



**IMPORTANT: NEW DEVELOPMENTS IMPACTING COMMERCIAL REAL ESTATE IN AN UNPRECEDENTED ECONOMY: Can the Longest Expansion in U.S History Last?**

## 7th Annual Commercial Real Estate Update, Trends & Networking Symposium

**Plus Shark Tank**

Pitches Limited to First 3 Attendees Selected Before Event  
Send e-mail to [jeff@lermanlaw.com](mailto:jeff@lermanlaw.com) with your deal

**What every investor, broker, property manager and CRE advisor must know in today's unprecedented economy**

NETWORK TO FIND YOUR NEXT DEAL, PARTNER OR INVESTOR AND LEARN ABOUT NEW LAWS, CHANGES IN TAX LAWS, NEW RENT CONTROL, NEW REGULATIONS, NEW CRE STRATEGIES FOR AN UNPRECEDENTED ECONOMY. **THIS IS A "DON'T MISS" EVENT.**

**Attend this special event and you will learn:**

- **Legal Updates** Impacting Commercial Real Estate
- **Legal Updates** Residential Landlords Need to Know
- **The Cheapest, Easiest, Fastest, Safest Way to Do Deals with OPM** and How To Network Without Violating the Securities Laws
- **CRE Financing Strategies:** Including Faster Rate Locks and Non-Recourse Options
- **Estate Planning:** What Everybody Must Know About the New SECURE Act
- **CRE Insurance:** How to Make Sure You Are Not Over-Paying and Have the Right Coverage
- **Tax Law Changes** Affecting CRE Investors
- **Opportunity Zones:** The New IRS and Treasury Regulations
- **Cannabis and Real Estate:** A Good Investment?
- **Investors' Biggest Letter of Intent Mistakes** and How To Avoid Them
- **Cost Segregation:** Why It's the Biggest No-Brainer for CRE Investors Who Want More Tax Benefits and Cash Flow
- **Syndication Updates** for Sponsors, Issuers and Investors
- **How to use Artificial Intelligence** to identify better properties, increase returns and Improve Operations
- **How CRE Investors Can Optimize** Strategic Diversification with Their Investment Portfolio
- **CRE Market Update** and Forecast
- **Location Magic:** The Ultimate Step-By-Step Hands-on Guide to Finding the Best Cities & Neighborhoods for Real Estate Investment

...plus networking with accredited investors, sponsors, syndicators and CRE advisers

PAST ATTENDEE COMMENTS:

"...well thought out and planned presentation."

Kevin Foster, Cornish & Carey Commercial Newmark Knight Frank

"Excellent information — comprehensive and useful."

Edward Brown, "Best of Investing" radio host

"Outstanding...5 star" - Paul Emery, Real Estate Broker

"Critical update for an experienced investor"

Richard Gumbiner, Starboard Commercial Real Estate

"Great overview in investment-commercial RE"

Barbara Leicht, Bradley Real Estate

"Timely and informative" - Marlene Paganini, Investor

"Informative on every aspect of investing" - Joe Rotenberg, Investor

**LIMITED SEATING**

**Friday, March 20**  
**San Francisco**

8:00 a.m.–9:00 a.m. - Registration & Breakfast  
9:00 a.m.–5:00 p.m. - Symposium  
5:00 p.m.–6:00 p.m. - Networking

**Details and Registration**

**Online:** [cresymposium2020.eventbrite.com](https://cresymposium2020.eventbrite.com) **Or Call:** (415) 454-0455

**ATTENDEE GIFTS:**

If you purchased these gifts, it would cost you far more than the price of admission. Join us and they are yours for free, as our way of saying "thank you".

- **Free** legal consult
- **Free** estate plan consult
- **Free "Billion Dollar Braintrust" recording:** CRE investors paid \$6,000 to attend our syndication bootcamp and hear what they called the "highlight" of the event. Listen as three CRE syndicators who collectively syndicated over \$1B of real estate reveal their biggest secrets to success and mistakes to avoid
- **Free "Finding the Needle" webinars:** Listen as three CRE giants share their unique strategies for finding the best deals at the right price:
  - Jerome A. Fink, *Managing Partner, The Bascom Group (Over \$6 billion in transactions)*
  - Brian Shirken, *Co-Founder/Principal, Columbus Pacific Properties (Over \$300 million in transactions)*
  - Carlos Vaz, *Founder, The Conti Organization (Over \$400 million in transactions)*

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