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Criteria for Selecting Regular Directors of the CoreNet Global Board 2012 Guidelines

The Bylaws state that “The general affairs and business of the Association (CoreNet Global) shall be conducted and managed by a Board of Directors who will be responsible for the overall policy and operation of the Association. Directors shall use their best efforts to represent the general interests of the Membership of the Association...” In terms of general practice, the Board is responsible for setting the purpose, vision and goals of CoreNet Global and for monitoring the results of staff in achieving the purpose, vision and goals.

CRITERIA GUIDELINES FOR SELECTING BOARD DIRECTORS:

- **Bylaws Requirements:**
 - The Regular Board is made up 14 elected Directors serving three year terms, a seat for the Past Chairman who shall serve a one-year term, and a seat for the Chair of the Component Council who shall serve a one year term.
 - The terms of the Directors shall be staggered so that the terms of one-third (1/3), five (5), of said Directors shall expire each year.
 - Only members of CoreNet Global in good standing are eligible to serve as Regular Directors.
 - Directors may serve a maximum of two three-year terms.
- **Personal Characteristics:** Directors are expected to have the following personal characteristics:
 - High ethical standards and strong commitment to those standards
 - Strong interest in advancing our industry and commitment to CoreNet Global mission
 - Demonstrated professional and/or business success
 - Strong critical thinking and leadership skills
 - Open-mindedness, wisdom and good judgment
 - Effective contributor to the work of a leadership team (such as the Board)
- **Conflict of Interests and Priority of Interests**
 - Directors must adhere to CoreNet Global's Conflict of Interest Policy.
 - Directors must put the interests of CoreNet Global above personal and company interests in carrying out Board responsibilities.
 - Directors should not hold a position on the Board of an organization that is a direct competitor of CoreNet Global, without explicit approval from our Board.
- **Attendance:** Directors are expected to meet the written expectations for attending Board meetings, Board committees and CoreNet Global programs.
- **Participation History in CoreNet Global:** Candidates for Board membership should have a history of participation in CoreNet Global and a good understanding of the organization.
- **Guidelines on the Composition / Diversity of Board:** The Board strives to be diverse in terms of the following:
 - **Type of Member:** Bylaws require that the Board of Directors shall consist of at least 50% End User Members.
 - **Geography:** The geographical distribution of Board members by global regions (Americas, EMEA, Asia Pacific) should approximately reflect the geographical distribution of membership.
 - The geography of the current CoreNet Global membership: N. America (76%), Europe (13%) and Asia Pacific – including Australia / New Zealand (11%).
 - **Gender and Racial/Ethnic Background**
 - **Industry Sectors**
- **Reputation and Credibility:** All other factors being equal, preference is given to Director candidates who are:
 - Widely recognized as leaders in the industry.
 - The most senior executive in their organization with corporate real estate responsibilities. This is true for end users (corporate real estate executives), service providers and economic developers.
 - Employed by firms that are widely recognized and respected globally.

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EXPECTATIONS FOR MEMBERS OF THE CORENET GLOBAL BOARD OF DIRECTORS:

Listed below are the major expectations for the members of the CoreNet Global of Directors in terms of meetings, responsibilities and time commitments.

- Serve a three-year term, starting at the close of the San Diego Summit, May 2012, and ending at close of North America Spring Summit 2015.
- Attend three Board meetings per year
- Participate in one Conference Call Board Meetings per year (two hours).
 - Summer call
- Serve on two CoreNet Global Committees per year as Board representative.
 - Most committees meet by conference call (one or two hours each) – typically 2 – 4 times per year.
 - Most committees also meet face-to-face at North America Summits (two-hour meetings on Saturday). The expectation is that you will attend these committee meetings if you attend the Summit.
- Serve as an advocate – both on and off the Board - for CoreNet Global and its mission and vision.
- Diligently act in accordance with the highest ethical standards and avoid conflict of interests.
- Carry out Board assignments effectively and on schedule.
- Read materials prior to Board and committees meetings and come prepared for discussion. Engage in and contribute to discussions.
- Occasionally attend a Chapter/Community meeting or event in your local area as a Board representative (1-2 times per year, if possible).
- Informally reach out to members when opportunities arise to take the pulse of membership, find out what they want from CNG, and degree of satisfaction.
- Serve as ambassador for CoreNet Global at Summits by welcoming members, thanking sponsors and attending Summit activities.

CoreNet Global Board of Directors – Class of 2012

DIRECTORS	ORGANIZATION	Start Date of Term	End Date Of Term	Member Type ¹	Country of Residence
Class of 2012 – Rolling Off at the Spring Summit 2012					
Lee Utke (Past Chairman)	Whirlpool Corporation	May '08	April '12	EU	USA
Dino Piccini (Treasurer)	DTZ	April '09	April '12	SP	USA
Mark Schleyer	AT&T	May '08	April '12	EU	USA
Randy Smith	Oracle	April '09	April '12	EU	USA
Tony Wong	Cisco	April '09	April '12	EU	ASIA

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¹ EU=End User; SP=Service Provider; ED=Economic Developer