



# News Release

10401 North Meridian Street  
Suite 202  
Indianapolis, IN 46290  
317-663-4180

Contact: Jill Delaney  
Real Estate Investment Securities Association  
317-663-4175  
jdelaney@reisa.org

## **First REISA Conference Draws Nearly 700 Industry Experts to Learn and Network**

INDIANAPOLIS – October 28, 2009 – Nearly 700 real estate securities professionals attended the recent Real Estate Investment Securities Association Conference and Trade Show in Las Vegas.

This groundbreaking first REISA event brought together leading real estate securities professionals including sponsors, broker-dealers, registered representatives, registered investment advisors (RIAs), qualified intermediaries, attorneys, CPAs, lenders and mortgage brokers to further their education and network with fellow industry professionals.

“REISA’s conference plays a vital role in advancing the industry and educating industry professionals,” said REISA President Bill Winn. “Despite the current economic challenges, we had 44 exhibiting companies and more than 300 financial advisors in attendance proving REISA’s conference is one of the best ways to make new connections and discover the latest on the various product types in the commercial real estate industry.”

### **Attendees Gain New Tools and New Contacts**

Attendees had the opportunity to experience more than 45 educational sessions on current industry topics including practice management strategies, survival strategies for workouts, arbitration and litigation and product design and development strategies for REITs, debt and equity funds, tenant-in-common transactions (TICs), and Delaware Statutory Trusts (DSTs). Among the most popular sessions this year were oil and gas sessions, real estate as a hedge against inflation and winning sales ideas for financial advisors by Bill Bachrach.

“As a first-time sponsor attendee, I enjoyed the opportunity to meet with a lot of broker-dealer firms,” said Randy Lewis of Capital Real Estate Securities.

"It was exciting to be a part of the energy, optimism and camaraderie at the REISA Annual Conference", said Daniel Oschin, attendee from BGK Integrated Group. "During this time of transition in the economy and for REISA, the outstanding attendee turn-out,

and their enthusiasm for the future of our industry and association, was inspiring and rejuvenating."

The conference also featured several keynote speakers including motivational speaker Alison Levine and real estate economist Dr. Mark Dotzour. Levine is the team captain of the first American women's Everest expedition and groundbreaking polar adventurer. Beyond her outdoor adventures, Levine spent more than 20 years in the business world including working for investment banking firm Goldman Sachs. She presented a unique perspective on leadership, teamwork, innovation, pushing your personal limits and dealing with a changing environment. Dr. Dotzour is the chief economist and director of research for the real estate center at Texas A&M University. Dotzour gave an outlook for the economy, interest rates, investment climate, real estate space and absorption and property values.

REISA will hold several regional events next year and also a national conference in the fall. The exact locations and dates are yet to be determined. Photos are available upon request. For more information, contact Jill Delaney at 317.663.4175 or [jdelaney@reisa.org](mailto:jdelaney@reisa.org).

**About the Real Estate Investment Securities Association (REISA)**

The Real Estate Investment Securities Association (REISA), formerly known as the Tenant-In-Common Association (TICA), is a national trade association for professionals who offer and distribute securitized real estate investments. TICA was formed in 2003 to promote and support those involved in the fractional ownership or tenant-in-common industry. These offerings represent all fractional interests in land, commercial real estate, energy and natural resources including DSTs, TICs, funds, partnerships and REITs sold on a securities platform. REISA promotes the highest ethical standards to its members and provides education, networking opportunities and resources. For more information, call REISA at 866.353.8422.

###