



NACORE International

International Association of Corporate Real Estate Executives

NEW YORK CITY CHAPTER

presents

Three P's of Real Estate Presentations: Preparation, Programs, & Pictures

These Real Estate Executives will delve into their arsenals to present an approach to Real Estate problems/opportunities.



George Twill: DLJ's move from downtown to Midtown.



Scott Silver: The lease analysis for Universal Pictures.



John Lizzul: Ins and outs of Bank Deals!



Steve Wolgin: Securitization, structured finance of Real Estate.



Michael Grey: Acquisitions and dispositions.

◆ George Twill is President of DLJ REALTY SERVICES INC., a subsidiary of Donaldson, Lufkin & Jenrette. DLJ Realty Services provides strategic real estate planning and leasing worldwide for DLJ and its subsidiaries and affiliates. It also offers real estate advisory services, tenant representation and project management.

◆ Scott M. Silver, CPA, is a Manager in the Lease Consulting Services Group of Deloitte & Touche. Scott is a specialist in real estate accounting and auditing.

◆ John Lizzul has completed more than 500 commercial Real Estate transaction throughout the world. Prior to joining Newmark, he was VP of Corporate Real Estate at Chase Manhattan Bank.

◆ Steve Wolgin is a managing director of Odyssey Associates, which provides professional advisory, underwriting and consulting services in Commercial Mortgage Backed Securities, REITs, debt/equity valuation and expert testimony. Before starting Odyssey, Steve was a VP at the Prudential Realty Group and Standard and Poor's.

◆ Michael Grey of Delma Properties has spent his life buying and selling real estate. He will show how an acquisition deal is presented to all the interested parties. He knows how to evaluate real estate and find the good, bad, and ugly in a deal.

NACORE New York City Chapter

Meeting Reservation Form

REGISTER TODAY: This is the only announcement you'll be getting for this meeting. Send this form along with your check made payable to NACORE/New York City Chapter to Tamara Beck, NACORE NYC, 122 East 42nd Street, Suite 1700, New York, NY 10168. For reservations via credit card (AMEX, MasterCard, VISA only), please send fax to: 212-551-1107. **RESERVATIONS MUST BE RECEIVED NO LATER THAN WEDNESDAY NOON, PRIOR TO LUNCHEON DATE.**

NAME: _____
COMPANY: _____
ADDRESS: _____ Floor: _____
CITY: _____ STATE: _____ ZIP: _____
PHONE: () _____ FAX: () _____ Email: _____

I am a NACORE Member Non-member \$55.00 in advance \$65.00 at the door
Payment method (check one) Enclosed is Check payable to NACORE/ NYC Charge my AMEX VISA MasterCard
CARD No. _____ Exp. Date _____

Signature _____

No refunds can be given if cancellations are made after Friday, October 23rd

FRIDAY, October 30th, 1998
LUNCHEON 11:30 am-2:00 pm
VALE CLUB, 50 VANDERBILT AVENUE