

REFA

Fundamentals OF REAL ESTATE

REAL ESTATE
FINANCE ASSOCIATION



Speaker

Greg LaBine
Managing Director
HFF

Mr. LaBine is a Managing Director in the Boston office of HFF with 22 years of experience in commercial real estate finance. He is primarily responsible for originating debt and equity transactions throughout the eastern United States. During the course of his career with HFF, he has been involved in nearly \$15 billion in commercial real estate transactions.



EQUITY 101

WEDNESDAY, OCTOBER 11, 2017

Location: Holland & Knight, 10 St. James Ave., Boston
Registration 7:45 AM | Program 8:00 - 9:15 AM

Join REFA for a Fundamentals on Equity 101 where Greg LaBine, *Managing Director* at HFF, will deliver a presentation on the basics of equity, including common equity, preferred equity and mezzanine debt. Case studies will supplement the presentation by providing recent examples of each of the equity types.

Attendees will learn:

- The differences between the types of equity (common, preferred, mezzanine)
- How control provisions differ between the different equity types
- Who the various players are in the market to provide equity
- How to calculate 'JV Waterfall Math'

REGISTRATION

LEARN NETWORK INVEST

- REFA Member \$40
- REFA Non-Member \$60

Walk-ins please add \$5, No shows will be charged
72 Hour cancellation policy

Please register by
Monday, October 9, 2017

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Questions? Please contact Jackie DiPersio,
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NAME

COMPANY

ADDRESS

CITY

STATE

ZIP

PHONE

EMAIL

Payment method

- CHECK (PAYABLE TO REFA)
- VISA
- MC
- AMEX
- DISC

NAME ON CARD

ACCOUNT #

EXP. DATE