

# Expert Roundtables

## Roundtable Track Key

- AS** ALTERNATIVE STRATEGIES
- MS** BROKER MARKETING AND SALES
- I** INVESTMENT
- LS** PORTFOLIO LENDING AND SERVICING
- R** REGULATION

**Tuesday** » April 6, 2010

**ROUNDTABLES 10:00 » 11:15 a.m.**

## Looking Ahead: *How to Adapt Lending and Servicing Models for Upcoming Challenges*

**LS** At an impasse? Not sure what move to make next? Well, if you've ever wished you could get a sneak peek of tomorrow's CRE sector—and modify your metrics in kind—then this is the class for you. Our well-versed panelists will be on hand to share their all-encompassing expertise on the current lending and servicing landscapes—as well on what might be coming down the portfolio pike—and turn your questions into answers.

- Where should portfolio lenders focus their business: refinancing current loans or originating new loans?
- How can you best deal with large loans maturing?
- Will new investor interest fade?
- How can lenders utilize proper due diligence?
- What do the nation's top economists predict for the market?
- What can we learn from the past?
- What are some strategies for protecting against foreclosure and bankruptcy?
- What technology is available to help you handle your distressed CRE loans and assets?
- What are the possible outcomes of consolidation for primary, master, and special servicers?

## Switching Gears: *Moving From Residential to Commercial*

To effectively make the switch from residential to commercial, service providers, vendors, and agents/brokers need a collection of plans and strategies. But be wary of a one-size-fits-all approach. Engage in a discussion on the key differences in residential and commercial dealings and how you can adapt your business to this new potential revenue stream.

- What new terminology and jargon are used in the commercial real estate market?
- What are lenders and servicers looking for when selecting a commercial service provider, vendor, or agent/broker?
- What skills on the residential side can be transferred to growing your commercial business?
- What is the outlook for the commercial market in the year ahead?
- What is the best way to generate leads to grow your commercial business?

## CRE Hot Topics: *What You Need to Know About Commercial Investing*

**I** With the changing market, investors need to equip themselves with the strategies that can help them keep their cool in any situation. From learning new refinancing options and fine-tuning due diligence to upping your ROI, listen in as the experts discuss the hot topics affecting your bottom line.

- Loan maturity: How can investors deal with the lack of options available? What sectors of the industry offer the best opportunities for investors?
- How has locating and purchasing distressed assets changed in the downturned market?
- What are some strategies for securing and utilizing new capital in tough times?
- With more than \$1 trillion in commercial loans maturing over the next few years, how can you bypass the refinancing roadblocks?
- How will the new accounting rules impact your investments?
- How do you structure mezzanine financing?
- What issues are you facing regarding underwriting, and how can you avoid those hurdles?

**ROUNDTABLES 1:45 » 3:00 p.m.**

## Taking Sides: *An Inside Look at Loan Workouts*

**AS** With rate resets, borrower defaults, and other dilemmas chafing the mortgage market, many signs point to loan workouts as a potential saving grace. That being said, workouts take work, not to mention a serviceable understanding and ability to apply the concepts in real-world scenarios. In this exclusive course, our expert educators will school you on every side of the situation.

- What are the implications of the FFIEC's "Policy Statement on Prudent Commercial Real Estate Loan

## EXPERT ROUNDTABLES

Workouts”? What does the FDIC’s

- What nonlitigation workout agreements are available? What are the pros and cons of each method, such as forbearance agreements, loan modification agreements, lockbox agreements, and deeds-in-lieu of foreclosure?
- Which type of loan workout has the least chance of re-default?

### Going Once, Going Twice, Sold: *Implementing Auctions to Your Advantage*

**AS** With nonperforming office, retail, industrial, and multifamily properties packing portfolios by the droves, investors are looking for ways to move them fast. Enter auctions, a disposition avenue fast becoming a choice path for divesting defaulted holdings—and earning a profit in the process. Here, you’ll learn the ins and outs of this action-oriented solution and why so many people are turning to auctions to sell their CRE.

- How can you decide if auctions are the right solution for your properties?
- How can you determine which type of auction best fits your needs?
- Does your checklist cover everything that needs to be done to prepare your properties for auction?
- Are auctions a better solution for your aged CRE? Or should auctions be utilized early in the disposition process?

**ROUNDTABLES 3:30 » 4:45 p.m.**

### Stand Up and Stand Out: *Marketing Strategies to Move Assets*

**MS** With so many distressed CREs jockeying for buyers, cutting through the clutter is critical. This can’t-miss class will supply you with take-notice tactics and creative strategies for drumming up interest that attracts serious buyers and results in successful sales.

- How can servicers and their agent/broker partners go beyond just using listing services to generate interest for distressed CRE?
- What role should auctions play in your CRE disposition process?
- How can you locate and find investors who are interested in purchasing your distressed CRE?
- What are the most creative disposition strategies being utilized in today’s market?

### The Liquidation Dilemma: *Know When to Hold ‘Em, Know When to Fold ‘Em*

**LS** Sometimes, despite your all-out efforts and best-laid plans, a situation arises in which you have to decide: Do I keep on keeping on, or is it more prudent to push away from the table and get away while the getting is still good? Quite a quandary, to say the least; but one this class will address in detail. Though topics will run the gamut, one thing is for sure: You’ll get solid answers for your particular liquidation situation.

- How can you identify short- and long-term strategies based on your property’s cash flow?
- How can you analyze regional markets to design a liquidation plan?
- Why should you consider your entire portfolio before liquidating any one property?
- What repurposing options should you consider?

### Get Smart: *Learning the Latest in Legal and Regulatory Compliance*

**R** Plodding through the rules, regs, and other prickly parameters set forth by Capitol Hill to govern the regulatory segment is a full-time job in and of itself. Lighten your load with this precept primer, which will enlighten you on all the edicts affecting CRE compliance and help you shore up your performance grid. This course will pin down all the particulars of several government initiatives, distilling the details and dispelling the myths.

- How can you untangle the restructured REMIC rules to better your business?
- What role should the government play in the secondary market?
- Where should the line be drawn in terms of regulation?
- How can industry leaders help shape future regulation?
- What are the implications of the FFIEC’s “Policy Statement on Prudent Commercial Real Estate Loan Workouts”?
- What does the FDIC’s adoption of this policy mean for you?
- What does TALF mean to the CRE market? Does it have a future? What would happen if it went away?
- Has TALF been able to attract enough investors to the CRE market to make it meaningful?

## Wednesday » April 7, 2010

ROUNDTABLES 9:15 » 10:30 a.m.

### A Moving Target: *How to Hit the Mark on CRE Valuations in a Distressed Market*

**LS** Although CRE practitioners have always shot for accurate appraisals, today it's more imperative than ever before to ensure the data is dead-on. This course will give a point-blank abstract of the numerous nuances of valuing distressed CRE, including a bullet-by-bullet overview of the newly instated federal mandates governing this talked-about topic.

- ▶ Are the new appraisals required by regulators true indicators of actual property values?
- ▶ When is it beneficial to reappraise distressed CRE to determine loss?
- ▶ When does a comp reach its expiration date? What role do regional market conditions play in this determination?
- ▶ Market value vs. income production: What are the pros and cons of each for determining value?
- ▶ How do you establish the list price based on an appraisal?
- ▶ What are the latest appraisal regulations?
- ▶ What internal valuation processes do banks implement, and how do these impact the banks' capitalization requirements? What are the triggers for pricing and adjustments?

### Stepping Up Your Skills: *Peak Your Professionalism and Enhance Your Business*

**MS** From hardship comes opportunity, and that couldn't be more apropos than in today's turbulent times, where CREs are hitting the market at record pace. This session will show you how to capitalize on the bloated inventory by recalibrating your business models, enhancing your education, doing right by your buyers, and protecting your paycheck in the end.

- ▶ How can brokers expand their business to take advantage of new market opportunities, such as providing property management, consulting, and other fee-based services to troubled property owners?
- ▶ Does this help position the broker to obtain the listing when it comes time to sell?
- ▶ What educational opportunities and designations are available to agents and brokers who are interested in specializing in distressed CRE? Which programs will bring you recognition and results?
- ▶ How can I get—and stay—on asset managers' preferred agent lists?
- ▶ How can I safeguard my buyers against unstable building ownership?

- ▶ How can I prevent a commission cut in the face of foreclosure?
- ▶ How can I prepare successful commercial BPOs?

ROUNDTABLES 10:45 a.m. » 12:00 p.m.

### Look at the Big Picture: *Surveying Hot Topics in the Multifamily Market*

**I** While multifamily dwellings are an attractive and popular source of investment income, along with their manifold residents come multiple issues exclusive to this type of commercial setup. Via a wide-angle vantage point, this macro-centric session will examine all the issues that are making noise in this ever-growing niche.

- ▶ Who are the players in the multifamily lending market?
- ▶ Will current lenders remain, and will new players come forward?
- ▶ How do you deal with ins and outs of multifamily asset management?

### A 'Special' Briefing, Getting It First-Hand: *An Inside Perspective from CMBS Lenders*

**LS** As the CRE market continues to evolve, special servicers are uniquely placed to help get through the current CMBS mess and offer a much-needed perspective on conducting successful mezzanine workouts and new CMBS-type deals. Want to know where most of the distress will be felt, or learn who will control workouts in the pools? Or what about if a special servicer goes bankrupt, how will that affect the loans on their books? Get these answers and more in this CMBS lender perspective session.

- ▶ What is the actual volume of CMBS coming due?
- ▶ What happens with loans in default? Who will control workouts in the pools/securitizations?
- ▶ If the special servicer goes bankrupt how will it affect the loans they are working on?
- ▶ What are your strategies: Workout or extend? Are you using brokers to market properties or are you doing it yourself?
- ▶ Dealing with misinformation: What are you actually allowed to do with workouts/disposing of assets and extending loans?
- ▶ Will there be new CMBS-type loans? If so, what will they look like and are you actively working towards these types of deal? Are mortgage REITs the new CMBS?