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## AGENDA AND PANELISTS

### **“Raising Real Estate Equity” Chicago, October 3, 2007**

#### **A. Raising Equity from Institutional Sources**

1. **Kyle O’Connor**, Vice President  
AEW Capital Management, L.P.
2. **Donald A. Shapiro**, President and CEO  
Forsite Realty Partners, L.L.C.
3. **Tom Thompson**, President  
Real Estate Partners, Inc.
4. **S. Jerome Hagley**, Chief Operating Officer  
The Dawson Company
5. **Stephen Quazzo**, CEO  
Transwestern Investment Company
6. **Ronald M. Lubin**, Managing Director, Real Estate  
Crystal Capital
7. **David Kantaros**, Foley & Lardner LLP

#### **B. Raising Equity from Retail Sources**

1. **Carlton Cabot**, President  
Cabot Investment Properties, LLC
2. **Alan Shorr**, Chairman  
AFA Financial Group, LLC
3. **Louis J. Rogers**, Esq.  
Consultant
4. **Michaeljohn Kudlik**, Managing Director  
Orchard Securities
5. **Merriah Harkins**, President  
DBSI Securities Corp.
6. **Sven Riethmueller**, Foley & Lardner LLP

#### **C. Perspectives on the Real Estate Capital Markets from Debt Providers and Rating Agencies**

1. **Mark Neibch**, Senior Vice President, Real Estate Group  
Wells Fargo Bank, N.A.
2. **Robert Walter**, Senior Vice President  
US Bank
3. **Seth Wolkov**, Director  
Madison Capital Management
4. **David Guerra**, Managing Director  
MFC
5. **Mike Hart**, Managing Director





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6. Tremont Realty Capital  
**Joan S. Biro**, Director, Global Real Estate Finance Group  
Standard & Poor's
  7. **Kenneth Appleby**, Foley & Lardner LLP