

Featuring Key
Discussions By:

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David Hartness
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Hugh Hall
Gramercy Capital
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Marilee Hill
M.A. Hill Brokers
John Mayeron
DBSI Group

*"Anyone in real estate investing who hasn't learned about TICs
needs to, and this event provides a great opportunity to do that"*

Lou Weller, Principal, Deloitte

Successful Strategies For

Tenant-in-Common Transactions & 1031 Exchanges

The Innovative Education and Optimal Networking Event
for Tenant-in-Common Investment Community

July 18-19, 2005 • Allerton Crowne Plaza Hotel • Chicago



THIS IS THE ONLY TIC EVENT THAT OFFERS:

- Insight on how to capitalize on the flourishing Chicago TIC market
- Exclusive, in-depth analysis of sponsor due diligence, broker-dealer seminars, and the planning and reporting issues affecting 1031 exchange investors
- The opportunity to network with fresh contacts in an area emerging as a new hotbed of TIC activity and make additional business deals

LEARN THE LATEST TRENDS FROM EXPERTS WHO WILL HELP YOU:

- Hear updates on the latest NASD and SEC guidance so that your deal meets the latest compliance guidelines
- Analyze property types and hot geographical markets to source new investment opportunities
- Maintain adequate disclosure so your deal remains compliant with the Regulation D exemption
- Determine if a master lease or property management structure is best for your transaction
- Learn how to achieve optimal due diligence so that you can best identify and mitigate the risks associated with real estate acquisition
- Evaluate your clients' personal investment objectives to determine investor sophistication and ensure proper client and property match
- Improve the effectiveness of your Web site, print publications and seminars to make certain you reach your target audience

PLUS, be sure to attend the special pre-conference workshop that will give you all the tools you need to capitalize on this rapidly expanding industry:

"How to Structure a Tenant-in-Common Transaction"

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How to Structure a Tenant-In-Common Transaction

8:15 Registration and Morning Coffee

9:00 Workshop Begins

The tenant-in-common industry has experienced rapid growth over the past four years, aided by a historically low-interest-rate environment in the U.S., which fueled dramatically escalating real estate prices in most areas of the country. Then, on March 19, 2002, the IRS facilitated the structuring of tenant-in-common transactions with the issuance of Rev. Proc. 2002-22. Too, as baby boomers age, the desire for a more passive role in real estate ownership/management has risen.

As a result, the tenant-in-common industry has seen a dramatic increase in the number of securitized TIC sponsors—from nine in 2001—to 46 in 2004, as more real estate investment/management companies enter to capitalize on this growing area.

This comprehensive, hands-on workshop will give you all the tools you need to succeed as a new entrant in this expanding market, including:

- Techniques to structure a private placement memorandum to ensure a smooth transaction
- How to maintain adequate disclosure so your deal is in compliance with the Regulation D exemption
- Determine what it takes to become a successful sponsor so you can source appropriate acquisition opportunities, field investor questions, and manage compliance officer scrutiny
- Learn how to structure a deal to ensure that it meets IRS guidelines for a tax-free exchange (Rev. Proc. 2002-22)
- Strategies for effectively establishing broker-dealer relationships to build and operate a strong selling group
- Examine methods to conduct sponsor-side due diligence so you can optimize deal structure

Deborah Froling, *Partner*
HIRSCHLER FLEISCHER

Marc Goldstein, *Principal*
CREEKSTONE PARTNERS

Luke McCarthy, *President*
EVERGREEN DEVELOPMENT LLC

12:00 Lunch for Speakers & Delegates

Conference Day One Main Conference

1:00 Chairpersons' Opening Remarks

Louis Rogers, *President*
TRIPLE NET PROPERTIES

Lou Weller, *Principal*
DELOITTE

Rob Hannah, *Founder & CEO*
TAX STRATEGIES GROUP

1:30 **Examining the Trends, Pitfalls, and Outlook for the TIC Market so that you can Gain a Competitive Advantage in a Rapidly Expanding Market**

- Sponsors: Identify the risks associated with real estate acquisition to successfully navigate and close the deal
- Discuss what's hot and what's not in property types, geographical markets and deal structures.
- How to capitalize on recent growth trends to increase your profits and source new deals
- Examine how 1031 exchanges can be an effective exit strategy and increase overall profits on your investments

Tom Jahncke, *Senior Vice President*
PASSCO REAL ESTATE ENTERPRISES

Jeffrey Kohn, *Vice President, Business Development*
TIC CAPITAL MARKETS

Tim Snodgrass, *President*
ARGUS REALTY INVESTORS

John Mayeron, *Executive Vice President- Marketing and New Product Development*
DBSI GROUP

2:30 **Determine Whether the Delaware Statutory Trust (DST) Application Will Help You Minimize Costs and Simplify your Deal**

- Examine Revenue Ruling 2004-86 and its impact on your deal
- Determine tax structure requirements so you can have a fixed investment trust
- Investors: Examine how using DSTs can lower costs and ease your transaction
- Lenders: Discuss how of a DST can simplify the TIC transaction
- Mitigating lender risk: how to manage owners' prohibitions when confronted with distress situations
- Measure the impact of NASD Notice to Members and its implications for the use of DSTs

Robert Eaddy, *Senior Vice President*
CAPITAL TRUST COMPANY OF DELAWARE

Norman Powell, *Partner*
MORRIS, JAMES, HITCHENS & WILLIAMS LLP

Elisa Habbart, *Partner*
DELAWARE COUNSEL GROUP

Arnold Harrison, *Partner*
JENNER & BLOCK

3:15 Networking Break

3:30 **Life Cycle of an Exchange**

Interest in structured tenancy-in-common ownership has increased dramatically since the IRS issued Rev. Proc. 2002-22, in March 2002, which stated that TICs qualify for 1031 property exchanges. Although TIC deals offer real estate investors an excellent opportunity to pool funds, secure financing and participate in ownership interests without