

Real Estate Workout Negotiations

Ft. Lauderdale, Florida
March 17–18, 2010

- Determine what is really being negotiated
- Interactive case studies to reinforce course concepts
- Financial analytical tools for investment and development
- Overview of legal issues for workouts
- Knowing when and how to adjust negotiation strategy and style

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**Urban Land
Institute**

Real Estate Workout Negotiations

This new ULI course will provide a conceptual framework to effectively prepare for and participate in real estate workouts and related negotiations. Each workout situation is unique, but all workout situations require the ability to negotiate effectively. This interactive course will begin with an introduction to basic negotiation tactics and practices and will quickly move into strategy and analysis.

Specific financial issues of development and investment projects will be explored. The balance between mitigating losses and creating value will be discussed. An overview of the legal issues that one may encounter with a workout will also be covered.

Using interactive case studies, the course will help students to identify and delineate their best course of action.

Who Should Attend

Real estate and related professionals at all levels seeking to understand and improve their ability to negotiate workouts.

Overview

- The basics of negotiation
- Negotiation strategy
- Negotiation analysis
- Emotions in business negotiation
- Case studies

Schedule

Registration:

8:00 a.m. to 8:30 a.m. on day 1

Program :

8:30 a.m. to 5:00 p.m. both days

Lunch:

12:00 p.m. to 1:00 p.m. both days

About the Urban Land Institute

The Urban Land Institute is an independent, nonprofit, education and research organization that is supported by its members. Its mission is to provide responsible leadership in the use of land in order to enhance the total environment.

ULI sponsors educational programs and forums to encourage an open international exchange of ideas and sharing of experience; initiates research that anticipates emerging land use trends and issues and proposes creative solutions based on that research; provides advisory services; and publishes a wide variety of materials to disseminate information on land use and development.

ULI's education program is a multifaceted endeavor, designed to improve the level of expertise of preprofessional and professional land use and development practitioners.

Workshop space is limited. Early registration is advised.

Instructor



Josh Kahr


Principal
Kahr Real Estate Services
New York, New York

Kahr is the founder and principal of Kahr Real Estate Services LLC, a consulting firm specializing in financial modeling, market analysis, and financial software training. He is an internationally recognized expert in real estate market analysis, finance, and investment.

Kahr is on the faculty at Columbia University as an adjunct associate professor and New York University as an adjunct assistant professor. He currently teaches the year long real estate finance course in Columbia's MS in Real Estate program to all of the approximately 100 students. Kahr is a highly experienced presenter who has taught real estate- related courses worldwide in places including: Dubai, Tokyo, Singapore, Hong Kong, London, and the US. In addition to his expertise in real estate development and finance, Kahr has delivered negotiation training to hundreds of students.

Prior to launching his consulting business in 2002, Kahr worked in investment sales at GVA Williams and at a Credit Suisse backed investment firm that redeveloped environmentally contaminated real estate. He recently authored his first book, *Real Estate Market Valuation and Analysis* (John Wiley and Sons: 2005).

Kahr has an MS in Real Estate from New York University and a BA in Economics from Reed College.



David A. Mulvihill, Program Manager

Visit the ULI Web site at
www.uli.org/workshops
for information on other
upcoming ULI Workshops.

REGISTRATION FORM **Real Estate Workout Negotiations**

Please check the workshop you will be attending.

- Ft. Lauderdale, Florida (#23160210)**
March 17–18, 2010

Register four ways:

- ☎ Call 800.321.5011 or 410.626.7500 with credit card information.
- 📠 Fax your form with credit card information to ULI at 800-248-4585 or 410-626-7102.
- ✉ Mail completed registration forms to: Workshop Registration, ULI—the Urban Land Institute, 1025 Thomas Jefferson Street, N.W., Suite 500 West, Washington, D.C. 20007-5201.
- 🌐 Visit the ULI Web site and register online at www.uli.org/workshops.

Special needs? Call 800.321.5011.

Please print clearly or type the information requested below.
For multiple registrations, duplicate this form.

Name _____

Name for Badge _____

Title _____

Company _____

Address _____

City _____ State _____ Zip _____

Telephone _____ Fax _____

E-mail _____

Registration Fees

- ULI Members* \$800 ID Number _____
- Nonmembers* \$995
- Government and nonprofit attendees \$595
- ULI Professional development certificate program participants
 - ULI Members* \$725
 - Nonmembers* \$925

Payment Options

- Check made payable to Urban Land Institute.
 - American Express Diners Club MasterCard
 - Carte Blanche Discover VISA
- Card Number _____ Expiration Date _____

- I cannot attend the workshop but would like my name added to ULI's Continuing Education mailing list.
- Send information on the ULI professional development certificate program.

*Membership in ULI is held by individuals, not companies. Membership benefits, therefore, cannot be transferred to other individuals within the same company or public agency. For membership information, visit www.joinuli.org or call ULI Customer Service at 800.321.5011.

Accommodations and Workshop Location

Hotel accommodations are not included in the registration fee. If you would like to make hotel arrangements, please contact the appropriate hotel directly by the date indicated. You are advised to make your reservations as early as possible. Note: ULI has not reserved hotel a room block for this program.

Ft. Lauderdale, Florida Program

March 17–18, 2010

Meeting Only

Nova Southeastern University

Wayne Huizenga School of Business and Entrepreneurship
3301 College Avenue
Fort Lauderdale-Davie, Florida 33314

Cancellation deadline for workshop: March 10, 2010

Accommodations Only

Renaissance Fort Lauderdale-Plantation Hotel

1230 South Pine Island Road
Plantation, Florida 33324
954.472.2252

Registration, Cancellations, and Discounts

Register early! Space is limited at each workshop and applications are taken on a first-come, first-served basis. Registrations will be processed only when full payment is received. • **You can register four ways:** See registration form for instructions and fees. • **Registration fee** includes tuition, course materials, luncheons, and refreshments. There is an additional \$100 charge for on-site registrations. • **Cancellations**, which must be made in writing to ULI's Events Management Department, will be subject to a \$100 administrative fee. Cancellations must be received at least seven days prior to the start of the workshop to be eligible for a refund. No refunds will be granted thereafter. You may, however, transfer your registration, without penalty, to another member of your organization. • **Group discounts** apply if three or more employees from the same company or organization attend the same program. Call David Mulvihill at 202.624.7122 for a special price.