



2009 REISA Annual Conference & Trade Show

The Bellagio Hotel – Las Vegas, NV

Agenda as of 10/01/2009

(subject to change)

Sunday, October 18, 2009

8:00 am – 5:00 pm
Grand Ballroom 1-2-4-5-8

Exhibitor/Sponsor Set up
(Platinum, Gold & Silver exhibitors)

9:00 am – 12:00 pm
Renoir 1

Board of Directors Meeting & Lunch

11:00 am – 7:00 pm
Registration Desk 1-2

Conference Registration

1:00 pm – 5:00 pm

Targeted Strategies Forums

Choose from one of three forums. Each consists of 4 sessions and you can choose which sessions to attend. Extra fee is required.

1. Practice Management Strategies: Looking back to see forward! Let the experience of others enhance your practice.

If you are looking to improve the efficiency and profitability of your practice, you need more than a book or luck. Learn first-hand from your peers who have thrived in these challenging times.

2. Survival Strategies: Workouts, Mediation, Arbitration, and Litigation

Learn how to prepare for and to take the next logical step when confronted with programs and sponsors which are no longer performing or that are in crisis mode, up to and including audits, arbitration or litigation.

3. Product Design and Development 201: REITs, Equity Funds, TICs/DSTs, and Debt Funds

Wondering what product vehicle best suits the strength, experience and objectives of your company? Here's your chance to discover the opportunities presented by a number of securitized real estate products. Education about the main product types, what works and what doesn't, and the current state of the market for each product type.

1:00 pm - 1:50 pm
Grand Ballroom 9

1. Practice Management Strategies

1A. Building your business by refocusing your energies.

Insight into how you can pinpoint the steps needed to get your practice back on track and focus your attention on client needs.

This session is for reps who would like to expand their knowledge level to better serve existing clients and marketing techniques to find new clients. We'll cover how to plan and execute formal reviews and matching products to client needs. We'll discuss where and how to use TICs, Real Estate Notes and Equities, Tax Credit programs, REIT's, Oil & Gas Drilling programs and more. We'll share various successful marketing & prospecting techniques. Should you be product focused or provide overall comprehensive financial planning? This experienced panel will share what is "working and not working" to be financially successful in this uncertain economic environment. The results will help you focus and re-

focus your energies to help you get your practice "back on track" and be successful in uncertain times. Don't miss this one.

Panelists: D. Richard Dance, 1031 Exchange Coordinators; Robert (Rusty) Tweed, Tweed Financial Services Inc; Todd Williams, Todd Williams Consulting

Moderator: W. Aubrey Morrow, Financial Designs Ltd

1:00 pm - 1:50 pm
Grand Ballroom 3

2. Survival Strategies: Workouts, Mediation, Arbitration and Litigation

2A. Sponsor failures. What, How, Why and What we need to know about them!

Experts peel back the veil of confusion surrounding Sponsor failures and how we can learn from the mistakes that lead to their demise.

Learn how to evaluate a sponsor's business model and capitalization. Some topics to be discussed in an interactive format: 1) How the sponsor's business model impacts the long term viability of a Sponsor. 2) What are the mistakes that have occurred in the past and what should be done differently in the future? 3) What alternatives and strategies do investors have when the sponsor appears to be in trouble? What has worked and what has not. 4) How is the sponsor dealt with or going to deal with downturns in the real estate cycle? 5) What are the controllable and non controllable risks of being a sponsor? 6) What information is available to registered reps and investors regarding a sponsor's viability and what should you do with the information? and 7) How are sponsors capitalized and what does it mean to be diversified? You will leave with strategies to help your existing clients understand alternative solutions for their existing investments and help your new clients make more informed sponsor selection decisions. The presenters have first hand experience dealing with troubled or failed sponsors and helping investors from a legal, structural and asset management perspective.

Panelists: John Boyd, TIC Properties LLC; Darryll Goodman, Thompson National Properties; Coni Rathbone, Davis Wright Tremaine

Moderator: Bill Winn, Passco Companies LLC

1:00 pm - 1:50 pm
Grand Ballroom 6/7

3. Product Design and Development 201: REITs, Equity Funds, TICs/DSTs and Debt Funds

3A. REITs: Reg. D, Publicly Registered, Non-Traded and Traded REITs, Up-REITs

Learn the ins and outs of these products directly from those who create them to those who distribute them

As of the end of the second quarter of 2009 there were approximately 32 publically-registered, non-listed REITs that had assets of almost \$66 billion, of which \$10.1 billion was raised by 20 sponsors in 2008 alone. In addition, there are approximately 21 non-listed REIT's seeking to raise almost \$36 billion of investor equity currently in registration with the SEC. Several sponsors of non-registered offerings have announced plans to 'roll-up' their portfolios through Section 721 of the Internal Revenue Code into an UPREIT. What makes publically-registered, non-traded REITs so attractive in today's environment? What are the benefits and limitations of such a vehicle? What is public-registration of a REIT? How do you register a REIT? How long does it take and how much does it cost? Why are they not listed or traded on an exchange? What does it cost to market a REIT once it is registered? How does an UPREIT work in conjunction with Section 721 of the IRC? What are the advantages, or disadvantages of an UPREIT to a sponsor or an investor?

REISA has assembled a top-flight group of leading experts in the publically-registered, non-listed REIT world in order to answer these questions. These are

the people who make it happen in the REIT world; the attorneys who structure and register the offerings; the marketing expert who raises the money and the broker dealer who manages the offering and builds the selling syndicate. They will share their real-world expertise to help you understand this very important part of the real estate investment securities market, how REITs can work for you and how you can make REITs a part of your product platform.

Panelists: Deborah Froling, Arent Fox LLP; Steve Hamrick, Lightstone Value Plus REIT; Sean Reynolds, Alston & Bird LLP

Moderator: Jim Shaw, CapHarbor LLC

2:00 pm - 2:50 pm
Grand Ballroom 9

1. Practice Management Strategies

1B. Total Asset Allocation through Client Understanding

It all starts and ends with communication and understanding. Advice on how to select the best products for your clients

This session is for advisors who would like to greatly reduce the negative calls during these trying times. We'll cover how to find, select and diversify a client's investment portfolio to reduce risk and volatility. We will explain asset allocation, what it means and why it is more important than finding and buying the right investment. We will explain why lack of correlation between assets is so important and how lack of correlation can increase portfolio returns while reducing risks. Successful advisors will share what they have learned and how it has helped them build more stable and profitable practices. This experienced panel will share what is "working and not working" in these turbulent economic times and why providing a balanced investment approach will not only keep your current clients but attract new ones and help you achieve individual financial success. The results will help you re-focus your energies to get your practice "back on track" and start earning a paycheck again. You don't want to miss this session.

Panelists: Shimson Plotkin, Plotkin Financial Advisors LLC; Jim Ortlip, Financial Design Group, LLC; Josh Swayne, WMS Financial Planners Inc;

Moderator: Fred Baerenz, Alpha Omega Group Inc

2:00 pm - 2:50 pm
Grand Ballroom 3

2. Survival Strategies: Workouts, Mediation, Arbitration and Litigation

2B. Surviving Mediation-Actual Cases revisited.

The Ackerman Case was the first mediation. Several others have been decided and others are in process. Hear from those directly involved what you need to do to protect yourself.

First hand information from the attorneys, the expert witness, and a registered rep involved in the first two arbitrations. You will hear the inside story not only on what happened in the first two arbitrations, but also what the developments have been since then. Looking forward, the panel will discuss what have we learned with tips on how we should consider doing business going forward in this post arbitration era.

Panelists: Gary Ackerman, CapWest Securities Inc; Derek Anderson, Michaels Ward & Rabinovitz LLP; Brenda Neel Hight, Fletcher Farley Shipman & Salinas LLP

Moderator: Barbara Halper, FactRight LLC

2:00 pm - 2:50 pm
Grand Ballroom 6/7

3. Product Design and Development 201:

REITs, Equity Funds, TICs/DSTs and Debt Funds

3B. Equity Funds: Understanding how to make yours different and learn when they should be used.

An in-depth examination of equity funds, focusing on structure, features, distribution channels, and the differences between success and failure.

Don't fool yourself into thinking that a fresh idea or good real estate will sell itself. It is a common mistake for quality sponsors to put out a fund, only to see it fail, because they didn't understand the dynamics of the equity fund marketplace. Selling equity funds is challenging and if you want to raise capital with an equity fund, you have to know what is really working. Equity funds can be a powerful tool for any real estate firm, if structured and marketed correctly. Come to this session and learn from a panel of those who are successful in the current market. Essential topics that will be discussed include what structure and products are working today, what BDs and reps are approving and selling equity funds, what features differentiate funds and make them attractive in a crowded marketplace, how to access the distribution channel, what it takes to be successful and more. Take this opportunity to make your business more successful.

Panelists: Will Obeid, Gemini Real Estate Advisors LLC; Daniel Oschin, BKG-Integrated Group; Eric Wilson, Ameriprise Financial Services Inc

Moderator: Darryl Steinhouse, Luce Forward Hamilton & Scripps LLP

2:50 pm - 3:10 pm

Break

3:10 pm - 4:00 pm
Grand Ballroom 9

1. Practice Management Strategies

1C. Suitability through Understanding.

Keeping track of client communications. The do's and don'ts of how and when to communicate with your client and broker-dealer. How to track investment performance.

How well do you really know your clients? Do you have a methodology to explain investment products to your clients that includes both the risk and expenses in addition to the benefits? Once your clients invest in a particular security, how often do you communicate with them, and how do you track the security's performance? During this valuable panel discussion among established registered representatives, you will learn not only how to go beyond the required data on the broker-dealer new account form to determine suitability – and retain the information for future use – but also how to avoid surprises by fostering regular communication with clients. You will also hear different viewpoints on systems, practices and management tools. Plan to attend to learn from the panel's mistakes and arm yourself with new tools and strategies to move forward, grow your business and overcome challenges along the way.

Panelists: Wade Lopez, Lopez Wealth Management Group; Craig Porter-Rollins, LJCooper Capital Management LLC; John Tyler, CapWest Securities Inc

Moderator: Thomas Voekler, Hirschler Fleischer PC

3:10 pm - 4:00 pm
Grand Ballroom 3

2. Survival Strategies: Workouts, Mediation, Arbitration and Litigation

2C. Surviving Litigation

A discussion of what to do when you are sued and how to make yourself defensible.

Turmoil in the economy, credit markets, and within the industry has left many looking for someone to blame, and litigation is on the rise for sponsors. We'll discuss topics such as the nature/basis of claims occurring within the industry, how to recognize potential fights and head them off, how to prepare internally in order to effectively and efficiently defend litigation, and what can be taken from some of the most noticeable controversies in our industry today.

Panelists: Ed Flanagan, Hirschler Fleisher PC; David Gorenberg, Citibank, N.A. - 1031 Exchange Services; Robert Kaplan, Gregory Kaplan PLC

Moderator: Rick Chess, Chess Law Firm

3:10 pm - 4:00 pm
Grand Ballroom 6/7

3. Product Design and Development 201:
REITs, Equity Funds, TICs/DSTs and Debt Funds

3C. TICs and DSTs: Market Conditions, Opportunities and Reality

The landscape has changed. TICs and DSTs will be examined in detail, including what is working today, what to focus on for the future, where sales are coming from, and what you can do to survive in the current market.

Our panel is going to take a brief look back at the TIC/DST product over the last couple of years from a structuring, marketing and sales perspective. We are then going to discuss how the landscape has changed with respect to the structuring, marketing and sales of the products and how all the participants in the market place can survive given the new realities. Finally, our panel will hypothesize as to what the future might hold for these products and how market participants should position themselves to be successful going forward.

Panelists: Grant Chaput, FactRight LLC; Peter Evans, NPV/Direct Invest; Scott Lunine, T.R. Winston & Company LLC

Moderator: Jonathan Stern, Bryan Cave LLP

4:10 pm - 5:00 pm
Grand Ballroom 9

1. Practice Management Strategies

1D. Your Responsibility for Providing Due Diligence

What is Due Diligence? How can we better understand what we sell? What are leading advisors doing today to help protect their investors from potentially bad investments in the future?

The function of due diligence is to verify, verify, verify. What is Due Diligence? How can we better understand what we sell? What are leading advisors doing today to help protect their investors from potentially bad investments in the future? Has the fact that real estate investments are structured as securities been abused to the point of making what should be easily understood a mish-mash of doublespeak? Should due diligence just focus on the real estate? This panel will look at the real issues that have surfaced in the securitized real estate market and what we know now that will only help us going forward.

Panelists: Joe Miller, Independent Financial Group LLC; William Swayne III, WMS Financial Planners Inc; Eric Wilson, Ameriprise Financial Services Inc

Moderator: Tony Chereso, FactRight LLC

4:10 pm - 5:00 pm
Grand Ballroom 3

2. Survival Strategies: Workouts, Mediation, Arbitration and Litigation

2D. Preventative Medicine

Just as no single medicine can protect you from every disease, no single measure can protect you from litigation. A multi-faceted discussion of how to prevent a plague of problems from descending on you.

Your investor, who said she was worth \$10 million, arrives at the arbitration hearing driving a Pinto. Your favorite sponsor over the last four years has a disconnected phone. The can't-lose offering you sold last year – well, you know. Join this esteemed group of panelists to learn how to protect yourself when dealing with investors so that when the unknown hits, you are prepared.

Panelists: Hasmig Derderian, Alexander Partners; Christina Nielson, Cornerstone Exchange Services; William Swayne II, WMS Financial Planners Inc

Moderator: Craig Hall,

4:10 pm - 5:00 pm
Grand Ballroom 6/7

3. Product Design and Development 201:
REITs, Equity Funds, TICs/DSTs and Debt Funds

3D. Debt Offerings

Debt funds seem to be everywhere and they appear to be selling. What makes debt funds tick? Why are clients buying them and what are they looking for. What are the risks and how to protect yourself? Form over substance.

Debt offerings have been gaining in popularity and they can be appropriate investments for IRAs and other qualified plans. Learn how debt offerings can be used by sponsors to meet their capital needs and the potential risks involved in issuing debt instruments. The panel will discuss different structuring options available, the tax implications of including certain equity features and the practical benefits and challenges that can arise after the debt has been issued.

Panelists: Aaron Cook, Steadfast Companies; Richard Lipton, Baker & McKenzie LLP

Moderator: Timothy Snodgrass, Axxcess Capital, LLC

5:00 pm – 6:30 pm
Grand Ballroom 1-2-4-5-8

Cyber Café

Sponsored by: FactRight and Jenner & Block

5:00 pm – 6:30 pm
Grand Ballroom 1-2-4-5-8

Opening Cocktail Reception in Exhibit Hall

Enjoy appetizers and beverages while you network and catch up with fellow attendees and exhibitors.

Sponsored by: Baker & McKenzie LLP

Monday, October 19, 2009

7:30 am – 8:25 am
Renoir 1-2

New & Prospective Member Breakfast

Have you just joined REISA, or are you considering becoming a member? Enjoy breakfast with industry leaders who will give you a clear perspective on REISA, its programs, members and purpose.

7:30 am – 8:25 am
Grand Ballroom 1-2-4-5-8

Breakfast Buffet & Exhibits

Start your day off right! Enjoy a delicious breakfast buffet and visit with our exhibitors.

7:30 am – 5:00 pm
Registration Desk 1-2

Conference Registration

7:30 am – 7:30 pm
Grand Ballroom 1-2-4-5-8

Cyber Café

Sponsored by: FactRight and Jenner & Block

Check your e-mail and check in with your office without leaving the exhibit hall.

8:30 am – 10:00 am
Bellagio Ballroom

**Opening Session: REISA Update; Industry Update with Keith Allaire;
Keynote Presentation: Congressman Ed Royce**

REISA starts off with a bang, as Bill Winn welcomes new and returning members and provides a brief overview of how REISA is evolving to meet the needs of its membership. Next Keith Allaire of Robert A. Stanger & Co. will take you on a fast paced review of our industries and a look at where we are headed. Then, prepare for a high impact and insightful presentation by Congressman Ed Royce of California. Royce is a senior Republican member of the House Financial Services Committee and the House Foreign Relations Committee. He is also the ranking member of the Terrorism Subcommittee. Financial Services oversees banking, banking regulations and securities regulations. Among many issues, Royce will discuss the "restructuring" of how the Fed and States will regulate securities and the capital markets in the future.

10:00 am – 10:30 am
Grand Ballroom 1-2-4-5-8

Break & Exhibits

10:30 am – 12:00 pm
Bellagio Ballroom

Platinum Sponsor Presentations

Platinum Sponsor will present fast paced, high impact overviews of their companies. Get to know each of these excellent sponsors.

12:00 pm – 1:00 pm
Grand Ballroom 1-2-4-5-8

Lunch & Exhibits

Please join everyone for lunch and more networking time.

12:00 pm – 1:00 pm

Committee Meetings

Ethics and Standards – Renoir 1

Legislative & Regulatory – Renoir 2

Education and Marketing – Grand Ballroom 3

Due Diligence and Compliance – Grand Ballroom 6-7

Capital Markets – Grand Ballroom 9

1:00 pm – 1:50 pm

Breakout Sessions:

4A. Asset Allocation, Investment Strategies and Evaluating All Product Offerings

Bellagio Ballroom

Understanding the way successful advisors run their practices, and how they evaluate and employ products.

Two top producers will be discussing how they research, evaluate and implement alternative and non-correlated assets into their portfolio models. These top advisers will teach Registered Reps how to review product information, determine if the offering is appropriate and build a more diversified portfolio. Attendees will also get a first hand point of view from a unique real estate sponsor and how they are affecting not only client's returns, but municipal and community development. In today's environment, product education (both initial and ongoing) is paramount – learn the steps that will allow you not only to protect your clients and business but to prosper as well.

Panelists: Rob Leinbach, Walton International Group; Wade Lopez, Lopez Wealth Management Group; Jim Walesa, Asset Management & Protection Corp

Moderator: Jeff Rosenthal, Triad Advisors Inc

1:00 pm – 1:50 pm
Grand Ballroom 6/7

4B. REIT 101 – Everything you ever wanted to know about REITs but were too smart to ask

Identify the issues critical to clients and seek out an appropriate REIT program to meet these needs. Do's and don'ts, safety vs. yield, why diversify, what is single asset risk, NTM 9-09, types of REITs and how to differentiate between them, how to use a REIT as a tool with clients. Comparison to other funds and Reg. D products, correlation between REITs and real estate, public traded vs. public non-traded vs. private non-traded.

An unprecedented number of non-traded REIT offerings are currently in the registration process or recently became effective. Attend this session to learn how registered, non-traded REITs differ from traded REITs and Reg D offerings. Hear a diversified panel of experts discuss the impact of adding REITs to a client's portfolio as well as the correlation of REITs to the stock market and other investments. And, with so many non-traded REIT "flavors" to choose from, you will also learn how to evaluate offerings and the important issues to consider in choosing one offering over another. The panelists will also discuss the pros and cons of new non-traded REITs compared to "legacy" REITs. You will also hear about the hot issues including pricing, valuations, dividend coverage, fees and commissions, liquidity, redemptions and exit strategies. Whether you would like

to learn about non-traded REITs from the perspective of the registered representative, sponsor or broker-dealer, this session is for you.

Panelists: Shanon Ford, Pacific West Securities Inc; Heath Linsky, Morris, Manning & Martin LLP; Craig Porter-Rollins, LJCooper Capital Management LLC

Moderator: Jill Mozer, Dividend Capital Exchange

1:00 pm – 1:50 pm
Grand Ballroom 9

4C. Offering Document Trends - What you don't know will hurt you.

Arbitrations are up 90% in early 2009 from a year prior! Driving the claims are omission of facts in the OM, breach of fiduciary duty, misrepresentation and negligence. Where to look in the OM to decide if you are exposed to these type claims. Checklist of issues to look for in the analysis of an offering memorandum and in building their due diligence files. Also a look at features that are cropping up that can weaken an offering, cause misunderstandings and unhappiness down the road, and that can impact performance.

Most private placement memoranda look the same. This panel will teach you how to differentiate. The panel will focus on what should be included in a private placement memorandum, what should not be included and how to tell what is missing. The panel will further explain the use of third-party reports and how they apply to a private placement memorandum. In addition, the panel will discuss how to review an offering memorandum to determine whether your investor is suitable for the investment.

Panelists: Sarah Harris, Baker & McKenzie LLP; Paula Miterko, Miterko & Associates; Wayne Souza, Walton International Group Inc

Moderator: Darryl Steinhouse, Luce Forward Hamilton & Scripps LLP

1:00 pm – 1:50 pm
Grand Ballroom 3

4D. Real Estate Sales: Where is the Opportunity and How Do You Make the Sale?

What programs, people and process do you need to be successful in selling your product in the current market? How to expand your selling group, reduce your per unit sale costs and position your company for the 2010 recovery.

The market has changed and the sales channel is increasingly more difficult to penetrate. Whether you are a tenured sponsor or new to the broker-dealer channel, you need to know how to build a successful sales and marketing program. Experienced and capable panelists will discuss: what is selling today, why it is selling, what broker-dealers and reps are looking for and how to open their doors, what is enticing investors, and more. The quality and depth of your selling group is a critical component: Who are the right selling group members for your offering? What are their requirements and expectations? Cost management is vital: What are the most cost effective means of sales and marketing? How can you get the most "bang for your buck"? Many pundits expect the velocity of equity to recover steadily: How are you going to be positioned to take advantage of the recovery? What do you need to do today to be prepared for tomorrow?

Panelists: Ramin Kamfar, Bluerock Real Estate LLC; Michael Miller, Sigma Financial Corp; Alan Shorr, AFA Financial Group LLC

Moderator: Daniel Oschin, BGK-Integrated Group

1:50 pm – 2:00 pm

Break

2:00 pm – 2:50 pm
Bellagio Ballroom

Breakout Sessions:

5A. How do you build trust in your practice? Assessing Core Competencies

In today's new world, what are the affluent clients looking for? What core competencies does an advisor need to cultivate and maintain to compete for

today's wealthy investor? Ways to evaluate your strengths and weaknesses and build value in your practice that prospective clients will pay to access.

You are in the business of serving clients. The Best Managed Firms deliver high touch service while building efficient, profitable and scalable businesses. Learn to manage your human capital, processes and technology. Learn to identify your core strengths and centralize functional resources. When you leave you will understand that:

* A high-touch wealth management business can be scalable

*The client experience can be standardized without sacrificing client service

*A focus on growth can complement a focus on clients; and

*Investment in technology and staff functions can add to the bottom line.

The presenters, Ms. Brown and Mr. Morrow, both run accredited RIA and Broker Dealer practices and are popular speakers on this topic.

Presenters: Renee Brown, Wildwood Wealth Management LLC; W. Aubrey Morrow, Financial Designs Ltd

2:00 pm – 2:50 pm

Grand Ballroom 6/7

5B. Energy 101 – Drill, dig, grow, absorb and catch...where do we get the energy we need?

If you are new to Energy investing, this session will give you the basics of benefits and risks of investing in energy for tax year 2009, followed by a discussion of where the energy investment dollars of the future may be directed. Basics of oil, gas, coal, ethanol, solar and wind energy. Knowledge sufficient to walk an investor through what drives the economics of each energy investment food group. Features of energy programs, regulatory issues and changes, impact of federal tax legislation.

The first speaker, Greg Smith will explain what you need to know about portfolio diversification, tax benefits, and the effect of supply and demand factors on the future of oil and gas investing in 2009, 2010 and beyond.

William G Barr will follow with a discussion of: The Future of Energy Investing -- where will the energy investment world be in the future? With some traditional sources of energy having peaked, where will we get our energy of the future? How long will it take to change habits and infrastructure? How costly will it be? Where are smart energy investment dollars being directed?; Is natural gas the bridge to the future of alternative energy?; Is Oil going to still be an essential part of our economic engine in the future or with peak oil is oil's importance in our economy going to decline?; What part will coal, solar, wind, hydrogen, nuclear or biomass play in the big picture of the future of energy investing? Update on the Obama administrations tax policy and its impact on energy investing. How much influence will Energy Secretary Steven Chu have on the energy investing world.

Panelists: William G. Barr III, NGAS Resources Inc; Greg Smith, King Consolidated Inc

Moderator: DeVonna Murrin, Empire Securities

2:00 pm – 2:50 pm

Grand Ballroom 3

5C. Real Estate as a Hedge Against Inflation

Learn from the experts how to show that real estate is a hedge against inflation, provides tax benefits, and performs better over time, and with less volatility, than the stock market. See how real estate works in a diversified portfolio to provide income, safety and growth.

Join us as Robert Smith, a top-selling registered representative with Pacific West Securities, discusses how to successfully use real estate in your clients' portfolios as a hedge against inflation. Bob will discuss past real estate cycles, inflation, stagflation, interest rates and how all these pieces fit together, while pointing to real estate as a smart solution to looming inflation! Bob has been one

of the top producing reps in the 1031 industry since its inception, with TIC and DST sales totaling more than \$100 million since 2002. 93% of those investments are producing cash flow and/or exceeding cash flow projections. Year to date in 2009, Bob has placed \$3.5 million in non 1031 sales. Bob also diversifies his clients' portfolios with other products and other real estate products. This will be a lively presentation with plenty of time for open discussion and sharing of ideas! You will leave armed with strategies for working with your clients as soon as you get home!

Presenter: Robert Smith, Oregon 1031 Investments

2:00 pm – 2:50 pm
Grand Ballroom 9

5D. RIAs: What You Need to Know about Marketing to RIAs

The registered investment advisor market is huge and substantially untapped by real estate sponsors. Learn how to access this lucrative market with cost effective marketing and sales techniques.

Registered Investment Advisors are the fastest growing segment in the Financial Advisor marketplace. The assembled panel of speakers will address multiple issues regarding the implementation and execution parameters required to enter the "Fee-Only" Advisor market place. There are multiple layers of legal and regulatory requirements that currently are a moving target, especially with the change in leadership in Washington, coupled with the recent scandals involving Financial Advisors throughout the country. This group will discuss the "do's and don'ts" of marketing to this diverse group, and tapping into a trillion dollar marketplace.

Panelists: Shanon Ford, Pacific West Securities Inc; W. Scott Thomas, Benson & Thomas Wealth Management; Tim Voorhees, Family Office Services

Moderator: Tim Snodgrass, Axxcess Capital, LLC

2:50 pm – 3:20 pm
Grand Ballroom 1-2-4-5-8

Break & Exhibits

3:20 pm – 4:30 pm
Bellagio Ballroom

General Session: ACE Awards and Keynote Speaker: Alison Levine

ACE Awards will be presented to outstanding REISA members. Then, prepare for a highly entertaining and inspiring motivational program by Alison Levine, Team Captain of the first American Women's Everest Expedition and groundbreaking Polar adventurer, who will get you energized to get the most out of the conference and the most out of your business!

4:30 pm – 4:40 pm

Break

4:40 pm – 6:00 pm
Bellagio Ballroom

Platinum Sponsor Presentations

Platinum Sponsor will present fast paced, high impact overviews of their companies. Get to know each of these excellent sponsors.

6:00 pm – 7:30 pm
Grand Ballroom 1-2-4-5-8

Cocktail Reception in Exhibit Hall

This is a great time to share information from today's sessions while enjoying delectable hors d'oeuvres and cocktails.

Sponsored by: Baker & McKenzie LLP

Tuesday, October 20, 2009

7:30 am – 8:25 am
Grand Ballroom 1-2-4-5-8

Breakfast Buffet & Exhibits

Come hungry and enjoy the breakfast buffet and networking time with exhibitors and attendees.

7:30 am – 8:25 am
Renoir 1-2

Invitational closed-door **Broker Dealer Breakfast** to discuss current BD issues

Moderator: Paul Linstroth

Sponsored by: Buttonwood Investments Services LLC; Chess Law Firm PLC; FactRight LLC; Mick & Associates PC LLO; Snyder Kearney LLC

7:30 am – 7:30 pm
Grand Ballroom 1-2-4-5-8

Cyber Café

Sponsored by: FactRight and Jenner & Block

8:00 am – 5:00 pm
Registration Desk 1-2

Registration & Information Desk

8:30 am – 9:20 am
Bellagio Ballroom

Breakout Sessions:

6A. Million Dollar Sales Ideas

Ideas that will help you attract new clients and preserve the ones you have.

Ken Unger is an experienced and respected coach and trainer known throughout the financial industry for his knowledge and enthusiasm. As president of Million Dollar Producer, Ken creates training materials and conducts training sessions for mid and high-level Financial Advisors.

Presenter: Kenneth Unger, Million Dollar Producer Inc

8:30 am – 9:20 am
Grand Ballroom 6/7

6B. 1031 101 – There still is gold in those hills; you just need to know how to mine deep

An introduction to 1031 exchanges, TICs and DSTs, along with advice from the strong survivors on how they are making sales in 2009. Building a diversified portfolio using 1031 options. Real Estate carve-out program. TICs into Up-REITs – Where does it leave the investor?

It is not all doom and gloom out there. Velocity in the overall real estate marketplace has ground to a halt, slowed significantly and with it, so have 1031 exchanges. As a result, the once thriving TIC/DST industry has experienced dramatic changes. However, business is still being transacted and many believe that we are entering an up-cycle of activity. 1031 101 will provide you with a general understanding of TICs and DSTs, as well as data on current market conditions and trends. It will then build on that information by providing insight into how sponsors, broker-dealers and reps are finding the opportunities and setting the foundation for growth; imparting an understanding of this unique product and how to position it within your investors portfolio; discussing various structures; and educating you on how to take advantage of this historic time in real estate investing.

Panelists: John Balboni, Sullivan & Worcester LLP; William Exeter, Exeter 1031 Exchange Services LLC; Lou Weller, Deloitte Tax LLP

Moderator: Jim Shaw, CapHarbor LLC

8:30 am – 9:20 am
Grand Ballroom 3

6C. Multi-Family, Hospitality and Mini-Storage – Hot or Not!?

Apartments, hotels, and mini-storage share a common thread – short term leases. What challenges and opportunities lie ahead for each real estate product type in the near and intermediate term and which, if any, do you buy now?

Given that each product type (apartments, hotels, and mini storage share) benefits or suffers from short term lease obligations, are they analytically fungible? Are the near and intermediate term challenges and opportunities confronting these real estate products unique and do they each respond similarly in both an improving and declining market environment? What impact has the general economic recession and real estate depression had on asset values over the past couple of years? Most important, is now the time to jump back in or remain glued to the sidelines and why? Come hear a prestigious panel of CEOs representing each product type share with you their views on these topics and gain some valuable insight - this promises to be a lively discussion.

Panelists: Brett Moody, Moody National Companies; Dan Shaeffer, Cottonwood Capital LLC; H. Michael Schwartz, Strategic Capital Holdings LLC

Moderator: Kevin Shields, Griffin Capital

8:30 am – 9:20 am
Grand Ballroom 9

6D. Financial Markets - What debt vehicles are, or soon will become, available from Wall Street, Main Street and Washington?

Who is lending? What are the new underwriting parameters? The new standards in loan terms? How do lenders view TICs v. DSTs? State of the debt markets, when will they turn around and how the debt market is driving offering structures.

Panelists: K. Laurie Morfin, Wells Fargo Bank, Samuel Lichtenfeld, Shaw Gussis Fishman Glantz Wolfson & Towbin LLC

Moderator: Daniel Cullen, Bryan Cave LLP

9:20 am – 9:30 am

Break

9:30 am – 10:20 am

Breakout Sessions:

7A. How to deal with deals going sideways - Issues facing reps today. Capital calls, distribution reductions, bad sponsors, lack of communication, co-owner issues, client fears.

Bellagio Ballroom

Pros and Cons, what you can do and what you shouldn't do. How do you make money doing what you need to do. (Servicing your clients.). How to benefit from being there for their clients when things turn bad or how to continue making money when everything you've sold is having problems.

Virtually every player in the TIC Industry faces unexpected challenges. Learn from 3 industry veterans how to handle situations that have arisen or may arise from the legal, registered rep and sponsor perspective. Learn the challenges facing you and your clients in the months and years to come. Issues include dealing with capital calls, rogue investors, loan issues and defaults, bankruptcy (sponsors & TICs), form of ownership changes, preferred equity infusions, and mezzanine debt.

Panelists: John Balboni, Sullivan & Worcester LLP; Chad Christensen, Cottonwood Capital LLC; William Swayne III, WMS Financial Planners Inc

Moderator: John Boyd, TIC Properties LLC

9:30 am – 10:20 am
Grand Ballroom 6/7

7B. Debt Funds 101 – Mortgages, Trusts and Debentures.

Learn the risk parameters of first mortgages, mezzanine debt and preferred equity. Discover if the loan is backed by real estate or by the good faith of the sponsor. Find the five questions to ask every sponsor to determine if their debt fund is right for your investor.

Investors are looking for good returns along with the safety of their capital this year. The answers in some cases lie with the fixed income instruments such as debt funds, mortgages and Debentures. Debt funds, the newest players in the commercial real estate capital markets arena, are growing. Debt fund operators generally follow two broad strategies; acquiring distressed debt or originating loans. Newer operators often tout themselves as free of the legacy assets that have dragged down established managers, while veteran sponsors counter that their experience is more valuable than ever amid all the turmoil. This session will provide you valuable insight on the risk associated with first mortgages, mezzanine debt and preferred equity. Discover if the loan is backed by real estate or by the good faith of the sponsor. Learn what you need to know and what questions to ask every sponsor to determine if their debt fund is right for your investor.

Panelists: Paul Aiesi, TIC Properties LLC; Chris Chase, Vertical Financial Group; Tim Nichols, Rainier Capital Management LP

Moderator: Deborah Froling, Arent Fox LLP

9:30 am – 10:20 am
Grand Ballroom 3

7C. Oil & Gas Advanced – What you don't know will cost you!

How much risk do you take in a drilling vs. an income fund? Is oil or gas better for your investor? How does the spot price of oil impact the value of your client's investment? When might the tax benefits mitigate some of the investment risk? Knowledge sufficient to ask 10 key due diligence questions and to eliminate most of what is offered for sale.

A new twist on Oil and Gas couples Clay Womack, an experienced Managing Broker Dealer and distributor of syndicated offerings, Todd Snyder, an attorney with years of due diligence experience, and Lamar Lloyd, a seasoned petroleum engineer on the same panel discussing not only the technical detail involved in oil and gas offerings, but also the more advanced issues involved in the sale of syndicated interests.

Panelists: Lamar Loyd, Noble Royalties Inc; Todd Snyder, Snyder Kearney LLC

Moderator: Clay Womack, Adageo Energy

9:30 am – 10:20 am
Grand Ballroom 9

7D. Client/Rep Concerns - About what does the Investor really care (and how to design programs that will sell)

discussion of what the investor will be looking at - liquidity features, sponsor strength, UBTI and other tax concerns. Summary of how to make your product better suited to meet current investor concerns. How to choose an investment vehicle and what are the strengths and weaknesses of each type of investment vehicle from the client's perspective.

Valuing Non-Traded Securities: when is too soon, when is too late? What approaches really work? Liquidity: How do you keep people in? How do you market a redemption plan? What other sources are there? The Good and the Bad of new innovations: daily NAV, Sponsor co-investment, Where is the industry going? How to lower investor fees; whose fees to lower? What changes when a product goes to RIAs? Should it be customized, specifically tailored for RIAs?

Panelists: Keith Allaire, Robert A. Stanger & Co Inc; Rick Murphy, Berthel Fisher & Company Financial Services Inc; Wallace Kunzman, Jr., Kunzman & Bollinger, Inc.

Moderator: Steve Hamrick, Lightstone Value Plus REIT

10:20 am – 10:55 am
Grand Ballroom 1-2-4-5-8

Break & Exhibits

10:55 am – 12:10 pm
Bellagio Ballroom

General Session: Regulators

Come hear our two dynamic regulatory experts speak on topics of enormous importance to us all. Chip Rodgers from The Real Estate Roundtable will discuss the Roundtable's "Five Point Liquidity Plan" for opening the capital markets, including a progress report on its implementation and its impact from Wall Street to Main Street. Then, Will Heyniger, Senior Manager from Washington Council, Ernst & Young, will present "The Changing Regulatory Landscape," in response to the unprecedented events in the economy over the past couple of years. Prior to joining Washington Council, Mr. Heyniger was an editor and writer at Congressional Quarterly's weekly and daily magazines.

REISA's own expert, Francis Grab from Washington Council, will be the host and moderator. Time will be left after each speaker for questions and answers.

Panelists: Will Heyniger, Washington Council Ernst & Young; Chip Rodgers, The Real Estate Roundtable

Moderator: Francis Grab, Washington Council Ernst & Young

12:10 pm - 1:30 pm

Lunch & Exhibits

Grand Ballroom 1-2-4-5-8

1:30 pm – 2:30 pm
Bellagio Ballroom

Network with other attendees as you enjoy the buffet lunch and visit the exhibits.

General Session – Real Estate Industry Keynote Speaker: Mark Dotzour

Dr. Dotzour is the chief economist and director of research for the real estate center at Texas A&M University. Dotzour will present an outlook for the economy, interest rates, investment climate, real estate space and absorption and property values. Dr. Dotzour intends to paint a realistic picture of where we are today and what tomorrow is likely to offer. His goal is to help audiences develop a realistic picture of the current economy to help people plan businesses and investment strategies to survive and thrive in the current environment. Rather than dance around difficult issues, he prefers to hit them head on, with the idea of helping people develop their own ideas about how to formulate business and investment strategies that will thrive in this environment.

2:30 pm – 2:40 pm

Break

2:40 pm - 3:30 pm
Bellagio Ballroom

Breakout Sessions:

8A. Tax returns, UBTI, Depreciation, using tax returns to generate business

Differentiate yourself from competitors by using your understanding of the tax benefits that drive investment choices. Learn easy ways you can use the tax return as a sales tool. Know the tax benefits of investments that can help you sell and where to look for them on a clients return.

Sales Ideas from a Tax Return! Differentiate yourself from competitors by using your understanding of the tax benefits that drive investment choices. Our panel of producing CPAs and Tax Attorneys will break down some key line items of the tax returns showing you where to look for potential strategy enhancing investments for your clients. Learn what to look for, where to look for it, and how to turn that emotional tax bill into new business. Our discussion will also briefly explore the basics of UBTI, depreciation, depletion, and true cash on cash returns. Prepare to use your understanding of these items to enhance your practice and your clients need to diversify and save tax dollars. REISA represents a number of exciting product choices. Are you using each one effectively? Is there more you can be doing from a tax angle? Find out here.

Panelists: Mark Cohen, Navigator Wealth Management LLC; David Koehler, Dynamic Wealth Strategies LLC

Moderator: Mark Kosanke, Professional Asset Management

2:40 pm - 3:30 pm

Grand Ballroom 6/7

8B. Reg. D Real Estate Funds vs. REITs – Which is the better client solution?

A detailed review of the structural, cost, tax, and risk/return parameters of Private Real Estate Funds as compared to publicly traded and non-traded REITs.

Today, earning a piece of the emerging post recessionary investment business requires a command of product knowledge that makes investors seek your recommendations. Focusing on fundamental structural differences between Private Real Estate Funds and REITs, this panel will give you the knowledge to recommend the structures and offerings that best meet your clients' needs. We begin with a deconstruction matrix comparing Private Real Estate Funds and REITs examining structural differences that affect solicitation restrictions, minimum investments, liquidity, redemption features, market price, distribution frequency, holding period, diversification and ability to solicit both qualified and non-qualified funds. With this foundation in place we will transition to real world examples illustrating the actual, after tax affect of UBTI on total returns when investing qualified plan funds. We will also investigate how differing marketing, acquisition, operational and disposition fees of each investment structure affect the percentage of equity invested in real estate and the likely affect of those fees

on current yields and capital gains. Today's investors are more skeptical and are demanding more from their advisors. This panel will put you on the track to becoming that in command advisor sought after by affluent, high net-worth investors.

Panelists: Gary Flater, MCL Financial Group Inc; John Tyler, CapWest Securities; Walter VanBuskirk, Sullivan & Worcester LLP

Moderator: Richard Zimmerman, 1031 Exchange Provider

2:40 pm - 3:30 pm
Grand Ballroom 3

8C. Industrial vs. Retail vs. Office - Where tenant quality is crucial

Understanding the advantage of longer term leases from unique tenants (and how this approach is impacted in a down market).

Pick Your Poison - Office, Retail or Industrial; how does the tenant affect the quality of the investment? Tenant quality is based primarily on the financial ability of the tenant to pay the rent. The highest quality of tenant has the lowest risk of vacancy. The lowest quality of tenant has the highest risk of vacancy. Tenants are separated into credit and non-credit. Credit tenants have an actual corporate or company rating by the credit ratings agencies such as Standard and Poor's or Moody's. Hear from the top brokers who specialize in each asset class from CB Richard Ellis, Cushman & Wakefield and Greene Property Group regarding where cap rates are headed, which tenants to avoid, how to evaluate the quality of tenants and what to expect from tenants during these turbulent times.

Panelists: Jon-Eric Greene, Greene Property Group; Mike Hillis, Commerce CRG/Cushman & Wakefield Alliance; Kevin Shannon, CB Richard Ellis

Moderator: Anthony Thompson, Thompson National Properties

2:40 pm - 3:30 pm
Grand Ballroom 9

8D. Offering Disclosures - Protect Your Company by Getting the Disclosure Right

What are the disclosure requirements vs. what is expected by the BD community? How are the rules different for Reg. D offerings vs. public offerings? Is there anything you are better off NOT disclosing? Does anyone read the disclosure documents (other than for preparing for court)? Don't wait until the lawsuit is filed to understand what needs to be included in your offering documents. Learn how to protect your company by knowing the disclosure rules for private and public offerings. The panel of experts discuss SEC requirements, REISA best practices and what is expected from the broker-dealer community.

Panelists: William Passo, Passco Companies LLC, Mary Smith, Moody National Companies, Jonathan Stern, Bryan Cave LLP

Moderator: Cameron Hellewell, OMNI Brokerage Inc

3:30 pm - 4:10 pm
Grand Ballroom 1-2-4-5-8

Break & Exhibits

4:10 pm - 5:00 pm
Bellagio Ballroom

Breakout Sessions:

9A. Coaching: What do Million dollar producers know that you don't?

Open your eyes to the value of hiring someone to change the way you think and practice (Paradigm shifting)

Ken Unger is the president of Million Dollar Producer and author of the book "The Keys to High Level Production." Together with his partner, Tom Gau, they coach and train high-level producers through Million Dollar Producers exclusive Coaching Group and 2-Day Financial Advisor Boot Camps.

Presenter: Kenneth Unger, Million Dollar Producer Inc

4:10 pm - 5:00 pm

Grand Ballroom 6/7

9B. Analysis 101 - What are the sponsor, asset, structure and market questions to ask up front?

Does BD due diligence cover your analysis requirements? Can you trust what the sponsor provides? What do you keep in your files? What information, not from the PPM, do you show to your investor?

Registered Reps need to know how to conduct a basic due diligence inquiry on not only the sponsor, but the product as well. This session provides a great opportunity to learn from two industry professionals in the area of due diligence and product research. Renee Brown and Dana Woodbury not only understand which questions to ask the sponsors, but where to find the answers. They will provide an easy to follow process so that registered reps can breakdown and understand the sponsors PPM/POM literature. By knowing how to research and review the product material succinctly, advisors can more easily identify suitable clients and salient risks. This is the education every registered representative really needs to have in order to bring value to their business and improve portfolio performance.

Panelists: Renee Brown, Wildwood Wealth Management LLC; Dana Woodbury, Buttonwood Investment Services LLC

Moderator: Angela Strauss, AFA Financial Group LLC

4:10 pm - 5:00 pm

Grand Ballroom 3

9C. How Green is my Valley – How is the “green” movement impacting offerings and property management?

Is “green” the new “socially responsible funds?” Does “green” adherence help reduce the costs of property management? Will the federal government tie certain funding to “green” commitments? What are the economic advantages of “greening?” How does “greening” attract and retain tenant, and can it make a property more saleable?

Is “green” just a trend that people like to talk about or are there real opportunities to be exploited in green and greening? Come to this session to learn all about “green” and what it really means for owners, investors and users today. Discover the key elements important to investors and owners when considering sustainable development. Learn about the trends in the cost and economics of green development and retrofitting and whether the benefits or returns can be quantified. The availability and type of financing for such projects will be discussed. These expert panelists will discuss these and other issues relevant to anyone involved in real estate investment securities who is considering going “green” in today’s economy.

Panelists: Steve Gossett, Transcend Equity; Andy Nichols, BGK-Integrated Group

Moderator: Chip Cunningham, Hirschler Fleischer PC

4:10 pm - 5:00 pm

Grand Ballroom 9

9D. Liquidity Issues - Do Investors Have an Out?

With tens of billions of dollars and hundreds of thousands of investors in non-traded DPP securities sold since 2001, the DPP Secondary Market is growing as a practical necessity and tool for liquidity. A secondary market for non-traded DPP securities has existed and evolved for nearly 25 years. Some of the Secondary Market’s most seasoned experts will share vital information that will help BDs and their reps assist their clients with their liquidity needs and they will shed light on investment opportunities created by that need.

How liquid are non-listed REITS, TICs, DSTs, LPs and LLCs for investors who need out? Statistical data hints that the DPP (Direct Participation Program) Secondary Market is poised for significant growth. The investor “4 Ds (death, divorce, debt and disillusionment)” necessitates that BDs, reps and sponsors have a basic understanding of the Secondary Market for non-traded DPP

securities held by their investors. What issues do investors, reps, BDs and sponsors confront in accessing or providing liquidity? How reliable are sponsor share redemption programs? Who are the players and how do they operate? How are prices determined? How long do resale transactions take? What does it cost? How do you help your client sell at the best price? How can reps earn commissions on a resale? What do you do when your client receives a "mini-tender offer"? How do sponsor valuations impact secondary market pricing? What are the compliance and regulatory issues BDs and reps need to know? The expert panelists will address the preceding questions and answer your questions regarding this timely topic.

Panelists: Dan Breen, Pacific Partnership Group; C. E. Pat Patterson, MacKenzie Patterson Fuller LP; Nancy Wilson, Partnership Marketing Company

Moderator: Greg Paul, OMNI Brokerage Inc

5:00 pm – 5:10 pm

Break

5:10 pm - 6:00 pm

Bellagio Ballroom

Breakout Sessions:

10A. "What business are you in?" or "How to make lemonade out of the lemons you currently have."

Learn what business you are in and how to change what you're doing to make more money and be more effective. Stability in business is what we are all looking for and these advisors have the history and experience to share how they have found that stability and continue to build their practices regardless of the economy around them.

Are you overwhelmed? Do you feel there is need to change your approach to this business but don't know where to start? What does your business revolve around or better yet, what business are you in? Do you really understand what affluent investors are looking for? What do they want in an advisor relationship? What are their options? And what can you do to win them over as clients? Get these questions answered and more from producers that have experienced what you are going through. To help the current registered rep today focus on the future and change their practice to one that is more rewarding and diversified to meet today's challenges.

Panelists: Fred Baerenz, Alpha Omega Group Inc; Tom Berthel, Berthel Fisher & Company Financial Services Inc ; William Swayne II, WMS Financial Planners Inc

Moderator: Greg Genovese, Thompson National Properties

5:10 pm - 6:00 pm

Grand Ballroom 6/7

10B. Marketing 101 - How to make so much money selling real estate securities that you book immediately your return to the 2010 REISA convention.

What works in mailings, seminars and cold calls with real estate securities? What are the limits with private vs. public offerings? What guidance and support will you receive from sponsors, broker dealers and FINRA?

Sales vs. Marketing. Without marketing you would not have prospects or leads to follow up with, but yet without a good sales technique and strategy your closing rate is dismal. Marketing is everything that you do to reach and persuade prospects. The sales process is everything that you do to close the sale. Both are necessities to the success of your business. You cannot do without either process. By strategically combining both efforts you will experience a successful amount of business growth. However, by the same token if the efforts are unbalanced it can detour your growth.

Panelists: Rick Chess, American Realty Capital Markets LLC; James Hickey, US Select Securities LLC; Derek Peterson, Walton International Group

Moderator: Lee Allan, Griffin Capital

5:10 pm - 6:00 pm
Grand Ballroom 3

10C. Pulling it all together – REITs, TICs and Funds

Building on the basics taught earlier, how does the registered rep pull together all the various issues and marketing opportunities into a cohesive business and build an appropriate portfolio for their investors?

You have choices to make for your clients. You have obligations to protect your client and yourself. Are you overwhelmed with how to use the products available to you in the right way? This session will give you the perspective of an issuer, a broker-dealer, and a registered representative. Between the panelists there is almost 100 years of experience. Let this experience work for you and your clients in constructing a mix of assets including alternative investments. Understanding the risk/return tradeoffs will help you and your clients make better decisions that will translate into a more successful practice.

Panelists: Robert Horning, Private Equity Group; Joe Miller, Independent Financial Group LLC; Angela Strauss, AFA Financial Group LLC

Moderator: Alan Shorr, AFA Financial Group LLC

5:10 pm - 6:00 pm
Grand Ballroom 9

10D. REITs - Are they the answer to your "what do I do now" question?

The REIT market is growing quickly...and getting crowded. What does it cost in legal, accounting, printing and marketing to effectively launch a non traded REIT? Are the existing REITs performing as projected? What is the next barrier to entry?

In the expanding the non-exchange traded REIT and alternative investment world it is important to understand your competition, how to successfully market and sell your product in the current channels of distribution, how to penetrate additional distribution channels and how to distinguish your product and company from your competitors. This panel discussion will leverage the experience of industry veterans to provide insight into the marketplace today and successful distribution for alternative investment funds and REIT products.

Panelists: Aaron Cook, Coastal Capital Markets Group Inc; Kevin Gannon, Robert A. Stanger & Co Inc; Mark Quam, Welton Street Investments

6:00 pm – 7:30 pm
Grand Ballroom 1-2-4-5-8

Closing Cocktail Reception

Don't miss this last chance to mingle with everyone.

Sponsored by: Baker & McKenzie LLP

7:30 pm – 9:30 pm
Grand Ballroom 1-2-4-5-8

Exhibitor Teardown
(Platinum/Gold/Silver Sponsors)

9:30 pm – 12:00 pm
Grand Ballroom 1-2-4-5-8

Decorator/Exhibit Hall Teardown