

# SCHEDULE

## DAY 1

| Time            | MULTIFAM                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
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| 3:00 PM–4:00 PM | <b>Opening Session — In-Unit &amp; Public Space Tech for Different Buying/Renting Demographics</b><br>What's on the tech "must-have" and "nice-to-have" lists for key multifamily buyer/renter demographics? This session provides a look at what consumers in segments like Gen Z, Young Millennials, Older Millennials and Empty-Nest Boomers really want in tech.                                                                                                                                                                                                              |
| 4:00 PM–5:00 PM | <b>Tech as the Cash Register in Multifamily Rental Properties</b><br>We're at the "end of the beginning" of tech in the multifamily rental market and now know enough to be really dangerous. In this session, we'll analyze the return on investment you can expect from tech—the initial and recurring revenue and profit opportunities, the recurring cost savings and the price increases and lease sales increases that can result. You'll get real world info on what's happening and a vision for even better performance from players with deep experience in the market. |
| 5:15 PM–6:15 PM | <b>Combined Summit Keynote Address— Game Changing TechHome Marketing</b><br>Now that tech is commonly included in builder offers and promotions, we can see the different strategies of builders and understand the sales lift strong tech messaging generates. In this session, we'll look at how top builders are marketing their standards and options and learn what's working. We'll also present a vision and concepts for ultimate tech marketing that could move the needle even farther!                                                                                 |
| 6:15 PM–7:30 PM | <b>Connections Reception</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |

## DAY 2

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| 8:00 AM–9:00 AM   | <b>Breakfast Session—Tech Energy &amp; Water Efficiency for Units &amp; Property Managers</b><br>Controlling energy and water consumption, while preserving comfort, is a huge issue for both multifamily building managers and unit occupants. In this session, we'll drill down on the latest applications and results, and provide specific tips for implementation in new construction, renovation and retrofit for both rental and owner-occupied properties. |
| 9:10 AM–9:45 AM   | <b>Boardroom Presentations</b><br>                                                                                                                                                                                                                                                                                                                                             |
| 9:55 AM–10:30 AM  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 10:40 AM–11:15 AM |                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 11:25 AM–12:00 PM |                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 12:30 PM–1:30 PM  | <b>Luncheon Session—Connectivity Tech &amp; Services that Make a Difference in Multifamily Housing</b><br>Connectivity is the lifeblood of effective technology in multifamily buildings, and with 5G arriving and fiber more broadly deployed, it's undergoing another massive change. In this session, we'll update you on changes in the wide area network and how they'll be affecting your hardwired and wireless infrastructure choices for your buildings.  |
| 1:30 PM–6:00 PM   | <b>Exhibits Open for One-on-Ones &amp; Browsing</b>                                                                                                                                                                                                                                                                                                                                                                                                                |
| 8:00 PM–11:00 PM  | <b>After Hours</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                 |

## DAY 3

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| 8:00 AM–9:00 AM   | <b>Breakfast Session—Managing Your Building Perimeter with Tech</b><br>Online retailing and home delivery of goods of all kinds is driving the need for new and improved technology and systems to control the perimeter of multifamily buildings. From intercoms and surveillance to door and container control to implications for management of trash and recycling, we'll dig in on some of the best solutions, with a look at both the best new-built and retrofit options. |
| 9:10 AM–9:45 AM   | <b>Boardroom Presentations</b><br>                                                                                                                                                                                                                                                                                                                                                           |
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| 11:25 AM–12:00 PM |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 12:00 PM–3:00 PM  | <b>Exhibits Open for One-on-Ones &amp; Browsing</b>                                                                                                                                                                                                                                                                                                                                                                                                                              |