

iGlobal Forum

SEMINAR SERIES:

NEXT-GENERATION PRACTICES FOR REAL ESTATE PRIVATE EQUITY

NOVEMBER 2ND, 2016 | NEW YORK, NY

KEY TOPICS TO BE COVERED INCLUDE:

SEMINAR A:

Analyzing the Macroeconomic Environment to Find Opportunities in 2017

- What to expect in 2017: changes in the capital markets, an overview on the macroeconomic environment, and regulatory changes with a new president
- A shift in yield as value associated with middle market geographies and demographics changes
- The impact technology continues to have on brick-and-mortar stores, returns on infrastructure investments, and a new look at the industrial market

SEMINAR B:

Complementing your Equity Strategy with Opportunities in Debt

- Strategies for profitably complementing your equity portfolio with debt investments
- A look at regulations on private credit, and opportunities in premiums protecting the lender
- Understanding risks and potential returns in HVCRE, new construction, and infrastructure debt

SEMINAR C:

High Yield Returns in Alternative Asset Classes

- Under the radar for increased affordability: finding returns in value-add and opportunistic investments
- Exploring potential returns in off-the-run assets, senior living, and parking infrastructure
- Discover how new green energy initiatives will impact the value of existing buildings, and how to prepare for a shift in energy requirements

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ABOUT THE SEMINAR:

iGlobal Forum is pleased to announce the upcoming **Next-Generation Practices for Real Estate Private Equity** seminar, taking place in **New York** on **November 2nd**. This event will provide an analysis of the macroeconomic state of the industry, see where the capital markets are headed, and find fresh opportunities outside of traditional real estate targets while networking directly with industry leaders. The overcrowded investment sector now requires an in-depth examination to create strategies for building an internal infrastructure that will help to diversify your portfolio and prepare for any oncoming regulatory changes in the tumultuous political environment. Changes on the national stage will necessitate private equity funds to respond to protect returns, so finding new methods to remain competitive is more important now than ever before. At this seminar, you will meet and network with **senior-level representatives from private equity firms, pension plans, endowments, foundations, family offices, insurance companies, investment banks, mezzanine lenders, senior lenders, asset managers, real estate owners, & developers.**

SPEAKERS:



David Eyzenberg
Founder & Managing Partner
EYZENBERG & COMPANY



Mark Green
Managing Director
LEUCADIA NATIONAL CORPORATION



Paul Kang
President/CIO, **ALTACAP**



Dennis Irvin
Founding Partner, **BRIGHTSTONE CAPITAL PARTNERS**



John Tsui
Managing Principal, **PENINSULA HOUSE LLC**

WORKSHOP A 9:30 am to 11:30 am

MACROECONOMIC DEVELOPMENTS & THE CAPITAL MARKETS TO LEAD INVESTMENTS IN REAL ESTATE

WHAT WILL BE COVERED:

This workshop will explore a broad look at the real estate environment, and how sweeping changes that will soon come into effect will have an impact on all existing real estate. New changes in market values for 2017 will change where investors can find returns, so here we will cover:

- A look at cap rates, and the expectations for how the capital markets will shift starting in 2017
- Expectations for 2017 in a rising interest rate environment, and where we are in the cycle
- Discuss how macroeconomic trends are impacting real estate values, employment and the overall health of the economy, and national developments to lead investment trends and returns
- Exploring the impact of sovereign wealth funds on the real estate environment, and how their expectations on returns have impacted fund development
- International currency valuation, geopolitical concerns in China and Europe, and the impact of FIRPTA on US real estate
- Parsing different geographies throughout the country to find untapped opportunities
- Looking outside of primary markets to find value in suburbs, and the trend toward single family rental housing

- A renewed look in multifamily housing, and the millennial trend in continuing to rent
- E-commerce's continued impact on brick-and-mortar stores changing the retail environment, and what to expect in years to come
- Looking ahead: potential changes with a new president in office

You will leave this workshop with a much better understanding of the impacts the macroeconomic environment has on current real estate values, and an in-depth analysis of the current capital markets. As you explore each of these topics, you will have the opportunity to meet directly with expert investors leading the industry, and leave this session with new potential business partners.



David Eyzenberg
Founder & Managing Partner
EYZENBERG & COMPANY

WORKSHOP B 12:30 pm to 2:30 pm

DIVERSIFICATION STRATEGIES: COMPLEMENTING EQUITY PORTFOLIOS WITH THE FULL SPECTRUM OF DEBT STRUCTURES

WHAT WILL BE COVERED:

As the real estate private equity space becomes more crowded, many equity investors are turning to debt to find their desired returns. The risk-return profile on certain investments appears appealing in the lending space, so in this workshop we will explore:

- Analyzing the various debt structures, and the processes for including these new investments in an equity portfolio - focus on: mezzanine loans, b-notes, preferred equity, CMBS, and RMBS
- Understanding which structure of private credit is most effective per each portfolio
- Looking at opportunities in public debt, and the process for investing across classes
- Working with senior lenders to find complementing strategies, underwriting strategies, and the process for originating lending opportunities
- Discerning the risks and potential outsized returns on the current trend in infrastructure debt

- Protecting your investment through premiums created to safeguard the investor against default
- Learning the regulations and risks associated with new construction and high volatility commercial real estate (HVCRE) loans
- Hard money lending in Brazil, and finding equity returns within the secured debt structure
- Acquiring discounted senior and junior SME loans from insolvent BDCs

This seminar will leave you with a much better understanding of the full range of debt investments available, and the most effective strategy for utilizing them within your own portfolio. Expert lenders and debt investors will lead this discussion, giving you the opportunity to network directly with the leaders in this space.



Mark Green
Managing Director
LEUCADIA NATIONAL CORPORATION



John Tsui
Managing Principal,
PENINSULA HOUSE LLC

WORKSHOP C 3:00 pm to 4:30 pm

VALUE-ADD, CORE-PLUS & OPPORTUNISTIC INVESTMENTS PROVIDING AFFORDABLE, HIGH YIELD RETURNS

WHAT WILL BE COVERED:

Value in real estate can be found anywhere when following national trends and analyzing their impact on smaller communities. Here we will discuss the potential returns when looking outside of primary markets and building an internal infrastructure to find:

- Exploring the process for finding value in smaller opportunities, and effectively managing due diligence on multiple small investments
- Sourcing opportunities in value-add and opportunistic asset classes that are under the radar to maintain affordability with the right risk-return profile
- Understanding the wider state of the national economy to find the next off-the-run opportunity
- Discover how baby boomers are continuously providing more value opportunities in healthcare, medical office buildings (MOBs) and senior living through growing demand
- Discuss potential green energy regulations and how this shift could change development standards and the value in existing real estate
- Capital raising strategies, and a focus on managed accounts vs.

closed-end funds: how will the traditional fundraising model and the associated fees evolve in 2017?

- Technology's impact on the value in parking infrastructure, and the potential for future transportation needs
- New developments in alternative capital sources that are powering the industry - focus on: crowdfunding, foreign capital in US real estate, etc.

This seminar will provide you with new ideas on opportunities outside of primary markets that are much more affordable with a similar risk-return profile. New leaders are coming out of this sector every day, making this space in alternatives rife with new connections and potential returns.



Paul Kang
President/CIO,
ALTACAP



Dennis Irvin
Founding Partner,
BRIGHTSTONE
CAPITAL PARTNERS

VENUE AND ACCOMODATION

THE WALDORF ASTORIA

301 Park Avenue, New York, NY

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<http://www.waldorfnyc.com>

iGlobal Forum is pleased to be hosting the upcoming Summit at the world-renowned Waldorf Astoria in New York. The Waldorf stands as a unique dining destination, with four distinctive restaurants, three lounges, and of course, 24-hour room service. Hotel guests are encouraged to explore the hotel, a New York City landmark, considered an extraordinary living Art Deco museum.



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NEXT-GENERATION PRACTICES FOR REAL ESTATE PRIVATE EQUITY

NOVEMBER 2ND, 2016 | NEW YORK, NY

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Workshop A Workshop B Workshop C Full Workshop Pass

I cannot attend, but please keep me informed of all future events.

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REGISTER BY	INDIVIDUAL WORKSHOP	FULL WORKSHOP PASS
August 15, 2016	\$249	\$599
September 15, 2016	\$299	\$699
October 15, 2016	\$349	\$799
November 2, 2016	\$399	\$899

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- All discounts must require payment at time of registration and before the cut-off date in order to receive any discount.
- Any discounts offered whether by iGlobal Forum (including team discounts) must also require payment at the time of registration.
- All discount offers cannot be combined with any other offer.
- To accommodate attorneys applying for CLE credits on this event, we offer discounted rates for specific salary ranges and areas of practice. Please see additional downloadable affirmation and registration form for rates and deadlines.

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