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Finding opportunities in the comm'l. real estate industry in distressed debt

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Distressed real estate loans and assets may provide one of the year's best opportunities for owners, developers, investors, and others in the commercial real estate industry. Find out what to expect at NAIOP Mass.' breakfast program, held March 4th at the Mandarin Hotel.

A mix of local and national experts will discuss these complex debt transactions and their various legal, structuring, and valuation issues, including:

- * What has happened nationally, and how will it compare here?
- * When will these loans/assets come to market, and what will be the process?
- * Will the government have a role?
- * How best to work with special servicers?

Moderated by Jonathan Davis, CEO of The Davis Companies, the panel's speakers will include representatives from several key perspectives:

*Special Servicer: Dave Iannarone, managing director, CWCapital Asset Management, CWCapital Investments LLC;

*Appraisal: Pam McKinney, principal, Byrne, McKinney & Associates, Inc.;

* Legal: Paul O'Donnell, partner, Hinckley Allen & Snyder; and

*Opportunity Fund: Jay Hart, chief operating officer, CrossHarbor Capital Partners.

Don't miss this chance to prepare for these upcoming opportunities - register today! Registration and a Continental Breakfast will begin at 7:15 a.m., the program will run from 8:00 - 9:00 a.m. Cost is \$55.00 per NAIOP member, \$70.00 per employee of a NAIOP member firm, and \$85.00 per non-member, with an additional \$25 for registrations at the door.

The program sponsor is Vanasse Hangen Brustlin, Inc. To register, visit www.naiopma.org or call (781) 453-6900, ext. 4.

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