

Thursday, February 9, 2012



HOTEL VALENCIA®
SANTANA ROW
SAN JOSE

355 Santana Row, San Jose

Choose one or both...

Part 1:

BUILD TO SUIT REDEVELOPMENT

This course is designed to assist you in becoming more knowledgeable professionals in the areas of leasing, consulting, and development. You will learn how to maximize profits and analyze projects before a commitment is made, enabling you to “walk away” from a deal, if necessary, to eliminate a possible loss of money and time. This seminar is truly a course on “wealth building” and understanding speculative and build-to-suit development including the repositioning of vacant buildings. Your skills in tenant and landlord representation, financial analysis, negotiations, and group dynamics will be challenged.

Where: Santana Room - HOTEL VALENCIA

When: Thursday, February 9, 2012
Session: 2:00 – 5:30 pm

Cost: SIOR Members – No Charge
Non-SIOR Member – \$25

Registration: Deadline to register for Part 1: **January 30, 2012**

Part 2:

EXECUTIVE PANEL DISCUSSION

Guest Moderator

- Luis Belmonte, Seven Hills Property

Guest Panel

- Brandon Page, Vice President, Market Officer, Prologis
- Don Shaver, Vice President, LBA Realty
- John M. Sobrato, Chief Executive Officer, The Sobrato Organization
- John Winther, Managing Partner, Harvest Properties

Where: Valencia Ballroom - HOTEL VALENCIA

When: Thursday, February 9, 2012
Cocktails: 6:00 - 6:45 pm
Dinner: 6:45 pm
Executive Panel Discussion: 7:15 - 8:15 pm

Cost: SIOR Members – No Charge
Non-SIOR Member – \$75

Registration: Deadline to register for Part 2: **January 30, 2012**



NORTHERN CALIFORNIA CHAPTER

February 2012 Mini-Convention

Thursday, February 9, 2012



HOTEL VALENCIA
SANTANA ROW
SAN JOSE

355 Santana Row, San Jose

Registration Form

Please email: deanna.rivas@cbre.com or fax to (510) 739-6642 Attn: De Anna Rivas

Part 1: BUILD TO SUIT REDEVELOPMENT 2:00 pm – 5:30 pm

Member Name: _____ Company: _____ Email: _____

Non-SIOR Member: _____ Company: _____ Email: _____

Non-SIOR Member Fee - \$25 (Visa/Mastercard # - Sorry **No AmEx**):

Credit Card Number: _____ Exp. Date: _____ Signature: _____

Part 2: EXECUTIVE PANEL DISCUSSION 6:00 pm – 8:15 pm

Member Name: _____ Company: _____ Email: _____

Dinner Entree (circle one): Pan Roasted Chicken Grilled King Salmon Stuffed Portobello Mushroom

Non-SIOR Member: _____ Company: _____ Email: _____

Dinner Entree (circle one): Pan Roasted Chicken Grilled King Salmon Stuffed Portobello Mushroom

Non-SIOR Member Fee - \$75 (Visa/Mastercard # - Sorry **No AmEx**):

Credit Card Number: _____ Exp. Date: _____ Signature: _____

SIOR Would Like to Thank Our Sponsors:

