

25% DISCOUNT TO CREW MEMBERS FOR THE FOLLOWING COURSE!

Course title: Corporate Real Estate Overview

Course summary: Everybody in the real estate business should understand what corporate real estate is and how it influences the demand for and design of space. This course will provide developers and investors with a better understanding of how large space users think about their real estate, what drives their decisions and how they practice their craft. The course will also provide an overall introduction to the field of corporate real estate for those considering a career in this area. Key topics will include corporate real estate organizational design (including the role of outsourcing), location strategy, workplace design, portfolio planning, engaging with internal business units through a client relationship model, leveraging procurement and the challenges of leading a global organization.

Link to register: <http://professional.mit.edu/programs/short-programs/corporate-real-estate>
Use code crew25 to receive discount

Location: MIT campus in Cambridge, Massachusetts
Date of Course: Mon/Tue June 20/21, 2016
Lead Instructor: Sarah K. Abrams



Sarah K. Abrams joined Iron Mountain, a public REIT and Fortune 1000 company, as Senior Vice President and Head of Global Real Estate in January 2012 to drive globalization of the corporate real estate function and to transform it into a strategic business partner to the line business. Sarah leads a global team responsible for real estate portfolio strategy, transactions (including leasing, acquisitions and dispositions), construction, ground-up development and facility management as well as lease administration and REIT Supplemental reporting for a portfolio of 80 million sf in 46 countries.

Prior to joining Iron Mountain, Sarah was the president of Fidelity Real Estate Company, the corporate real estate division of Fidelity Investments. In that role she developed over \$1.5 billion of real estate and managed a 10 million sf global real estate portfolio, which included office space, investor centers and critical computing environments. Ms. Abrams holds a BA in Economics, *magna cum laude* from Boston University, a JD degree from Cornell Law School and a Master of Science in Real Estate Development from the Massachusetts Institute of Technology. Ms. Abrams is a former president and chairman of the Massachusetts Chapter of NAIOP-the Commercial Real Estate Development Association, a past president of CREW Boston and a past president and current Legacy Council member of the New England Chapter of CoreNet Global.