

## "The Commercial Real Estate Tsunami: Survival for Lenders, Owners, Buyers and Brokers"

"How do I renegotiate my commercial loan/lease when I owe more than it is worth?"

"Where are the opportunities in commercial real estate today?"

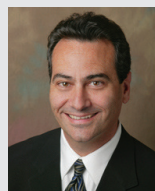
"What are the new fundamentals for investment?"

Think the home mortgage crash was the last our problems? Wishing thinking! An unprecedented wave of commercial debt maturities are expected to hit the Commercial Real Estate markets hard over the next five years. In Tony Woods' timely new book, "The Commercial Real Estate Tsunami: A Survival Guide for Lenders, Owners Buyers and Brokers," he sounds the alarm about the impact that the resulting commercial real estate loan defaults and foreclosures will leave in their wake - an effect that will hit commercial real estate markets like a tsunami hard on the heels of the current economic earthquake. In this popular seminar, Tony will discuss how we got to this point and what we can do to survive. He draws on a stellar group of experts from varied sectors of the commercial real estate industry, as well as lessons learned from the commercial real estate downturns of the 1980s and 1990s.

### Topics include:

- Commercial Loan Workouts - from both the lender's and borrower's perspective
- Increasing vacancies and falling rental rates and how to manage both
- Restructuring your business to meet the new market's challenges
- What Congress is doing (and can do) about it

Investors, developers, lenders and brokers - anyone with money at stake in the commercial real estate industry - should heed the urgent advice and guidance given by Mr. Wood at this seminar and in the book.



**Presenter:**  
**Tony Wood**

Tony is an award-winning veteran of the commercial real estate industry, with over thirty years experience, and a successful track record as a commercial real estate broker and consultant.

### DATE

Wednesday, October 6

### TIME

8:30 - 10:00am

### LOCATION

SAR Mack Powell Auditorium

### COST

\$10 SAR MEMBERS & REALTORS®

\$15 ALL OTHERS

### TO REGISTER

Fax form below to 916.922.4103 or register online at [ims.sacrealtor.org](http://ims.sacrealtor.org)

Questions - call Chris at 437.1210

\*24 hour cancellation notice needed to receive refund.



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## REGISTRATION FORM

## Survival for Lenders, Owners, Buyers and Brokers - October 6, 2010

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_

EMAIL \_\_\_\_\_

PHONE \_\_\_\_\_

METHOD OF PAYMENT: (Please check one)  VISA  MASTERCARD  AMEX  DISCOVER  CHECK (MAKE CHECK TO SAR) AMOUNT ENCLOSED: \$ \_\_\_\_\_

ACCOUNT NAME \_\_\_\_\_

ACCOUNT NUMBER \_\_\_\_\_

SIGNATURE \_\_\_\_\_

EXPIRATION DATE \_\_\_\_\_ SECURITY CODE \_\_\_\_\_