FOLLOW UP**
It is critical to do the follow
up after you go home

Planning is essential

When you attend events, set goals for the kinds of contacts you want to make.

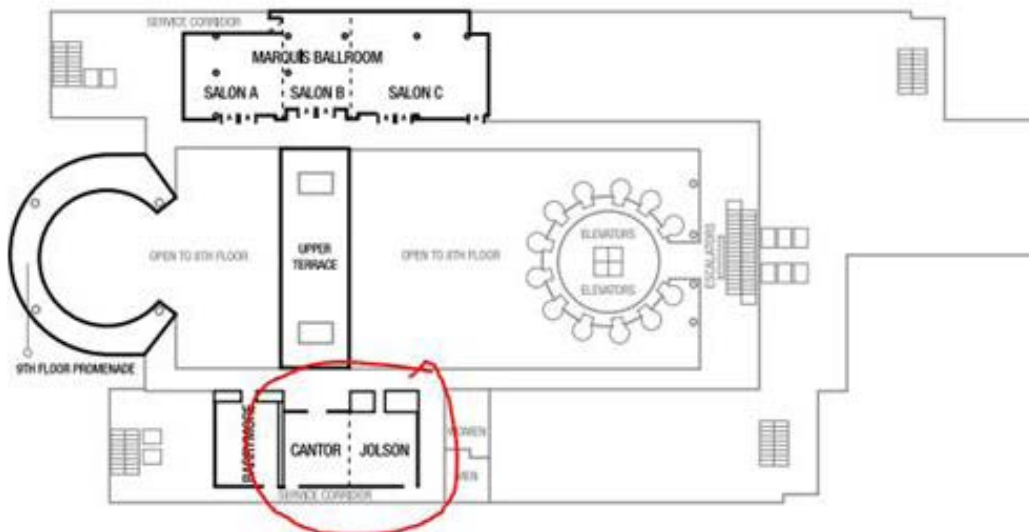
- Go so far as to make a list of people you want to meet if they're particularly important to your goals.
- Initiate new connections with qualified prospects, marketing partners, vendors to outsource to and job candidates.
- At the same time, reinforce existing connections with contacts in your social networking pipeline.
- Each day, tally them up and plan how you will follow up.
- Follow on Twitter, connect on LinkedIn.
- Share useful tips, links and info that are relevant to your interactions with them.
- Give to get, but have a purpose and a goal for the connection.

Illinois REALTORS® C5 Reception

All Illinois Attendees are Invited to a networking reception

Monday, September 27th • 4:30-5:30pm

Cantor/Jolson Room, 9th Floor



**Stop by our
booth #511**

ILLINOIS



Live • Work • Play



We invite you to invest in Illinois USA

Join the 37 Fortune 500 Headquarters that call Illinois home

Global Economic Powerhouse

- Illinois is the 19th largest economy in the world
- Chicago-Metro is #1 for new and expanded companies
- Illinois is the #3 State in the USA for new and expanded companies

World Class Infrastructure

- O'Hare Airport has 1,400 daily flights
- Only State with all seven class #1 freight railroads
- 14 waterway ports with access to the Gulf of Mexico and the Atlantic Ocean

Innovation Hub

- Home to three national laboratories – USDA, Argonne & Fermilab
- \$16 Billion in public & private R&D spending annually
- 80 business incubators & accelerators

Highly Educated Workforce

- 6.4 Million dedicated, innovative, and educated workforce
- Two of the Top 25 Universities in the World
- University of Illinois graduates more engineers than any other school in the U.S.

Illinois has an Outstanding Quality of Life

- 60 museums & 90 art galleries
- 200 theater companies and 220 dance companies
- 116 State parks & recreational areas

A State of Service

- Six well established regional Illinois Trade Offices Worldwide
- Site selection
- Customized workforce training

Source: www.TeamIllinois.info

Illinois REALTORS® C5 Booth Handout

This handout will be available at our booth #511 to give prospective contacts some quick data points about the benefits to doing business in Illinois, with a simple link for them to visit to learn even more about our great state.

ILLINOIS



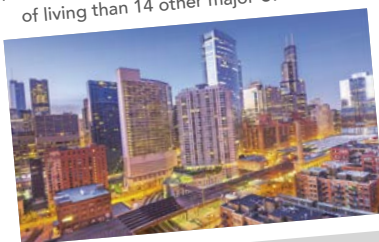
Live

Illinois enjoys

- Lower than the U.S. average for grocery bills, health care costs and housing prices
- Enjoy seasonal living and Illinois' big cities, attractive towns, farmland, forests, rolling hills, rivers and wetlands.

200+
Higher Education Institutions,
graduating more scientists and engineers than MIT, Stanford University and Caltech combined.

**Chicago is the
3rd largest city**
in the United States and enjoys a lower cost of living than 14 other major U.S. cities.



Work



37
**Fortune 500
Companies**

33
**S&P 500
Companies**

80
**Foreign
Consulates**

**1.2
million**
Small Businesses

1,700
**Major
Corporate HQs**

Play



- National forests, hiking, biking, ziplining, horseback riding, state parks and animal parks.
- 270 trails that total more than 700 miles
- Roadtrip iconic Route 66, tour Lincoln's Springfield, drive the Great River Road
- Internationally celebrated museums, galleries, theater district and live blues scene.



www.TeamIllinois.info

Meet the Illinois REALTORS® leadership

We encourage you to share leads. If you're not sure where to direct a lead, please send them to [Gideon](#) or [Young](#)



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Meet the other Illinois REALTORS® participants

We encourage you to share leads. If you're not sure where to direct a lead, please send them to [Gideon](#) or [Young](#)



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Meet your Illinois REALTORS® staff

We encourage you to share leads. If you're not sure where to direct a lead, please send them to [Gideon](#) or [Young](#)



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