

BILD-ing the Best Summit



November 12, 2019

○ Business & Leadership Training

○ Industry Trends & Professional Development

WHEN & WHERE

Breakfast: 8:00am
Program: 8:45 am - 3:40 pm

Location: Paramount EventSpace
222 Rowntree Dairy Rd., Woodbridge.

FEES

Members: Early Bird, until Oct. 25 - \$150 + HST
Members: After Oct. 25 - \$200 + HST
Non-Members: \$300 + HST

WHAT'S INCLUDED

- Opening Panel Fireside Chat
- 2 Keynotes
- Your selection of sessions
- Deluxe continental breakfast
- Coffee Breaks
- Hot Buffet Lunch

KEYNOTES

▶ Opening Fireside Chat: Women Leaders in Construction

Fireside chat with the women of Reina Condos: Sherry Larjani, (Spotlight Development), Heather Rolleston (Quadrangle), Fung Lee (PMA Landscape Architects) and Jane Almey (Bluescape Construction Management)

▶ What I learned in my first 60 days as a president

Marc Petitpas, President, Dunsire Developments

▶ A Bird's Eye View - Architecture Today and Tomorrow

Richard Witt, Principal, Quadrangle

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- \$750 - Breakfast Sponsor
- \$1,500 - Lunch Sponsor

REGISTER ONLINE AT
www.bildgta.ca

Number of Tickets

X

\$150 + HST

SPONSORSHIP

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TOTAL PRICE

\$

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COMPANY

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YOU WILL NEED TO COMPLETE THIS TWO PAGE FORM FOR EACH PERSON ATTENDING THE SUMMIT

Opening Panel
8:40 - 9:20 AM

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**INDUSTRY SPOTLIGHT:
WOMEN LEADERS IN
CONSTRUCTION**

From development to management, having women in boardrooms is an undeniable asset. It not only opens us up to new perspectives, but it also inspires more women to pursue careers within the industry at influencer levels. Join us as we open this year's summit with a lively fire-side chat with members from Reina Condos all-female development team and as women taking leadership roles within the industry. We'll discuss their unique approach to understanding market conditions, design, homeowner and guest experience and how changing the conversation on diversity has yielded eye-opening perspectives and innovation.



From Left to Right: Jane Almey - Bluescape (Construction Management), Heather Rolleston - Quadrangle Architects, Emily Reisman - Urban Strategies (Planning), Natalya Teach - EXP (Hydrogeologist), Sherry Larjani - Spotlight Development (Development), Tara Cook - Urban Castle (Development), Stacy Shee - EXP (Environmental Engineer), Fatima Shahi - Aljazeera Alwan Rubel (Structural Engineer), Tina Chisone - VDP (Civil Engineer), Fung Lee - PMA Landscape Architects, Lisa Steiner - Quadrangle Architects, Moneeqa Lee - Marston Water (Water Manager)

- Our Panel**
- Sherry Larjani, Spotlight Development
 - Heather Rolleston, Quadrangle
 - Fung Lee, PMA Landscape Architects
 - Jane Almey, Bluescape Construction Management
 - Moderator: Katarzyna Sliwa, Partner, Dentons

Pick one

9:30 - 10:15 AM

45 min. Global Kitchen Trends - Suzy Margorian, Cosentino-Silestone & Dekton
"The amazing thing is that what defines a home worldwide is the kitchen." - Richard Wrangham, Prof. of Biological Anthropology, Harvard University.
Cosentino, manufacturer and distributor of Silestone & Dekton, commissioned two "Global Kitchen Studies" where internationally renowned experts across various disciplines and countries share their insights into global trends and uses of the kitchen and its role in the spaces we will inhabit in the future. Attendees will learn about the research and examination of various spatial, social, technological and lifestyle concepts; focusing on current and future innovations in this crucial area of the home.

45 min. The 21st Century Skill All Need to Master: EI 101- Teresa Quinlan, Emotional Intelligence Coach - Organizational and Leadership Transformation
Complex problem-solving, critical thinking, coordinating well with others, and resolving conflict are all skills deemed imperative in this so-called "Fourth Industrial Revolution," a term to describe the economic impact of big data, artificial intelligence, and robotics. The key attribute underpinning all of these skills is emotional intelligence (EI) — the antithesis of artificial intelligence. These are important skills to master at all career levels.

What is emotional intelligence? Why is it important professionally and personally? Does EI often matter more than IQ? As research shows those with high EI have better job performance, mental health, and leadership skills, get a jump start on these skills with this EQ 101 session with Teresa!

Note: We recommend you take session first if you opt for the team management session later in the day.

30 min. Land May Be Scarce, But the Opportunities are Endless (Creative Infill Opportunities) - Paul Rayment, Executive Vice-President, Foremost Financial
While the GTA and other urban centers are pushing for intensification, the availability of land and desirable locations remains a challenge for builders. In this session, Paul delves into creative approaches to sourcing prime locations that translate into solid infill construction opportunities for builders, as well as which of these properties are most likely to get the necessary financing.

Pick one

10:30 - 11:00 AM

30 min. Interpersonal Competence – Building Trust and Connecting with Others
Grace Dagues, People Strategies Expert/Instructor & Coach, Dale Carnegie Training of Toronto
Learn to build trust and rapport to strengthen workplace bonds. These bonds are essential for teams to work harder together and deliver meaningful results. Being a part of a culture where trust is present benefits everyone because productivity is higher and the work itself becomes more satisfying and rewarding.

30 min. 3 Keys to Get Out of the Day-to-Day in Your Business - Benji Carlson, Assessment Specialist, Breakthrough Academy
Most business owners are experts in their field but often lack the people and systems required to grow their business to its full potential. In this workshop, we'll cover the three most important aspects of creating a business that fulfills your vision and runs like a well-oiled machine without your constant involvement. You'll leave with the tools and insights to develop a highly effective organization.

30 min. Alternative Housing Forms: Laneway Suites - Emmanuel Belliveau, CEO, Product & Design, Eva Lanes
The City of Toronto has almost 2500 unique and sometimes challenging laneways. Some are private, while others are public. Almost all have an opportunity to be an interesting part of an existing, established neighborhood. Learn how laneway suites can bridge the gap for millennials wanting the enter the market, bring generations closer together, and provide unique living and workspaces. With a passion for laneway suite design, Emmanuel Belliveau will also look at site requirements, cost considerations and why laneways as a housing form can help address the growing need for homes across the GTA.

REGISTRANT NAME

COMPANY

EMAIL

AGENDA

- 8:00 - 8:40 AM - Breakfast**
- 8:45 - 9:20AM**
Welcoming Remarks & Opening Keynote: Women Leaders in Construction
- 9:20 - 9:30 - Coffee Break**
- 9:30 - 10:15 AM**
 - Global Kitchen Trends (45 min)
 - EI 101 (45 min)
 - Land May Be Scarce, but the Opportunities are Endless (30 min)
- 10:15 - 10:30 AM - Coffee Break**
- 10:30 - 11:00 AM**
 - Boost Your Communication Skills (30 min)
 - Get Out of the Day-to-Day in Your Business (30 min)
 - Laneway Suites (30 min)
- 11:00 - 11:15 AM - Coffee Break**
- 11:15 - 12:12:15 PM**
 - Managing Teams (60 min)
 - Effective First Impressions (45 min)
 - Tiny Homes (30 min)
- 12:12:15 - 1:00 PM - Lunch**
- 1:00 - 2:30 PM**
Structuring Your Company for Maximum Productivity (90 min)
- 1:00 - 1:30 PM**
 - Amenity Space Trends (30 min)
 - Better Negotiations (30 min)
- 1:30 - 1:45 - Coffee Break**
- 1:45 - 2:15 PM**
 - Climate Changed (30 min)
 - Unit Size & Buyer Preferences (30 min)
- 2:15 - 2:35 PM - Coffee Break**
- 2:35 - 3:00 PM**
What I learned in my first 60 days as a president
- 3:00 - 3:10 PM - Coffee Break**
- 3:10 - 3:40 PM**
A Bird's Eye View - Architecture Today and Tomorrow

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REGISTRANT NAME _____

Pick one

11:15 - 12:15 PM **60 min.**

- Managing Teams: Effective Inter-Generational Management - Teresa Quinlan, Emotional Intelligence Coach, Organizational and Leadership Transformation**

We all want to create effective teams. However, today's workforce contains several generations and ethnic backgrounds. This can lead to making assumptions regarding the individuals we lead or not leading in a way that pulls the best from our team. So how do you build an effective team? What tools do you need to be able to manage all different types of people? We'll examine the answers to these questions and more as we look at our management styles and strengthen our emotional intelligence to build, and grow, better teams.

- Effective First Impressions: Laying the foundation for great sales and customer service**
45 min. **Grace Dagues, People Strategies Expert/Instructor & Coach, Dale Carnegie Training of Toronto**

The first moments we meet a customer set the tone for the entire interaction. How can you avoid the kind of mistakes that can damage the process of great customer services before it has had a chance to start? How do you ensure the customer feels recognized and appreciated? In this workshop, learn how to make an unforgettable first impression and the best process for meeting and greeting customers and managing expectations.

- Alternative Housing Forms: Tiny Homes**
30 min. **Daniel Ott, President, True North Tiny Homes**

It's no surprise that the TINY movement is causing a BIG stir. Would you trade space for freedom? Not sure where you would put all your stuff in a tiny home? Learn directly from a leader in this industry on how Daniel has been able to create luxurious tiny homes, while staying very cost effective. See how you can make the best use of very little space, and offer a different type of housing solution for the GTHA.

Pick one

1:00-2:30 pm **60 min.**

- Structuring Your Company for Maximum Productivity - Benji Carlson, Assessment Specialist, BTA**

Creating an aligned and defined organizational structure is a key component of running a profitable and scalable business. Having all of your staff operating with a clear role, goals, and deliverables is the foundation for productivity and success. In this workshop, we will cover the proven framework for creating defined job descriptions that will allow everyone in your organization to operate with a clear goal and accountability to their supervisor. You will leave with all the basic tools and templates to grow your business in a structured and systematic way.

OR

Pick one

1:00-1:30 pm **30 min.**

- Amenity Space Trends**
30 min. **Neil Jonsohn, Principal - Creative, U31 Design**

As unit sizes decrease, the right amenity spaces are essential features in condominium communities. What are we seeing on the market that is really used by residents? Are amenity spaces changing in the future to adapt to multi-generations, specific lifestyles, or more popular uses? Join Neil as he looks at the current and future trends.

- Better Negotiations**
30 min. **Iliia Valitsky, General Counsel, Tribute Communities**

Negotiation skills are essential in and out of the boardroom. Like any skill, practice makes perfect, but where do you start? What are the common pitfalls? What do you need to know to successfully negotiate deals? Join Iliia Valitsky, member of the teaching team for the "Lawyer as a Negotiator" course at Osgoode Law School and in-house counsel for Tribute Communities, as he shares his insights into the skills and strategies necessary to achieve better results in negotiations.

Pick one

1:45 - 2:15 pm **30 min.**

- Climate Changed: Assessing Building Resilience - Justin Downey, Principal, RWDI**

Evidenced through increases in the frequency and severity of extreme weather events - the climate has changed. This change has created new vulnerabilities in the buildings we depend on to provide productive and safe environments. Through a case study-based presentation, RWDI will share a methodology they developed and implemented to assess the resiliency of more than 130 City of Toronto owned and operated building assets. Learn about some of the typical vulnerabilities and solutions proposed to decrease both the probability and severity of a failure during a weather event.

Attendees will leave the session empowered with an understanding of a proven approach to identify climate change vulnerabilities and a suite of solutions to consider implementing to enhance the resiliency of the buildings they may be responsible for designing, owning or operating.

- Unit Size and Buyer Preferences**
30 min. **Ben Myers, President, Bullpen Research & Consulting Inc.**

Data. We need it to make smart business decisions now and in the months to come. Join Ben Myers, an expert in analysing data and trends for the industry as he zeros in on what we need to know about new home price movements, average unit sizes, project popularity, floorplan desirability, and other user trends are generated by web traffic, unique page views, and other online information data on the preferences and interests of prospective new home buyers.



Keynote
2:35 - 3:00 pm

What I learned in my first 60 days as a president - Marc Petitpas, President, Dunsire Developments

Marc Petitpas has led a fast-growing career. From his 15-plus years in sales and operational roles for some of Canada's largest organizations, from Telus to MLSE, Marc has always led a team to a year-over-year increase while staying in touch with the human side of business. Serving in senior roles since 2004, Marc has undertaken a substantial leadership role as the new President of Canadian Operations for Dunsire Developments. Hear what Marc has learned in his first 60 days, how this new role has changed his perspective, what keeps him up at night, the key habits and values he holds steadfast while growing with a well-established, high-performing team and leading an homebuilding organization.

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Keynote
3:10 - 3:40 pm

A Bird's Eye View: Architecture Today and Tomorrow - Richard Witt, Principal, Quadrangle

In our closing keynote, join Richard Witt, Principal of Quadrangle as he transverses the globe on architectural trends. Richard will focus on what we can glean globally which could be applied locally, the integration of industrial, commercial and residential spaces and how the architectural design choices we make today will impact the future skyline of the GTA.