



CEO

Registration NOW OPEN at www.crewdc.org!

**Registration for all six seminars -
\$300 (register by May 8th);
\$450 (after May 8th).
Registration deadline is May 12th.**

The May 19th seminar will be held at 1100 13th Street, NW. All other seminars will be held from 3:30 pm to 6 pm at the office of DLA Piper located at 500 8th Street, NW. Seminars will be followed by a networking event. Please note that class sizes are limited. Special pricing available for CREW CEO 2008 Alumni—\$50 for any 3 sessions.

May 19th - Development 2009

Facilitators: Erica A. Leatham, Esquire - Meyers, Eisler & Leatham LLC and Kathleen Webb - The JBG Companies

This seminar will discuss what developers do when the credit markets are frozen. Reposition assets and enhance property values through the entitlement process. Come hear about the rezoning process from a zoning attorney and developer with expertise in the local market. Course will cover the zoning process, player and the local government's reception to new development.

June 10th - Turning Conversations into Connections

Facilitators: Elaine Gray - SmithGroup and Gigi Webb - Gensler

This highly interactive seminar will be focused on honing your "Communication Skills" and how to effectively use them in various environments (from informal networking to formal client presentations). Participants will formulate an effective personal introduction and will receive tips, helpful feedback and methods to remedy any obstacles. Expect to gain useful tools to develop your own professional communication style and ultimately turn initial conversations into connections.

July 15th - Negotiation

Facilitator: Lois Zambo - Studley

Throughout all aspects of your life, you negotiate. Successful negotiation skills provide you with the

opportunity to achieve a positive result. This interactive seminar will teach you the skills to increase your negotiation power, show you how implement a process that ensures success, and provide you with guiding principles employed by experienced negotiators.

August 12th - Leasing

Facilitators: Susan Pepper - Grubb & Ellis and Sandy Michaels - Vornado/Charles E. Smith

In this seminar learn how to negotiate the terms of a lease transaction in a distressed market from the perspective of an experienced landlord and tenant representation broker. Learn the skills to successfully negotiate a Letter of Intent.

September 9th - Real Estate Law 101 for Non-Lawyers: What Every Real Estate Professional Should Know

Facilitators: Betsy Karmin - DLA Piper LLP (US) and Janis Schiff - Holland & Knight LLP

This seminar will cover legal issues that have real-world practical effects on the real estate business. These senior women attorneys will cover legal issues and concerns that real estate professionals are most likely to encounter, including current issues in the real estate market.

October 14th - Finance/Investment Performance Seminar

Facilitators: Natalie Wilensky - Wilenco Real Estate LLC and Monique Holland - CW Capital

This finance and investment performance seminar will focus on how to deal with distressed assets in the current economic environment. It will cover the different goals, perspectives, and roles of both the lender and investor involved with the asset. Additionally, the seminar will address the different options available to deal with the asset as well as the steps it takes to execute these options. The seminar will be very interactive and include real world examples and scenarios.

***They say knowledge is power;
this is your chance to become a more
powerful real estate professional.***