

Sheila Hamilton

From: A Ramirez Zarzosa <aramirez@zeta3.com>
Sent: Monday, September 11, 2017 1:17 AM
To: Robert McBride
Cc: Steven Gragg; Tim Youmans; Sheila Hamilton; Sheila Harris; Cassandra Francis
Subject: EXPO-REAL 2017
Attachments: EXPO-REAL MUNICH 2017.pdf

Dear Robert,

Update for your report.

1. The Data Base of 500+ contacts created from Property-Eu was used for LAI-London Function PRS Event this spring: 8 contacts showed up at meeting and 27 people from 21 Data Base companies showed-up.
2. Region New Members Welcome slides presentation was created in English. With the following versions, to be sent and used when meeting with prospect members and new chapters leaders:
 - English-Spanish
 - English- French
 - English-German
 - English-Dutch
 - English-Arabic
3. An email by LAI-International President calling members for contacts, referrals and leads in the region to meet in Expo-Real has been prepared, pending approval and sending by the President.
4. An email calling to meet at EXPO-REAL was prepared and has been sent once to the Data Base 500+.
5. Cassandra Francis agreed to be the highest LAI representative
6. Ralph Chip Good – LAI-London and Esperanza de Justo LAI-Madrid agreed to provide support
7. Attendees to EXPO-REAL data base has been downloaded several times. As a first test we identified Paris attendees and got their contacts and send the email calling to meet.
8. We downloaded the EXPO-REAL App and used the MatchUp! To contact by email prospect people to meet with
9. Meeting Point at EXPO-REAL has been selected: KÄFER Coffee-Shop at the west entrance.

Best Regards / Atentamente / التحيات أطيب مع

Aurelio Ramírez Zarzosa,
LEED-SP- LEED Service Provider
SpainGBC LEED Faculty

Ingeniero de Caminos, Canales y Puertos

LAMBDA ALPHA INTERNATIONAL,

LAI-Madrid Chapter Founder

(First Chapter in Continental Europe)

LAI-London Chapter, Interim Director

LAI-Awards Committee, Member

LAI Executive Committee, Member

LAI Regional Vice-President, Europe & Middle East

