

2006 COMMERCIAL REAL ESTATE

FORUM & SEMINAR AGENDA

THE GRAND LONG BEACH EVENT CENTER

4101 Willow Street - Long Beach, CA - 90815
Monday, July 31, 2006
1:00 PM - 7:00 PM

SPEND A DAY WITH OUR EXPERTS AND LEARN FROM THEIR VAST EXPERIENCE; THEY ARE COMPRISED OF PRESIDENTS AND CEOS, MILLIONAIRE INVESTORS, FINANCIAL PLANNERS, AND MORTGAGE BROKERS. SIT DOWN AND CHAT WITH THE EXPERTS FACE TO FACE IN OUR EXCLUSIVE "ROUNDTABLE" TOPIC SESSIONS, A SMALL AND INTIMATE ENVIRONMENT WHICH WILL ALLOW YOU TO GO DEEP INTO A TOPIC OF YOUR INTEREST WITH AN EXPERT WHO HAS THE ANSWER. WE GUARANTEE THAT YOU WILL WALK AWAY INFORMED, ENLIGHTENED, AND EAGER TO CLOSE YOUR NEXT COUPLE, OR EVEN YOUR VERY FIRST DEAL!

1:00 REGISTRATION

RINI BROWNING, DIRECTOR OF BUSINESS DEVELOPMENT - TBS

If you have not received your tickets and will be late please be sure to contact rini@tbs-sales.com

1:30 INTRODUCTION AND EXPECTATIONS

TERRI GHIO, CEO & PRESIDENT - TBS

To be sure you get all you should out of the Special Forum, we will explain the unique format

1:45 FINDING YOUR COMFORT ZONE WITH INVESTMENT REAL ESTATE

JACK CUMMINGS, AUTHOR AND PRESIDENT CUMMINGS REALTY

Investor and well known Author, Jack Cummings, will discuss some of the key elements in successful Real Estate Investing. Learn from a true expert as he shares with you his insight into the world of Investment/Commercial Real Estate. Jack will share his ideas on the current market, the future of investing and projected trends, as well as what he is personally working on right now! We will leave time for Q&A. (**tip:** Read his book "Commercial Real Estate 12 Easy Steps to Getting Started" and come prepared with questions.)

2:45 BREAK

3:00 FIRST PANEL OF EXPERTS

Top Caliber Real Estate Professionals share their insight and open the door to Commercial Real Estate Investing

TOPICS Real Estate Properties see what products are available both locally and out of the area
Find out about what you can get for your money
Alternative ways of buying - Limited Partnerships and Tenants in Common
Negotiating tips
Buying groups - what is the process? How can you take advantage of them?
And more....

knowledge is power

STEPHEN LAMPE

Executive Vice President, RE/MAX Commercial

JUSTIN WHITE

Regional Manager, Marcus & Millichap

DEAN ZARKOS

President, Apartment Association of Orange County
Owner/Broker of MCF Asset Management, Inc.

RICH LOMBARDI

CEO/President, Property by Net.com

DR. DON WISE

President/CEO Resorts, Marinas and Vineyards, Inc

STEPHEN DURINGER. ESQ.

Attorney at Law, The Duringer Law Group, PLC.

3:45 Q & A SESSION

4:00 SECOND PANEL OF EXPERTS

knowledge is power

TOPICS

Financing your property will show you the golden keys to making it happen
Learn the difference between FICO or property driven lenders
Business Owner-User - how make the most of it
Learn the power of using a Mortgage Broker
Learn how to prepare for tenants - what are the most common "gotcha's"?
And more....

JEFF SPINELLI

1st Vice President, Farmers & Merchants Bank

Z. BEN JACOB

President, Loan and Investment Services Associates

GARY PEPP

President, Preferred Real Estate Finance, Inc.

CHARLES HERSHSON

President, Fidelity Mortgage Lenders, Inc.

TOM CUMMINGS ESQ.

Founding Partner,
Law Offices of Thomas B. Cummings, PLC

BILL TAN

President, Creative RE Investors Group San Diego
President, Bill Tan Investments

4:45 Q & A SESSION

5:00 TABLE TOPICS / BREAK OUT GROUPS / NETWORKING

Now the fun begins... Grab Snacks and Table Hop, Discuss Topics in a relaxed Environment---INTERACT, MAKE DEALS HAPPEN. We will have Sponsored Tables To help guide your discussions with the Experts.

Legal Issues Investors Should Know with Stephen C. Durringer, Esq.

Thorough Due Diligence, beyond the broker's advice; How to hold Title- LLC, Partnership, Corporation or ?; How to handle Difficult Tenants; Delinquencies, work outs; Should you use a gross, a modified gross or a net lease?

The Power of a Proper Property Analysis with Rich Lombardi

How to analyze and evaluate any type of income producing property including before and after cash flow analysis and projected sales price.

Cost Segregation with Craig Wallace KBKG, Inc.

Saving you money in taxes by accelerating the depreciation of your commercial property.

Market Outlook for Investment Properties with Stephen Lampe RE/MAX Commercial

A view of the market outlook for multi family and commercial investment properties

The Clout of a Mortgage Broker with Gary Pepp - PREF

Learn the power of the right financing and how it can impact both the immediate sale and your exit strategy.

Let the Government Work for you with Ben Jacobs - LISA

How to use Government SBA loans to help finance your business and the property it is in

MORE TOPICS TO COME...

7:00 WRAP UP

TERRI GHIO

7:30 COMMERCIAL REAL ESTATE INVESTMENT CLUB MEETING

TERRI GHIO

This is the first meeting and the formation of the club. If you are interested in participating please contact terri@tbs-sales.com directly, in advance!