

The mission of the Urban Land Institute (ULI): Shape the future of the built environment for transformative impact in communities worldwide. ULI is an independent global nonprofit supported by members representing the entire spectrum of real estate development and land use disciplines.

Asia Pacific Capital Markets Product Council Meeting

Council Leadership Co-Chair Jon Tanaka, Hines, Managing Director Japan
Co Chair Bryan Southergill, Ares Management, Partner Real Estate

Anderson Room, level 2, Ritz-Carlton, Millenia Singapore

Tuesday, 30 May 2023

Agenda

8:00am – 8:15am	Registration and Networking
8:15am – 8:30am	Co-Chairs' Welcoming Remarks/Introductions/General Announcements
8:30am – 9:00am	Presentation/Fireside chat with Kian Sin Toh, Head of Real Estate Investments, AIA Investment Management
9:00am – 9:30am	Roundtable discussion
9:30am – 10:00am	Report back from roundtable discussions, open floor and co-chairs closing remarks



Council membership is a privilege desired by many ULI members and the value of the Council experience is determined by the quality and participation of its members. Each Council member is therefore expected to be a committed participant of the Council, contributing as much value to the Council experience as they take home.

OPEN, HONEST, SPECIFIC INFORMATION AND EXPERIENCE:

Come to Council meetings ready to participate openly and honestly with specific, detailed information and experience from your current real estate practice.

CONFIDENTIALITY:

Everything discussed within a Council is kept completely confidential by all Council members. This is the foundation that makes open and honest sharing of detailed information and experience possible. Violation of confidentiality will result in immediate expulsion from your Council.

REAL DEALS, REAL NUMBERS:

The key to truly valuable interaction between the Council members is the sharing of real deals and real numbers, as well as successes and lessons learned.

ATTEND EVERY MEETING:

Each Council member has been chosen for the value that their unique background and experience brings to the Council. Missing a Council meeting or part of a Council meeting reduces the value for every other member of your Council. Your empty seat could easily be filled by someone else who has value to bring to the table.

RESPECT FOR OTHERS:

Help make discussions productive and high value by engaging your fellow council members respectfully with your most relevant information and experience.

NO SELF PROMOTION:

Council members are all highly successful real estate professionals. Self-promotion and pitching do not add value for your fellow council members. Keep your presentations and discussions aimed at delivering real take home value for your peers, not your business.

NO CELL PHONES:

It should go without saying that you cannot be fully engaged in your council while checking your email. Most Councils have breaks designed to allow members to check in and stay connected a few times during the day.

RECRUIT THE BEST AND BRIGHTEST:

Council members often come into contact with new leaders in the industry—both ULI members and non-ULI members—with exciting new products, ideas and best practices that will add greatly to the value of their Council. Bring these new leaders as guests to ULI Singapore meetings and work with your Council leadership to help them become future members of ULI and your Council.

PARTICIPATE IN ULI AND ULI LEADERSHIP:

Council members are expected to be active participants in ULI's mission to Shape the future of the built environment for transformative impact in communities worldwide. Your involvement in ULI provides excellent opportunities to network and to learn both within and beyond the boundaries of your industry segment.

CONTRIBUTE TO ULI AT A NATIONAL COUNCIL LEVEL:

Your experience at a regional level will be of interest at a local level. Please contact your National Council Chair to see how your input could best be utilised to help real estate professionals in your local market.