

# Private Equity Real Estate

**1-Day Executive Education Training Programme**

New York City: 12<sup>th</sup> April 2016



## Programme Overview

**Private Equity Real Estate** is a 1-day interactive seminar on how private equity real estate funds are structured and operate. Learn how funds have evolved since the 1980s, and what the future might hold. How will capital be raised, and where are the niche opportunities?

## Course Director – Susan Lawrence



**Susan Lawrence** has over 25 years of hands-on experience in the commercial real estate field, including the areas of development, acquisitions, dispositions and management. Currently she heads Real Estate Strategies, a firm she founded to provide strategic consulting and transaction services to owners of commercial real estate portfolios. She has served on several real estate advisory boards for the University of Central Florida Foundation, and currently serves as an advisor on the \$1 billion development efforts of one of the nation's largest public school boards.

In addition to holding an undergraduate degree in Financial Management, she obtained a Masters Degree in Business from the Crummer School of Finance at Rollins College. Susan earned the CCIM designation following completion of the real estate education and performance requirements in commercial real estate analysis, taxation, modeling, negotiation and marketing.

Susan served as an associate VP with Merrill Lynch Commercial Real Estate where she was recognized as a national top producer. Following this, she was a VP of Prudential Real Estate, where she wrote and conducted training courses and headed a team of consultants covering the United States and Canada. She was recruited to become president of the Orlando office of a large Columbus-based real estate and development firm, Pizzuti Realty, and supervised a staff of leasing, property management, acquisitions and dispositions associates. Clients of the firm included institutional investors, private equity funds, and high net worth owners and investors. This was followed by several years representing a non-U.S. family trust involved in real estate development in the United States.



## This course is aimed at:

- Private equity real estate professionals
- Institutional investors
- Real estate developers
- Property analysts
- Private investors
- Accountants
- Lawyers
- Advisors
- Consultants
- Finance professionals

## Key Learning Outcomes:

Attendees of this 1-day course will gain an understanding of:

- The history and characteristics of private real estate funds
- Fund life cycles from conception to exits
- Current challenges in the market
- Key players and their roles
- Fund reporting
- The regulatory environment
- Fund terms, concepts and buzzwords

## In-House Training Solutions

### Need a bespoke training solution for your team?

If you have a large team that needs training, an in-house training solution may be right for you. We can run this training programme or a more bespoke course designed especially for the needs for your team.

A programme can be run on **dates convenient to you**, at a venue of your choice, such as **at your offices** and could even prove to be more **cost-effective**.

Programmes can be delivered in a face-to-face classroom-based setting and can also be combined with live online follow-on sessions.

To find out if an in-house solution is right for you, please contact :

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Director  
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[www.Ascentium-Associates.com/in-house](http://www.Ascentium-Associates.com/in-house)

# Course Outline

## Topics – Private Equity Real Estate Funds

### **The Evolution of Private Real Estate Funds**

- Definition
- History
- Crisis and Change

### **The traditional fund model**

- Life cycle
- Sources of Profit
- Key Players & their roles
- Recent changes

### **Fund financials and performance reporting**

- KPIs/Multiples
- Benchmarks
- Preferences

### **How funds differentiate**

- Property classes
- Property sectors
- Geography
- Niches

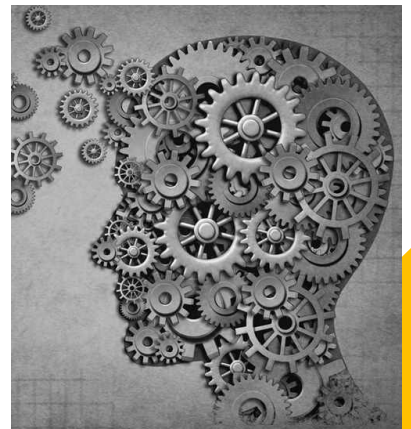
### **Limited Partnership Agreements**

- Standard Covenants
- New developments

### **Wrap-up: Brainstorm and Examine**

A look at where real estate funds are today versus where they might be headed. Discussion of strategies to prepare for the unexpected, where opportunities for increased returns exist, and creative approaches to new funds.

*Exercises and Q&A – Each of the topics involve exercises and discussions that are designed to reinforce and enhance your learning.*



# Registration Form

## Private Equity Real Estate : NYC – 12<sup>th</sup> April, 2016

### Delegate Details

**Delegate 1:** Mr/Ms/Mrs/Dr..... First name..... Last Name.....  
Job title..... Email address.....

**Delegate 2:** Mr/Ms/Mrs/Dr..... First name..... Last Name.....  
Job title..... Email address.....

**Delegate 3:** Mr/Ms/Mrs/Dr..... First name..... Last Name.....  
Job title..... Email address.....

**To register more delegates, please call us on +44 207 193 5423**

**Organisation Name:** ..... Membership No. (if applicable).....  
Address..... City.....  
Post/Zip Code..... Country..... Tel.....

### Pricing Choices

**Book by Friday 18<sup>th</sup> December to receive the Super Earlybird prices.  
Book by Friday 4<sup>th</sup> March to receive the Earlybird prices.**

Note: New members receive a 50% saving on the non-member rates for their first booking.

Visit [www.ascentium-associates.com/membership](http://www.ascentium-associates.com/membership) to find out more about applying for annual membership.

Please tick the appropriate box:

|                    | Member Rates                    |                                 |                                 | Non-Member Rates                |                                 |                                 |
|--------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
|                    | Super Earlybird Rate            | Earlybird Rate                  | Normal Rate                     | Super Earlybird Rate            | Earlybird Rate                  | Normal Rate                     |
| <b>1 Delegate</b>  | <input type="checkbox"/> \$1075 | <input type="checkbox"/> \$1195 | <input type="checkbox"/> \$1349 | <input type="checkbox"/> \$1355 | <input type="checkbox"/> \$1525 | <input type="checkbox"/> \$1695 |
| <b>2 Delegates</b> | <input type="checkbox"/> \$1955 | <input type="checkbox"/> \$2195 | <input type="checkbox"/> \$2445 | <input type="checkbox"/> \$2445 | <input type="checkbox"/> \$2749 | <input type="checkbox"/> \$2995 |
| <b>3 Delegates</b> | <input type="checkbox"/> \$2935 | <input type="checkbox"/> \$3295 | <input type="checkbox"/> \$3675 | <input type="checkbox"/> \$3649 | <input type="checkbox"/> \$4095 | <input type="checkbox"/> \$4575 |

### Payment Details

We accept payment with American Express, Mastercard, Visa or by invoice/direct wire transfer. Payment in full must be received in advance of the programme. Registrations received fifteen (15) days or less before a course commences, then the payment must be via credit card.

Please tick method of payment:

Please email to me an invoice  Credit Card Payment - American Express/Mastercard/Visa

Full Name as it appears on Credit Card.....

Credit Card Number..... Expiry Date..... Security Code.....

I have read and agree with the Terms & Conditions\* - Signed.....

*\*For Terms & Conditions, please visit [www.Ascentium-Associates.com/terms-conditions](http://www.Ascentium-Associates.com/terms-conditions)*

**Please scan and email your completed registration form to [info@ascentium-associates.com](mailto:info@ascentium-associates.com)  
Alternatively register online at [www.Ascentium-Associates.com](http://www.Ascentium-Associates.com) or call +44 207 193 5423**

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# About Us

**Ascentium Associates** - We are a specialist training provider, focused on the private equity, real estate and infrastructure/project finance and hedge fund asset classes. Our industry course programmes are delivered by highly experienced practitioners enabling you to learn from seasoned veterans.

We are passionate and focussed on your training and development needs and offer many strong reasons as to why you should consider training with us:

•**Faculty Expertise** – Our faculty of experienced practitioner trainers, makes us different from other providers. We have a dedicated section on our website so that you explore the expertise that we can offer.

•**Small Class Sizes** – Our courses are small groups (usually between 8-15 people) and are highly interactive. This allows for a lot of scope to ask questions and join in discussions. Attendees are encouraged to actively join in, contributing with their own experiences and also challenge and learn from each other. Individual and group exercises are designed to get people thinking about, reinforcing and applying their learnings.

•**Learning with your peers** – Our programmes are primarily aimed for industry participants, so you can expect to be training alongside an engaging peer group.

•**Alumni group** – In addition to the peers you will meet, we also have an alumni group for you to network with.

•**Quality Programme Materials and Certificate of Completion** – All programme attendees will receive the programme content and a certificate of completion.

•**Quality venues** – We always use easy to get to venues that are centrally located and which provide the right balance of comfort and technology to facilitate your learning experience.

•**Post course discussion forums** – The forums on our website provide a platform to continue discussions and conversations with fellow attendees.

•**Feedback** – Programme feedback is very important to us, both during and after a programme and forms a basis for ongoing continuous improvement.

•**In-house training** – In addition to our scheduled programmes we also offer bespoke programmes offering expertise, convenience and cost effectiveness.

•**Track record** – Our team of professionals have many years experience of planning, designing and delivering training programmes.



We look forward to working with you.

Best Regards,

Kapriel Kasbarian

Director

Ascentium Associates

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# FAQ

## Frequently Asked Questions:

For a full FAQ please visit [www.Ascentium-Associates.com/faq](http://www.Ascentium-Associates.com/faq)

**Venue** - I know the city in which the course will take place, but where exactly is the training venue located?  
The venue will be located in a central part of the city. As we use several different venues (depending on availability and the number of registered delegates) in each city, we will finalise the venue once we have a good idea of how many attendees we are expecting and will inform you accordingly. We usually finalise the venue about 2-3 weeks before the course.

**Laptops** – Do I need to bring a laptop to the course?  
Unless it is specified, bringing a laptop is optional

**Travel & Accommodation** – I do not live local to the course, do the course fees include my travel & accommodation expenses?

No – Each attendee is responsible for their own travel & accommodation costs and arrangements.

**Timing** – What time does a training day start and end?

Unless specified otherwise, training will start by 9:15am and finish by 5:00pm. On the first day of a course, attendees are required to register their presence and collect their course materials and are therefore requested to arrive by 9:00am.

**Food & Beverages** – Are there any food or drinks served during a training programme?

There will be 2 to 3 short tea/coffee breaks and a lunch available daily and are included in the programme fee.

**Cancellation Policy** – What is your cancellation policy?

For our full policy of cancellations please visit [www.Ascentium-Associates.com/terms-conditions](http://www.Ascentium-Associates.com/terms-conditions)





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New York City: 12<sup>th</sup> April 2016

**To Register visit**

**[www.Ascentium-Associates.com/schedule](http://www.Ascentium-Associates.com/schedule)**

**or call +44 207 193 5423**