



CELEBRATING
55 YEARS

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Find out about due diligence at "The Devil is in the Details, a Primer on Performing Due Diligence in 2009"

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What exactly is "due diligence" - and how can it make, or break, your bottom line? Find out at "The Devil is in the Details, a Primer on Performing Due Diligence in 2009," a half-day educational workshop presented by NAIOP Mass. on Thursday, November 6.

Top local professionals will discuss the main components of a due diligence process and illustrate the process with a lively and interactive case study, using a multi-tenant office building with development potential as the example.

Instructors include:

- *Lawyer: Dan Monger, Hinckley Allen Snyder
- *Buyer/developer: Justin Krebs, Normandy Partners
- *Broker: Cappy Daume, Jones Lang LaSalle
- *Lender: John Wolff, Bank of America
- *Engineer: Brian Potvin, Tetra Tech Rizzo

Workshop participants will receive detailed handouts with examples of documentation encountered in the case study, including prospectus, Argus runs, Phase I reports, building surveys, zoning memorandum, etc. Three CEUs are offered for Mass. licensed real estate brokers.

Cost is \$125 for members and employees of member firms, \$200 for non-members. Held at the Westin Waterfront Hotel, 425 Summer St. Sponsored by Tetra Tech Rizzo.

To register online, visit www.naiopma.org; for more information, call 781-453-6900x4. Don't miss this opportunity to prepare for a better year in 2009!

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