

# NAIOP

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
SoCAL CHAPTER

**HAVE YOU REGISTERED YET?**

## Strategies for a NEW Decade in Real Estate

**DATE:** Thursday, April 29, 2010

**TIME:** 5:30-6:00 p.m. Registration  
6:00-7:00 p.m. Program (begins **PROMPTLY** at 6:00 p.m.)  
7:00-8:00 p.m. Networking Reception (cocktails, hors d'oeuvres)

**LOCATION:** **The California Club**  
538 South Flower Street  
Los Angeles, CA 90071  
*Our thanks to Club Sponsor Guy Johnson*

**REGISTRATION:**

- \$65 / Members [Click here to download RSVP form](#)
- \$80 / Non-Members [Click here to register online](#)

Advance registration deadline **April 26**

**PROGRAM:** Join our panel of “opportunists” as they reveal how to:

- Find the deals, from core product to distressed properties.
- Develop the right strategy for today’s environment.
- Complete a successful acquisition from letter of intent to close of escrow.

**SPEAKERS:**

*Moderator:*  
**Kathleen Briscoe** | Chief Investment Officer | IDS Real Estate Group

*Panelists:*

- **Mac Chandler** | Managing Director, West | Regency Centers
- **Shawn Miller** | President & CEO | Arch Bay Capital, LLC
- **Kevin Shannon** | Vice Chairman | CB Richard Ellis
- **Sanford Sigal** | President & CEO | NewMark Merrill Companies

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**QUESTIONS?  
CONTACT:** Becky Ezell  
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# NAIOP SoCal Spring Program – April 29, 2010

## REGISTRATION FORM

PHOTOCOPY AND RETURN WITH YOUR PAYMENT INFORMATION

Return Registration Form and check to NAIOP: 2900 Bristol Street, Ste. G-105, Costa Mesa, CA 92626

or FAX to (714) 979-0403. Questions? Call (714) 979-9131.

NAIOP MEMBERS \$65

NON-MEMBERS \$80

Name: \_\_\_\_\_  Member  Non Member

Name: \_\_\_\_\_  Member  Non Member

(FOR ADDITIONAL NAMES, USE A SEPARATE SHEET)

Company: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Email: \_\_\_\_\_ Phone \_\_\_\_\_

Check enclosed  please charge my credit card for \_\_\_\_\_  Visa  Master Card  American Express

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Any cancellation after February 22, 2010 may be charged full price. Substitutions may be made after that date.

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