

EDUCATIONAL SEMINAR Luncheon

PROGRAM SPONSOR:



T R A I N O R
 F A I R B R O O K
 ATTORNEYS AT LAW

DATE: WEDNESDAY, JANUARY 13, 2010

LOCATION: Trainor Fairbrook
 980 Fulton Avenue
 Sacramento, CA 95825

REGISTRATION
& LUNCH: 11:30 am

SEMINAR: 12:00 noon to 1:00 pm

COST: FREE to NAIOP Members
 w/reserved seating.
 \$10 Guest of a NAIOP Member
 \$20 Non NAIOP Member
 Lunch provided.

MCLE CREDIT: 1 Hour of General MCLE Credit

REGISTRATION RSVP DEADLINE: 1/6/10

- FREE to NAIOP Members w/reserved seating
 \$10 GUEST of a NAIOP Member
 \$20 Non NAIOP Member

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Please CHARGE my: Visa Mastercard

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3-Digit Code: _____ Exp. Date: _____

I will forward a CHECK payable to: NAIOP

* All RSVP's will be charged if not cancelled via email by noon on 1/8/10. Registration after RSVP deadline will be an additional \$5 per ticket.

"KEY ISSUES FOR PRINCIPALS IN REAL ESTATE OWNERSHIP ENTITIES IN TODAY'S MARKET"

This program examines:

1. Basic structures of partnerships, LLCs and corporations
2. Issues to consider when forming and structuring a new entity:
 - Majority vs. minority interests
 - Manager vs. non-managers interests
 - Guarantor vs. non-guarantors of debt
 - Fiduciary duties
 - Exit strategies
3. Case studies discussion

TONY AROSTEGUI
 Trainor Fairbrook

Tony Arostegui is a shareholder with the law firm of Trainor Fairbrook, and is head of the firm's real estate transaction department. He has been practicing commercial real estate law in the greater Sacramento area since 1984. Mr. Arostegui's practice is focused on complex real estate transactions involving the acquisition and divestment of real estate, commercial leasing and real estate lending. Recent experience includes the representation of borrowers, lenders, receivers and trustees with loan workouts and modifications; judicial and non-judicial foreclosures; receivership appointments and bankruptcies. His clientele include private and publicly traded developers, land owners, real estate investors, property management companies, lending institutions and governmental entities. Mr. Arostegui served on the Board of Directors and National Forum on Capitol Markets for NAIOP and on the Board of Directors and Legislative Chair of NAIOP Sacramento Chapter.

COLBY A CAMPBELL
 Trainor Fairbrook

Colby A Campbell is a shareholder with the law firm of Trainor Fairbrook. Her practice emphasizes real estate, taxation, business planning and estate planning. Ms. Campbell has particular experience in structuring new joint ventures and restructuring existing joint ventures to accommodate concerns relevant in the current economic environment, including those involving (i) personal liability and asset protection, (ii) additional funding through the infusion of new capital and the corresponding restructure of the partners' economic relationship, (iii) a partner in bankruptcy or under other financial distress, and (iv) creditor debt for equity swaps. She also has extensive experience in business counseling including the formation of corporations, partnerships, limited liability companies and joint ventures; and negotiation and documentation of general business arrangements.

SYLVIA S. AROSTEGUI
 Trainor Fairbrook

Ms. Arostegui is a senior associate with the law firm of Trainor Fairbrook. Her primary area of practice is commercial real estate law. Ms. Arostegui represents developers and investors in connection with acquisition, disposition, leasing, financing, development, and construction of projects. She advises both borrowers and lenders in the context of acquisition financing, seller financing, construction financing, permanent financing, mezzanine financing, loan workouts and forbearances, and distressed real estate investments, and provides legal opinion letters on behalf of borrowers in connection with such loans. Ms. Arostegui's experience also encompasses representing landlords and tenants in all types of leasing, including ground leases, office leases, and retail leases. Ms. Arostegui is appointed to the Executive Committee of the State Bar of California. She has given seminars and presentations to various real estate industry groups including the California State Bar Real Property Section and the Commercial Real Estate Development Association (NAIOP).

RETURN FORM & PAYMENT:

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 Mail: NAIOP
 P.O. Box 340507
 Sacramento, CA 95834-0507

Questions? Call: (530) 367-4450

Email: TBEP@aol.com

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