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## Retail Real Estate - Sunrise or Sunset? Finding Opportunities Amongst the Doomsayers

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Thursday, June 24, 2010  
Continental Breakfast 7:45 a.m. — Program 8:15 a.m.  
Maggiano's Little Italy  
111 West Grand, Chicago  
REIA Member \$35 — Non-Member \$50  
Valet Parking Available

*"The Vacancy Rate for Retail Properties Clinging to its Highest Levels...."* - Crain's Chicago Business, April 2010

*"Real Estate: Empty Storefronts Multiply, Retail Rents to Slip Further...."* - Orlando Sentinel, March 2010

*"Commercial Real Estate is a Disaster in the Making..."* - Wealth Daily, January 2010

*"Commercial Real Estate Losses will be the #1 Factor that Drives Banks into Failure This Year"* - Sheila Bair, FDIC Chairman, March 2010

Is it time to buy that mountain cabin in Montana and move the family in with a stockpile of food before the world crashes around our collective retail real estate heads? Or is now the time to dig in and find new deal opportunities?

Join us for a lively discussion where we will separate fact from fiction in the media hype. Our expert panel of retail real estate professionals, representing a cross section of development, leasing, lending and investment brokerage, will bring an inside perspective to what is really happening in the market and where the opportunities are for deal making.

*"Real Estate: In a Good Market You Can Make Money - In a Bad Market You Can Make Wealth!"* - Real Estate Axiom, Mike Christie

**Moderator:** Michael Christie, Heritage Realty Partners, Inc.

**Panel of Experts:** Developer: Richard Filler, President & COO, Harlem Irving Companies  
Leasing: Ed Zifkin, Zifkin Realty  
Lender: Jeff Bucaro, Vice President, Aries Capital LLC  
Investment Broker: Bruce Harris, Director, National Retail Group, Marcus & Millichap

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Please reserve \_\_\_\_\_ place(s) at the **Thursday, June 24, 2010 Breakfast Meeting**. Please make check payable to REIA - \$35 Members/  
\$50 Non-Members. Enclosed is \$\_\_\_\_\_. Mail to REIA • 6653 W. Howard, Niles, IL 60714 ☎ (847) 676-0222. Or fax with credit card number  
to (847) 676-3783. Or register online at our website: [www.reia.org](http://www.reia.org).

Name \_\_\_\_\_ Guest Name(s) \_\_\_\_\_

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VISA  M/C  American Express — Acct. # \_\_\_\_\_ Exp. Date \_\_\_\_\_

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Cancellations must be made by **Tuesday, June 22, 2010** or you will be billed. Walk-ins and reservations received after **Tuesday, June 22, 2010** will incur a \$10 surcharge. For further information, contact the REIA Office at (847) 676-0222 or visit our website: [www.reia.org](http://www.reia.org).