

The All Star Group
Cordially Invites you to Attend the



APRIL 25, 2012

THE WESTIN LONG BEACH



WHERE LENDERS COMPETE
FOR YOUR LOAN REQUESTS
LIVE!

Commercial Real Estate Broker Panel During Luncheon

**Resource Book • NETWORKING • Breakfast • Luncheon • Cocktail Reception
6 Consumer Protection Hours DRE Credit • 10 Hours CPA Continuing Education Credit
*LENDER REO LISTS WILL BE AVAILABLE TO ALL ATTENDEES***

***A must event
for all:***

- Investors • Commercial Real Estate Brokers • CPA's
- Real Estate Professionals & Advisors • Mortgage Bankers/Brokers
- Loan Officers • Real Estate Attorneys • Property Managers

FEATURING LENDERS WHO HAVE MONEY FOR...

**RETAIL • APARTMENT • PRIVATE MONEY • OFFICE • WAREHOUSE • INDUSTRIAL
HUD • MIXED USE • OWNER/USER • BRIDGE • RESTAURANT • MOBILE HOME PARK
AUTOMOTIVE • HOTEL • STUDENT HOUSING • PLACES OF WORSHIP • CONSTRUCTION**

INCOME PROPERTY LENDING CONFERENCE



INCOME PROPERTY LENDING CONFERENCE

**7:30 a.m. - 8:30 a.m. NETWORKING
REGISTRATION & CONTINENTAL BREAKFAST**

8:30 a.m. - 8:40 a.m.

Opening Remarks and Introductions:

Arnie Garfinkel, All Star Group, Inc.

8:40 a.m. - 9:40 a.m.

OWNER USER/SBA LENDER PANEL:

Bank of America Merrill Lynch - Peter Yacoub
Borrego Springs Bank - Shane Pierson
Commerce National Bank - Paul Sandoval
Plaza Bank - Todd Massas
Spectrum Commercial Lending - Randy Jones

9:50 a.m. - 10:50 a.m.

DUE DILIGENCE SESSION:

Partner Engineering & Science, Inc. - Jenny Redlin
Property Sciences - Andy Mekjavich
Asset Preservation, Inc. - Dino Champagne

11:00 a.m. - 12:00 p.m.

MULTI-FAMILY LENDER PANEL:

Apartment Bank - Fred Ornelas
Centerline Capital Group - David Burt
Chase Commercial Term Lending - Anna MacLean
Johnson Capital - Brent Lister
OneUnited Bank - Wayne McCoy
Provident Bank - Gina Koenen

12:00 p.m. - 12:15 p.m.

NETWORKING BREAK

12:15 p.m. - 1:45 p.m.

LUNCHEON & Commercial Real Estate Broker Panel

sponsored by



1:45 p.m. - 2:45 p.m.

COMMERCIAL LENDER PANEL:

1st Enterprise Bank - John Gordin
Chase Commercial Term Lending - John MacLean
Fidelity Mortgage Lenders - Chuck Hershson
Parkview Financial, LLC - Paul Rahimian
Wells Fargo Bank - James Arom

2:45 p.m. - 3:05 p.m.

NETWORKING BREAK

3:05 p.m. - 4:05 p.m.

EDUCATION SESSIONS (Concurrently)

Session One:

Fundamentals of Commercial Real Estate

This session will provide you with the basic fundamentals of Commercial real estate lending and how to find the loans.

Session Two:

Real Estate Defaults - an Attorney's Point of View

This session outlines how to limit unintended risk and liability through effective communications with a troubled borrower before and after default.

Session Three:

Cost Segregation and Other Tax Techniques to improve Cash Flow

This session will be led by David Flamer, CPA & Rob Plomgren from Cost Segregation Initiatives as an opportunity to preview the content in session 5 or 6 later in the program.

4:10 p.m. - 5:10 p.m.

EDUCATION SESSIONS (Concurrently)

Session Four:

Social Media Marketing

This session will inform you of the various web based platforms Commercial Real Estate Professionals should be using to market themselves and their business.

Session Five:

Cost Segregation - Help the Underwriter Close the Deal

This session will show lenders, brokers, owners and CPAs how to dramatically increase a property's cash flow by reducing income taxes using an IRS guideline technique.

Session Six:

Taxation Issues in Commercial Real Estate

A CPA's view and advice on tax advantages related to Commercial Real Estate.

5:15 p.m. - 6:15 p.m.

GENERAL SESSION - The LoanMakers Forum™



Present your loan request to ALL the LENDERS that have spoken during the conference.

6:15 p.m. - 7:30 p.m.

Cocktail Party & Networking Reception

sponsored by



Commercial Real Estate Broker Panel

MODERATOR



Robert A. Kleinhenz
LAEDC-Chief Economist



MULTIFAMILY



Laurie Lustig-Bower
CBRE



INDUSTRIAL



Brad Luster
Major Properties



OFFICE



Mike Zugsmith
NAI Capital



RETAIL



Chris Maling
Colliers International



HOSPITALITY



Alan Reay
Atlas Hospitality Group



INCOME PROPERTY LENDING CONFERENCE



INCOME PROPERTY LENDING CONFERENCE

DATE: Wednesday, April 25, 2012

LOCATION: **The Westin Long Beach**, 333 E. Ocean Blvd., Long Beach, California (562) 436-3000

REGISTRATION FEE: *Early Bird Rate* **\$150.00** on or before March 31, 2012
Prepaid Rate **\$175.00** April 1 - 16, 2012
Full Registration **\$235.00** April 17 and at the door

HOTEL ACCOMMODATIONS: **\$159.00 (Mention All Star Group Conference)** - *Limited Availability at this price*

DRE CREDIT: Six Hours of Continuing education - must attend at least 5 sessions during the event

CPA CREDIT: This organization follows the CE guidelines specified in the California Board of Accountancy Regulations

CANCELLATION POLICY: All cancellations must be in writing and received by April 11, 2012 and are subject to a \$100 cancellation fee.

Register on
the Internet:
www.iplconference.com

REGISTRATION

Register early as space is limited

Use one registration form for each participant

FOR INTERNAL USE ONLY

DATE RCVD: _____

CK/CC: _____

DISC: _____

Check all that apply:

- 6 Hours DRE Credit
- 10 Hours CPA Credit
- Cocktail Party and Welcome Reception *sponsored by Fidelity Mortgage Lenders*

SPECIAL PRICE
Pay by Check
Postmarked by March 15
\$135!

Name _____ e-mail _____

Company _____

Street Address _____

City _____ State _____ Zip _____

() () ()

Phone _____ Fax _____ Cell _____

Visa MasterCard AMEX _____ Account Number _____ Expiration (mo/yr) _____

Name as it appears on card (please print) _____ Signature _____



ALL STAR GROUP
 2187 South Garfield Ave.
 Los Angeles, CA 90040
 www.iplconference.com



Sponsored in part by:



WHERE LENDERS COMPETE
 FOR YOUR LOAN REQUESTS
LIVE!

***THE MOST COMPREHENSIVE COMMERCIAL
 REAL ESTATE LENDING EVENT OF THE YEAR***



**THE WESTIN
 LONG BEACH**

**333 E. Ocean Blvd. • Long Beach
 562-436-3000**