# 2021

### MONTRÉAL REAL ESTATE STRATEGY & LEASING CONFERENCE

October 6, 2021

How Have Montréal's Office, Industrial and Retail Markets Adapted to the Pandemic?

### CORPORATE SPONSORSHIP PROGRAM

realestateforums.com



## HOW HAVE MONTRÉAL'S OFFICE, INDUSTRIAL AND RETAIL MARKETS ADAPTED TO THE PANDEMIC?

The 17th annual Montréal Real Estate Strategy & Leasing Conference returns on Wednesday, October 6 with a dynamic program examining the most significant issues, trends and challenges that have faced the retail, office and industrial markets through the pandemic. Have they performed better than expected?

COVID-19 has forced owners, investors, developers, brokers and lawyers to adapt and rethink asset management and leasing strategies for their properties.

This very timely conference will be a crucial tool for providing insights on what have been best practices and innovative actions that have been implemented over the past eighteen months.

The Montreal Real Estate Strategy and Leasing Conference - once again reduced from its traditional length - will provide value as a result of the quality of the speakers and the importance of the topics. The program will feature presenters with recognized expertise along with some unique networking opportunities.

The virtual conference format has been successfully executed by Informa Connect, the producer of the Montréal Real Estate Forum, the Québec Apartment Investment Conference together with 17 other summits across Canada.

You will learn why Montréal continues to be one of the hottest real estate markets in Canada notwithstanding the impact of the pandemic.

We hope you will take advantage of a sponsorship and the unique marketing opportunity that this high value and very informative program that the conference will provide along with an audience of decision-makers.

### WHAT IS THE INDUSTRY SAYING ABOUT THE VIRTUAL EXPERIENCE?

The feedback shows that real estate professionals are adapting to and very surprised at their overall experience with virtual Forums and conferences and the thought leadership, market intelligence and networking value and benefits.

"The technology was amazing. There were games, networking, breakout rooms a database of important information. I don't think I even found all of the features that were available. It really was very good and I would prefer to have had a tutorial to learn where things were and how to access them a week before the next event."

"Given this has been a 'needle moving' year for everyone the content of this Forum is one of the most impactful we've had in years. Really enjoying and benefiting from the content and insights. Thanks to all."

"The quality of topics and speakers was excellent. The platform and support was easy and engaging. Next best thing besides in-person. Well done."

"Congratulations for an outstanding virtual conference that provided a lot of value to the participants and attendees. I've had very good feedback from my broker team that attended."

"Excellent informative event, the market insights were invaluable and it was great to see a huge array of experts giving their views of the present challenging times and future prospects for their prospective businesses."

### WHAT'S IN IT FOR YOU: THE OPPORTUNITY AS A SPONSOR TO BE FRONT AND CENTRE

#### **Expand Your Network - With No Travel Costs**

Engage in business discussions, chat directly with industry leaders, and make the connections you need to thrive as the Canadian real estate market continues rapidly evolves. All of this in your own fully branded digital lounge where you can show videos, load marketing collateral, book private meetings and collaborate with participants.

#### **Extended Brand Exposure – With Measurable ROI**

Make an impression on an audience of decision-makers before, during and after the event. Benefit from a post event report which will give you insights and leads based on how many people dropped into your lounge or requested meetings with your colleagues.

This conference is being designed to ensure that sponsors receive maximum corporate exposure to all of the attendees at the event. Each sponsorship level will offer a different package of value-added benefits for a participating corporation.

The 2021 sponsorship program represents a unique marketing opportunity for companies that want to reach the "who's who" of this significant asset class.

Increase brand awareness, raise your corporate profile and reinforce your organization's reputation to your target clients by aligning your logo alongside the largest annual conference focusing on this significant sector.

Sponsorship packages are designed to fit every budget offer a range of benefits — not only will you receive ongoing benefits and a copy of the attendee database but a number of your colleagues will also have complimentary access. See the following pages for full details.

MORE INFORMATION

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#### MONTRÉAL REAL ESTATE STRATEGY & LEASING CONFERENCE

October 6, 2021

### THANK YOU TO THE ONGOING COMMITMENT FROM OUR SPONSORS 2020 SPONSORS BELOW

Title



**Platinum** 

**find**space



MONTONI

Gold









**Biographies** 

Signature

**Mobile App** 







Media







#### MONTRÉAL REAL ESTATE STRATEGY & LEASING CONFERENCE

October 6, 2021

#### 2021 CORPORATE SPONSORSHIP PROGRAM

Title1 Exclusive Opportunity\$3,250Platinum4 Opportunities\$3,000 eachGold8 Opportunities\$2,850 eachLive - Happening Now1 Exclusive Opportunity\$2,800Closing Roundtable1 Exclusive Opportunity\$2,750
Gold 8 Opportunities \$2,850 each  Live - Happening Now 1 Exclusive Opportunity \$2,800
Live - Happening Now 1 Exclusive Opportunity \$2,800
Closing Roundtable 1 Exclusive Opportunity \$2,750
Plenary Session 3 Opportunities \$2,700 each
Concurrent Sessions 5 Opportunities \$2,500 each
Networking Lounge 2 Opportunities \$2,500 each
Presenter Biographies 1 Exclusive Opportunity \$2,500
Virtual Event Platform 2 Opportunities \$2,500 each
Signature 2 Opportunities \$2,000 each



#### MONTRÉAL REAL ESTATE STRATEGY & LEASING CONFERENCE October 6, 2021

#### **VALUE ADDED BENEFITS**

- Highest level of sponsorship visibility
- Six complimentary conference registrations (a value of \$1,770)
- Logo placement on promotional & registration emails (prior to and following the conference) with a total distribution of over 110,000
- Placement of your corporate logo in a bimonthly national digital newsletter when conference is advertised a distribution of 16,500
- Social media mentions across Twitter and LinkedIn posts associated with the conference
- Significantly more logo exposure, on website and on the virtual conference app and platform than other sponsor levels (more details below)
- Placement of your logo on the home screen widget page of the entire conference, capturing attendees attention as soon as they access the event platform (more details below)
- Highest profile logo placement with sponsor acknowledgement on the conference website with other Platinum and Gold sponsors for a nine month period on the following pages:
  - Overview
- Program (current year)
- · Speakers
- Sponsors

- Registration
- Education Credits
- Publications
- · Contact Us
- Logo placement with sponsor level acknowledgement on Canadian Real Estate Forums portal "Hero Banner" on run up to event with it is being advertised
- · Verbal acknowledgement at the conference of your sponsorship level by Chair or their representative
- Logo placement on the virtual platform with sponsor level acknowledgement as follows:
  - · on static banner at the top of the home page
  - on rotating banner at the top of the menu navigation panel
  - rotating on up to three banners located strategically throughout the content on the following pages:
    - View Program
- Networking With Attendees
- Connect With Sponsors
- · Speakers & Biographies

- networking lounge landing page (prior to entering the lounge)
- · On banner located on every session of the program
- Most prominent placement on conference website on the "thank you to sponsors" page for a nine month period
- Build your own corporate sponsor page it's possible to include research reports, literature and other corporate materials for attendees to download, list point of contact staff at the event so attendees can easily connect, provide website and social media links you can even include a pre-recorded Vimeo or YouTube video to run throughout the event on a loop (we recommend sponsors use a complimentary registration for the key contact person)
- Attendees will be incentivized to visit your corporate sponsor page through Engage to Win. Your page will have its own Engage to Win code
  (predetermined by the organizers) that attendees will collect to boost their Engage to Win score and their chances of winning a prize –
  which will include a complimentary registration to the conference in 2022
- Database of all conference delegates (no emails) will be provided immediately prior to the platform going live as well as following the event
- · A custom report outlining deliverables of your sponsorship and related analytics will be provided on request



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#### MONTRÉAL REAL ESTATE STRATEGY & LEASING CONFERENCE October 6, 2021

#### **VALUE ADDED BENEFITS**

- High level of sponsorship visibility
- Five complimentary conference registrations (a value of \$1,475)
- Logo placement on promotional & registration emails (prior to and following the conference) with a total distribution of over 110,000
- Placement of your corporate logo in a bimonthly national digital newsletter when conference is advertised a distribution of 16,500
- Logo placement on conference website on the "thank you to sponsors" page for a nine month period
- Social media mentions across Twitter and LinkedIn posts associated with the conference
- Placement of your logo on the home screen widget page of the entire conference, capturing attendees attention as soon as they access the event platform (more details below)
- Significantly more logo exposure, on website and on the virtual conference app and platform than other sponsor levels (more details below)
- Highest profile logo placement with sponsor acknowledgement on the conference website with other Platinum and Gold sponsors for a nine month period on the following pages:
  - Overview
- Advisory Council
- Program (current year)
- SpeakersSponsors

- Registration
- · Education Credits
- Publications
- · Contact Us
- Logo placement with sponsor level acknowledgement on Canadian Real Estate Forums portal "Hero Banner" on run up to event with it is being advertised
- Verbal acknowledgement at the conference by Chair or their representative
- Logo placement on the virtual platform with sponsor level acknowledgement as follows:
  - on static banner at the top of the home page
  - on rotating banner at the top of the navigation panel
  - rotating on up to three banners located strategically throughout the content on the following pages:
    - View Program
- Networking With Attendees
- Connect With Sponsors
- · Speakers & Biographies

- networking lounge landing page (prior to entering the lounge)
- On banner located on every session of the program
- Most prominent placement on conference website on the "thank you to sponsors" page for a nine month period
- Build your own corporate sponsor page it's possible to include research reports, literature and other corporate materials for attendees to download, list point of contact staff at the event so attendees can easily connect, provide website and social media links you can even include a pre-recorded Vimeo or YouTube video to run throughout the event on a loop (we recommend sponsors use a complimentary registration for the key contact person)
- Attendees will be incentivized to visit your corporate sponsor page through Engage to Win. Your page will have its own Engage to Win code
  (predetermined by the organizers) that attendees will collect to boost their Engage to Win score and their chances of winning a prize –
  which will include a complimentary registration to the conference in 2022
- Database of all conference delegates (no emails) will be provided immediately prior to the platform going live as well as following the event
- A custom report outlining deliverables of your sponsorship and related analytics will be provided on request



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### **LIVE - HAPPENING NOW**

\$2,800 / Sponsor • 1 Exclusive Opportunity

MONTRÉAL REAL ESTATE STRATEGY & LEASING CONFERENCE October 6, 2021

#### **VALUE ADDED BENEFITS**

- Three complimentary conference registrations (\$885 value)
- Logo placement on conference website on the "thank you to sponsors" page for a nine month period
- Live Happening Now is where all the conference plenary sessions take place
- Logo placement on the Live Happening Now site for the duration of the event
- Inclusion on PowerPoint directional slides when appropriate (in Live Happening Now and the landing page of the Networking Lounge)
- Your logo will also be prominently placed on the conference platform as follows:
  - · on the sponsor page of the conference platform
  - · on a rotating banner on the virtual platform landing page
- Logo placement on conference website on the "thank you to sponsors" page for a nine month period
- Build your own corporate sponsor page it's possible to include research reports, literature and other corporate materials for attendees to download, list point of contact staff at the event so attendees can easily connect, provide website and social media links you can even include a pre-recorded Vimeo or YouTube video to run throughout the event on a loop (we recommend sponsors use a complimentary registration for the key contact person)
- Attendees will be incentivized to visit your corporate sponsor page through Engage to Win. Your page will have its own Engage to Win code
  (predetermined by the organizers) that attendees will collect to boost their Engage to Win score and their chances of winning a prize –
  which will include a complimentary registration to the conference in 2022
- Database of all conference delegates (no emails) will be provided immediately prior to the platform going live as well as following the event
- A custom report outlining deliverables of your sponsorship and related analytics will be provided on request



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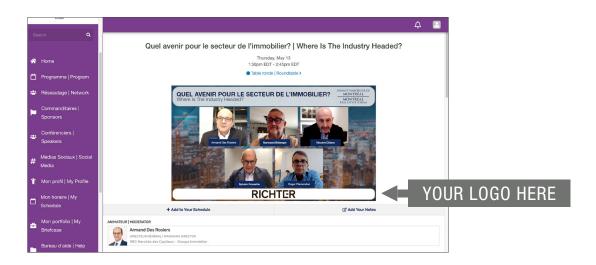
### **CLOSING ROUNDTABLE**

\$2,750 / Sponsor • 1 Exclusive Opportunity

MONTRÉAL REAL ESTATE STRATEGY & LEASING CONFERENCE October 6, 2021

#### **VALUE ADDED BENEFITS**

- Three complimentary conference registrations (\$885 value)
- Logo placement on conference website on the "thank you to sponsors" page for a nine month period
- Verbal acknowledgement at the conference of your sponsorship level by Chair or their representative prior to the start and again at the conclusion of the closing round table discussion
- Your logo will also be prominently placed on the conference platform as follows:
  - · on the screen for the duration of the roundtable
  - on the sponsor page of the conference platform
  - · on the rountable's program description page
  - · networking lounge landing page where the roundtable is mentioned (prior to entering the lounge)
  - · on any directional slides that mention the closing roundtable
  - on a rotating banner on the virtual platform landing page
- Build your own corporate sponsor page it's possible to include research reports, literature and other corporate materials for attendees to download, list point of contact staff at the event so attendees can easily connect, provide website and social media links you can even include a pre-recorded Vimeo or YouTube video to run throughout the event on a loop (we recommend sponsors use a complimentary registration for the key contact person)
- Attendees will be incentivized to visit your corporate sponsor page through Engage to Win. Your page will have its own Engage to Win code
  (predetermined by the organizers) that attendees will collect to boost their Engage to Win score and their chances of winning a prize –
  which will include a complimentary registration to the conference in 2022
- Placement of your logo on the home screen widget page of the entire conference, capturing attendees' attention as soon as they access
  the event platform
- Database of all conference delegates (no emails) will be provided immediately prior to the platform going live as well as following the event
- · A custom report outlining deliverables of your sponsorship and related analytics will be provided on request



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### **PLENARY SESSION**

\$2,700 / Sponsor • 3 Opportunities

MONTRÉAL REAL ESTATE STRATEGY & LEASING CONFERENCE October 6, 2021

#### **VALUE ADDED BENEFITS**

- Three complimentary conference registrations (\$885 value)
- Logo placement on conference website on the program and "thank you to sponsors" pages for a nine month period
- Verbal acknowledgement at the conference of your sponsorship level by Chair or their representative prior to the start and again at the conclusion of the sponsored plenary session
- Your logo will also be prominently placed on the conference platform (most also during on-demand access 2 weeks for regular attendees and to end of year for REF Club Members) as follows:
  - on the screen for the duration of the sponsored plenary
  - · on the sponsor page of the conference platform
  - on the program sponsored concurrent session detail page
  - networking lounge landing page where the sponsored plenary is mentioned (prior to entering the lounge)
  - · on any directional slides that mention the sponsored plenary
  - · on a rotating banner on the virtual platform landing page
- Build your own corporate sponsor page it's possible to include research reports, literature and other corporate materials for attendees to download, list point of contact staff at the event so attendees can easily connect, provide website and social media links you can even include a pre-recorded Vimeo or YouTube video to run throughout the event on a loop (we recommend sponsors use a complimentary registration for the key contact person)
- Attendees will be incentivized to visit your corporate sponsor page through Engage to Win. Your page will have its own Engage to Win code
  (predetermined by the organizers) that attendees will collect to boost their Engage to Win score and their chances of winning a prize –
  which will include a complimentary registration to the conference in 2022
- Placement of your logo on the home screen widget page of the entire conference, capturing attendees' attention as soon as they access
  the event platform
- Database of all conference delegates (no emails) will be provided immediately prior to the platform going live as well as following the event
- · A custom report outlining deliverables of your sponsorship and related analytics will be provided on request



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### **CONCURRENT SESSIONS**

\$2,500 / Sponsor • 5 Opportunities

MONTRÉAL REAL ESTATE STRATEGY & LEASING CONFERENCE October 6, 2021

#### **VALUE ADDED BENEFITS**

- Three complimentary conference registrations (\$885 value)
- Logo placement on conference website on the program and "thank you to sponsors" pages for a nine month period
- Verbal acknowledgement at the conference of your sponsorship level by the moderator prior to the start and again at the conclusion of the sponsored concurrent session
- Your logo will also be prominently placed on the conference platform (also during on-demand access 2 weeks for regular attendees and to end of year for REF Club Members) as follows:
  - on the screen for the duration of the sponsored concurrent session
  - · on the sponsor page of the conference platform
  - on the program sponsored concurrent session detail page
  - networking lounge landing page where the sponsored concurrent session is mentioned (prior to entering the lounge)
  - on any directional slides that mention the sponsored concurrent session
  - · on a rotating banner on the virtual platform landing page
- Build your own corporate sponsor page it's possible to include research reports, literature and other corporate materials for attendees to download, list point of contact staff at the event so attendees can easily connect, provide website and social media links you can even include a pre-recorded Vimeo or YouTube video to run throughout the event on a loop (we recommend sponsors use a complimentary registration for the key contact person)
- Attendees will be incentivized to visit your corporate sponsor page through Engage to Win. Your page will have its own Engage to Win code
  (predetermined by the organizers) that attendees will collect to boost their Engage to Win score and their chances of winning a prize –
  which will include a complimentary registration to the conference in 2022
- Placement of your logo on the home screen widget page of the entire conference, capturing attendees' attention as soon as they access
  the event platform
- Database of all conference delegates (no emails) will be provided immediately prior to the platform going live as well as following the event
- · A custom report outlining deliverables of your sponsorship and related analytics will be provided on request



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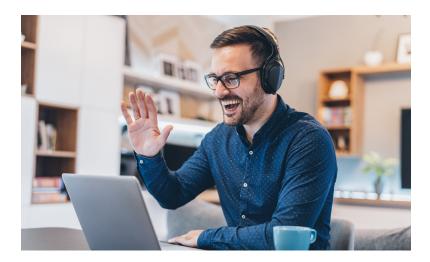
### **NETWORKING LOUNGE**

\$2,500 / Sponsor • 2 Opportunities

MONTRÉAL REAL ESTATE STRATEGY & LEASING CONFERENCE October 6, 2021

#### **VALUE ADDED BENEFITS**

- Three complimentary conference registrations (\$885 value)
- Logo placement on conference website on the "thank you to sponsors" page for a nine month period
- The primary networking lounge of the conference will be branded with the logo of the sponsor
- The Networking Lounge is where attendees connect live with speakers, experts, sponsors and other attendees outside of sessions the Networking Lounge is the most visited component of the platform during a virtual event
- Verbal acknowledgment of this sponsorship by the conference Chair or Moderators
- Your logo will also be prominently placed on the conference platform as follows:
  - directional slides and information when appropriate (in Live Happening Now, on the landing page of the Networking Lounge and in the Zoom Lounge where live networking takes place)
  - on the sponsor page of the conference platform
  - · on a rotating banner on the virtual platform landing page
- Build your own corporate sponsor page it's possible to include research reports, literature and other corporate materials for attendees to download, list point of contact staff at the event so attendees can easily connect, provide website and social media links you can even include a pre-recorded Vimeo or YouTube video to run throughout the event on a loop (we recommend sponsors use a complimentary registration for the key contact person)
- Attendees will be incentivized to visit your corporate sponsor page through Engage to Win. Your page will have its own Engage to Win code
  (predetermined by the organizers) that attendees will collect to boost their Engage to Win score and their chances of winning a prize –
  which will include a complimentary registration to the conference in 2022
- Placement of your logo on the home screen widget page of the entire conference, capturing attendees' attention as soon as they access the event platform
- Database of all conference delegates (no emails) will be provided immediately prior to the platform going live as well as following the event
- A custom report outlining deliverables of your sponsorship and related analytics will be provided on request



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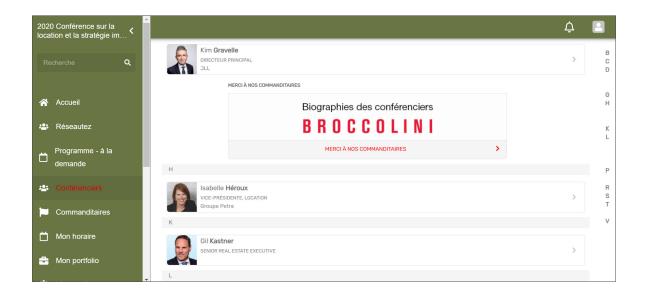
### PRESENTER BIOGRAPHIES

\$2,500 / Sponsor • 1 Exclusive Opportunity

MONTRÉAL REAL ESTATE STRATEGY & LEASING CONFERENCE October 6, 2021

#### **VALUE ADDED BENEFITS**

- Three complimentary conference registrations (\$885 value)
- Logo placement on conference website "thank you to sponsors" page for a nine month period
- · Verbal acknowledgment of this sponsorship by the conference Chair or representative
- Your logo will also be prominently placed on the conference platform as follows:
  - on the home screen widget page of the entire conference, capturing attendees' attention as soon as they access the event platform
  - on rotating logo at the top of the home page drop down navigation menu
  - · on the sponsor page of the conference platform
  - · on a rotating banner on the virtual platform landing page (program, attendee directory, connect with sponsors, speakers & biographies)
  - · opportunity to insert an ad on the printable program posted on the event website
- Build your own corporate sponsor page it's possible to include research reports, literature and other corporate materials for attendees to download, list point of contact staff at the event so attendees can easily connect, provide website and social media links you can even include a pre-recorded Vimeo or YouTube video to run throughout the event on a loop (we recommend sponsors use a complimentary registration for the key contact person)
- Attendees will be incentivized to visit your corporate sponsor page through Engage to Win. Your page will have its own Engage to Win code
  (predetermined by the organizers) that attendees will collect to boost their Engage to Win score and their chances of winning a prize –
  which will include a complimentary registration to the conference in 2022
- Logo rotating on home page of the virtual conference platform together with Platinum & Gold sponsors
- Database of all conference delegates (no emails) will be provided immediately prior to the platform going live as well as following the event
- · A custom report outlining deliverables of your sponsorship and related analytics will be provided on request



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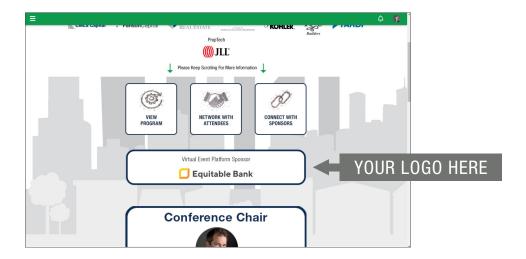
### VIRTUAL EVENT PLATFORM

MONTRÉAL REAL ESTATE STRATEGY & LEASING CONFERENCE October 6, 2021

\$2,500 / Sponsor • 2 Opportunities

#### **VALUE ADDED BENEFITS**

- Three complimentary conference registrations (\$885 value)
- Logo placement on conference website on the "thank you to sponsors" page for a nine month period
- Logo placement on the virtual platform home page on a dedicated and predominant static banner for the duration of the event (5 days prior to the conference, for the duration of the conference, two weeks on-demand for regular attendings, to the end of the year for REF Club Members)
- Logo included with major sponsors on a rotating banner at the top of the drop down navigation bar
- Your logo will also be prominently placed on the conference platform as follows:
  - · on the Live Happening Now landing page
  - on the sponsor page of the conference platform
  - · on a rotating banner on the virtual platform landing page
- Build your own corporate sponsor page it's possible to include research reports, literature and other corporate materials for attendees to download, list point of contact staff at the event so attendees can easily connect, provide website and social media links you can even include a pre-recorded Vimeo or YouTube video to run throughout the event on a loop (we recommend sponsors use a complimentary registration for the key contact person)
- Attendees will be incentivized to visit your corporate sponsor page through Engage to Win. Your page will have its own Engage to Win code
  (predetermined by the organizers) that attendees will collect to boost their Engage to Win score and their chances of winning a prize –
  which will include a complimentary registration to the conference in 2022
- Database of all conference delegates (no emails) will be provided immediately prior to the platform going live as well as following the event
- · A custom report outlining deliverables of your sponsorship and related analytics will be provided on request



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### **SIGNATURE**

\$2,000 / Sponsor • 2 Opportunities

MONTRÉAL REAL ESTATE STRATEGY & LEASING CONFERENCE October 6, 2021

#### **VALUE ADDED BENEFITS**

- Three complimentary conference registrations (\$885 value)
- Logo placement on conference website on the "thank you to sponsors" pages for a nine month period
- Your logo will also be prominently placed on the conference platform as follows:
  - · on the home screen widget page of the entire conference, capturing attendees' attention as soon as they access the event platform
  - on the sponsor page of the conference platform
  - on a rotating banner on the virtual platform landing page
- Build your own corporate sponsor page it's possible to include research reports, literature and other corporate materials for attendees to download, list point of contact staff at the event so attendees can easily connect, provide website and social media links you can even include a pre-recorded Vimeo or YouTube video to run throughout the event on a loop (we recommend sponsors use a complimentary registration for the key contact person)
- Attendees will be incentivized to visit your corporate sponsor page through Engage to Win. Your page will have its own Engage to Win code
  (predetermined by the organizers) that attendees will collect to boost their Engage to Win score and their chances of winning a prize –
  which will include a complimentary registration to the conference in 2022
- Database of all conference delegates (no emails) will be provided immediately prior to the platform going live as well as following the event
- A custom report outlining deliverables of your sponsorship and related analytics will be provided on request

