

Featuring Speakers From:

- Badger Real Estate Advisors, LLC
- Chicago Title Insurance Company
- DLA Piper
- Eastdil Secured, LLC
- Hinsdale Bank & Trust Company
- Holland & Knight LLP
- Moglia Advisors
- Much Shelist Denenberg Ament & Rubenstein, P.C.
- Sidley Austin LLP

Who Should Attend:

Attorneys, lenders, owners, investors, guarantors, developers, agency officials and others involved with distressed real estate

A Comprehensive One-Day Seminar on

Commercial Real Estate Workouts & Remedies

Creative and innovative approaches to resolving defaults

Webcasting now available!
 -Attend from anywhere-

November 18, 2009

Chicago, Illinois
The Gleacher Center

Credits: IL CLE 6.5 (call about others)

Quick when/where: 8:30 a.m., 450 North Cityfront Plaza Drive

Real Estate Workouts & Remedies Seminar

November 18, 2009 | Chicago, Illinois
 The Gleacher Center

Yes! Please register me:

Name: _____

Email: _____

What type of credits do you need? _____

For which state(s)? _____

Register my colleague:

Name: _____

Email: _____

What type of credits do you need? _____

For which state(s)? _____

Firm: _____

Address: _____

City: _____ **State:** _____ **Zip:** _____

Phone: _____ **Fax:** _____

If you cannot attend, check boxes to order:

- Homestudy Course with DVD Course Materials only

To complete your registration, please send a check or complete the credit card information below:

(Fax to 206-567-5058 or register online at www.lawseminars.com)

No.: _____ **Exp. Date:** _____

Card Holder's Signature: _____



800 Fifth Avenue, Suite 101, Seattle, WA 98104
 tel (206)567-4490 or (800)854-8009
 fax (206)567-5058 | www.lawseminars.com

09REMIL WS



- 8:00 Registration and Continental Breakfast**
- 8:30 Introduction and Overview**

James L. Beard, Esq., *Program Co-Chair*
DLA Piper ~ Chicago, IL

Robert J. Labate, Esq., *Program Co-Chair*
Holland & Knight LLP ~ Chicago, IL
- 8:45 Commercial Real Estate Markets and Projections**

A review of today's national commercial real estate markets; projections for 2010

Stephen Livaditis, *Senior Managing Director*
Eastdil Secured, LLC ~ Chicago, IL
- 9:15 Loan Portfolio Acquisition and Sale: Who is Buying Debt From Distressed Properties? Under What Terms? What are the Implications?**

Methods of acquiring and selling legacy debt and portfolios

Francis L. Keldermans, Esq.
Holland & Knight LLP ~ Chicago, IL
- 10:00 Break**
- 10:15 Taking Back the Property: A Check List for Troubled Properties, the Options to Pull, and Why**

Best practices for recovering real property: Forbearance agreements; deeds in lieu/foreclosure; assignments for the benefit of creditors; pre-bankruptcy workouts; adapting the strategy to the type of property

Robert J. Labate, Esq., *Program Co-Chair*

Kurt M. Carlson, Esq.
Much Shelist Denenberg Ament & Rubenstein, P.C.
Chicago, IL

Mark Hale, Esq., *Senior Vice President*
Hinsdale Bank & Trust Company ~ Hinsdale, IL

Alex D. Moglia, Esq., *President*
Moglia Advisors ~ Schaumburg, IL

- 11:30 Title Insurance Issues**

Best practices for handling title issues for distressed commercial real estate; addressing issues that arise when trying to obtain title insurance post judicial foreclosures or deed in lieu

V. Gina Giannelli, Esq., *Associate Regional Counsel*
Chicago Title Insurance Company ~ Chicago, IL
- 12:15 Lunch (on your own)**
- 1:30 Lender Liability**

Key sources of lender liability risk in commercial real estate workouts and practical tips for reducing that risk

Teresa Wilton Harmon, Esq.
Gerard D. Kelly, Esq.
Lee M. Smolen, Esq.
Sidley Austin LLP ~ Chicago, IL
- 2:45 Break**
- 3:00 Drafting Workshop: Lessons Learned**

New and developing practices and provisions based on recent experience; material adverse change clauses; new practices; odd-ball problems that come up, like a letter of credit from a bank that's just been taken over by the FDIC

James L. Beard, Esq., *Program Co-Chair*

David B. Sickle, Esq.
DLA Piper ~ Chicago, IL
- 4:15 New Sources of Capital**

Funding and structure of commercial real estate deals

Mitchell P. Kahn, *President*
Badger Real Estate Advisors, LLC ~ Northbrook, IL
- 5:00 Continue the Exchange of Ideas: Reception for Attendees and Faculty Sponsored By**



About the Seminar

LAW SEMINARS INTERNATIONAL

Advanced Seminars

offer busy practitioners intensive up-to-date information in a one-day program.

www.lawseminars.com

As a result of the turmoil in the national and local economies, and the lack of liquidity in the capital markets, there has been a dramatic increase in workout activities in the commercial real estate arena. Real estate values in all segments of the industry have plummeted and even owners of stabilized assets are unable to refinance existing indebtedness.

Lenders have taken an increasingly aggressive approach to these problems and all stakeholders are seeking creative solutions to solving the deleveraging of the real estate industry.

This combination of problems, at a level unprecedented in our lifetime, has created a "perfect storm" that calls for creative and innovative approaches to resolving defaults through modifications of existing contract terms and other workout concepts.

This seminar will provide a solid grounding in the remedies that are available for effective workouts and is a must for those who anticipate being involved in a commercial real estate workout, either as a lender, developer, contractor, realtor, landlord, tenant, lawyer or consultant representing one of them.

~ Program Co-Chairs: James L. Beard, Esq. and Robert J. Labate, Esq.



James L. Beard, *Program Co-Chair*, partner at DLA Piper, focuses on commercial real estate, including acquisitions and dispositions, financing, joint venture formation, construction contract negotiation and leases, and represents developers and institutional lenders in restructuring and workout of troubled real estate projects. He is listed in *Chambers* and is a “Super Lawyer.”

Robert J. Labate, *Program Co-Chair*, partner at Holland & Knight LLP, represents creditors and debtors in complex corporate restructurings in Chapter 11 cases and under consensual, out-of-court workout agreements. He is a “Super Lawyer”, and is listed in *Chambers* and *Best Lawyers*.

Kurt M. Carlson, principal at Much Shelist Denenberg Ament & Rubenstein, P.C., focuses on business litigation, workouts, insolvency proceedings, and bankruptcy reorganization cases and liquidations. He is chair of the firm’s Creditors’ Rights, Insolvency & Bankruptcy Group and a leader of the Financial Crisis Response Team.

V. Gina Giannelli, Associate Regional Counsel for the Chicago Commercial Center of the Chicago Title Insurance Company, handles complex real estate transactions. She co-authored a chapter in the IICLE Commercial Real Estate Manual and wrote a chapter in the IICLE Attorney’s Guide to Title Insurance.

Mark Hale, Senior Vice President at Hinsdale Bank & Trust Company, handles commercial real estate loan originations, restructurings and workouts on behalf of a Wintrust Financial Corporation affiliate.

Teresa Wilton Harmon, partner at Sidley Austin LLP, focuses on secured and unsecured lending transactions, asset securitization and structured finance, and financing transactions for electric utilities. She is an adjunct professor at the University of Illinois College of Law.

Mitchell P. Kahn, President at Badger Real Estate Advisors, LLC, focuses on real estate development and deal making involving restructuring, disposition, lease renegotiation and acquisitions.

Francis L. Keldermans, partner at Holland & Knight LLP, in the Financial Services Group, focuses on commercial real estate loan transactions, workouts and foreclosures. He is a “Super Lawyer.”

Gerard D. Kelly, partner at Sidley Austin LLP, focuses on complex commercial litigation, at both the trial and appellate levels, including construction and other real estate litigation, class actions, and trust and estate litigation.

Stephen Livaditis is Senior Managing Director at Eastdil Secured, LLC. Eastdil Secured combines conventional real estate brokerage with the corporate finance and capital markets expertise of an investment bank.

Alex D. Moglia is President and lead restructuring professional of Moglia Advisors. He is on the Governing Board of the Commercial Finance Association Foundation and is a former member of the Board of Directors of the ABI, and founder and chair of its Finance and Banking Committee.

David B. Sickle, partner at DLA Piper, focuses on transactional real estate and finance, representing a wide variety of REITs, banks, developer and institutional clients. He is a “Leading Lawyer” and is listed in *Chambers*.

Lee M. Smolen, partner at Sidley Austin LLP, head of the Chicago Real Estate Group and Co-Chair of the group internationally, focuses on commercial real estate, with an emphasis on workouts and restructurings, debt and equity financing, structured finance, acquisitions and dispositions. He is listed in *Chambers*.



Registration & Other Workshop Information

To Register:

Call us at: 800-854-8009 or 206-567-4490

Fax the registration form to us at: 206-567-5058

Email us at: registrar@lawseminars.com

Web site: www.lawseminars.com

Mail the registration form on the front page.

Walk-ins are welcome, subject to space availability.

Registration is complete when we receive payment or agree to later payment.

Tuition: Regular tuition for in person or webcast attendance for this program is \$695 with a group rate of \$595 each for two or more registrants from the same firm. For government employees, we offer a special rate of \$495. For students and people in their job for less than a year, our rate is \$347.50. All rates include admission to all seminar sessions, food and beverages at breaks, and all course materials. Make checks payable to Law Seminars International.

Substitution & Cancellation: You may substitute another person at any time. We will refund tuition,

less a \$50 cancellation fee, if we receive your cancellation by 5:00 p.m. on Thursday, November 12, 2009. After that time, we will credit your tuition toward attendance at another program or the purchase of a Homestudy. There is a \$25 cancellation fee for Course Materials orders and \$50 for Homestudy orders.

Seminar Location: The conference will be held at the The Gleacher Center at 450 North Cityfront Plaza Drive in Chicago, IL 60611; (312) 464-8787. Check The Gleacher Center website, Area Attractions, for a list of area hotels at http://www.gleachercenter.com.

Continuing Education Credits:

This program qualifies for 6.5 IL CLE credits. Upon request, we will apply for CLE credits in other states and other types of credits.

If You Cannot Attend: Our complete Homestudy Course, consisting of a DVD recording and the course materials (either a binder or searchable CD), is available for \$705. The course materials alone are available for \$100. We will ship your Homestudy order via UPS ground within two weeks after the seminar or from the date we receive payment.



Register Online
—simple, fast & secure—
www.lawseminars.com

A Comprehensive One-Day Seminar on

Commercial Real Estate Workouts & Remedies

Creative and innovative approaches to resolving defaults

November 18, 2009
Chicago, Illinois

The Gleacher Center
450 North Cityfront Plaza Drive
(312) 464-8787

You Will Learn About:

- Today's market and projections for 2010
- Best practices for recovering real property
- Lender liability
- Methods of acquiring and selling legacy debt and portfolios
- New and developing practices and provisions
- New sources of capital

Watch for our telebriefings on major legal developments.

Members of our distinguished faculties will present analyses of major decisions and other developments as soon as they happen in a one-hour telephone conference.

If you wish to receive announcements for telebriefings that affect you, please make sure we have your email address—send it to me, H. Kate Johnson, President:

kate@lawseminars.com

Law Seminars International News:

Upcoming Seminars:

Winery & Wine Distribution Law	October 8 & 9, 2009	San Antonio, TX
Wind and Solar Project Development & Permitting	October 23, 2009	Chicago, IL
Commercial Real Estate Workouts & Remedies	November 4, 2009	Las Vegas, NV
Stormwater Regulation in New England	November 6, 2009	Boston, MA
Natural Resource Damages	November 12 & 13, 2009	Newark, NJ
Data Collection & Aggregation	December 15, 2009	Philadelphia, PA
Spectrum Management	January 25 & 26, 2009	Washington, DC

www.lawseminars.com — Check our web site for additional programs in your area.

To Register:

Call:
(800) 854-8009

Visit:
www.lawseminars.com

Fax:
(206) 567-5058