

**LIFE MORTGAGE AND REAL ESTATE OFFICERS COUNCIL
2020 ANNUAL CONFERENCE**

**OCTOBER 21, 2020
VIRTUAL ZOOM MEETING**
Note: times below are EST

PROGRAM AGENDA

1:00pm. BUSINESS MEETING OPENING

Welcome and Opening Remarks
Antitrust Statement
Business/Meeting Overview

Greg Michaud

1:15pm. – 2:00pm. ECONOMIC UPDATE

Spencer Levy, CBRE



Spencer Levy is the Chairman of Americas Research and Senior Economic Advisor for CBRE, the largest commercial real estate firm in the world. Spencer is the chief spokesman on real estate matters for CBRE in the Americas. He is regularly quoted in major business publications and frequently is a guest on business television, including Bloomberg, CNBC, PBS and Fox Business.

By leveraging his 23 years of experience in commercial real estate, including the past 11 at CBRE, Spencer has redefined the role of research leader. Spencer combines his experience as a lawyer, investment banker and capital markets leader to create presentations that go deep and touch on all aspects of commercial real estate. Combined with his unique and engaging presenting style, this makes him one of the most respected commentators and advisors in the business. Spencer regularly speaks at major events of the country's leading commercial real estate organizations, including CORENET, NAIOP, ULI, ICSC, NAREIM and CREW. He also has guest lectured at major universities, including his alma maters Harvard and Cornell, in addition to Columbia, NYU, Johns Hopkins, Indiana, Georgetown, Pitt, Auburn and many others. Spencer is a recipient of multiple industry awards, including the CORENET Luminary Award for Excellence in Public Speaking, the CBRE Trammell Crow Master Builder Award, the CBRE Gary J. Bebon Teamwork Award, the CBRE Capital Markets "MVP", and was named a State of Maryland Influencer in Real Estate.

While a New Yorker for most of his life, Spencer currently hails from Baltimore and is a proud husband of 19 years and father of three children. Spencer sits on the boards of the Baltimore Leadership School for Young Women and Harvard Alumni Real Estate.

2:00pm. – 2:45pm. CAPITAL MARKETS UPDATE

Mark Gibson, JLL



Before becoming the Chief Executive Officer of JLL Capital Markets, Americas as part of the HFF acquisition, Mark was a founding partner of HFF LP, having joined HFF's predecessor firm, Holliday Fenoglio, & Company, in 1984. Mark became a Director and Vice Chairman of HFF, Inc. in November 2006, before the company's IPO in 2007. On April 1, 2014, he became its CEO. Beginning in 2003, Mark was an executive managing director at HFF and served as a member of both HFF's executive and operating committees served as a member of both HFF's executive and operating committees from 1993 and 2010, respectively, until the present time.

His 35-year career in Real Estate began in 1981, when he earned a degree in business administration at the University of Texas at Austin and joined Holiday Fenoglio in 1984.

Mark provides guidance and leadership at several organizations. He's an Executive Committee Member at the UT Real Estate Finance and Investment Center and an Advisory Council Member at the McCombs School of Business. He's also an Executive Committee Member and former Board Member of AFIRE, former Executive Committee and a current Trustee and Council member for Urban Land Institute and a Trustee for ICSC. He currently sits on the Advisory Board for UT Southwestern University Hospital and previously sat on the Board of Advisors of Baylor Health Care System Foundation. Mark also serves on the Board of Directors for Camden Property Trust.

2:45pm. – 3:15pm. MBA UPDATES

**Jamie Woodwell
Bruce Oliver
Mike Flood**

**3:15pm. – 3:45pm. LIFE COMPANY
PANDEMIC EXPERIENCE
AND FORECASTS**

**DUTCH TREAT BOARD PANEL:
Greg Michaud, Voya
John Foley, Lincoln
John Waldeck, Pacific Life
Paul Wolters, Sentinel Investments
Catherine Alexander, Unum
Tim Stoner, USAA
Tim McGinnis, New York Life
MODERATOR: Mike Flood, MBA**

3:45pm. – 4:00pm. BUSINESS MEETING
Council Business
Treasurer Report
Board Member Vote

John Foley

4:00pm. CONCLUDE