

RealShare | NET LEASE WEST

NOVEMBER 1-2, 2016 THE CALIFORNIA CLUB, LA

11/01/2016

6:00 pm - 8:00 pm

Opening Networking Cocktail Reception

11/02/2016

8:00 am - 8:30 am

Networking and On-Site Registration

8:30 am - 8:35 am

Opening Remarks

8:35 am - 9:05 am

Keynote Address - Insights from a Triple Net Lease Industry Icon

William ("Bill") H. Lenehan, Chief Executive Officer, Four Corners Property Trust (FCPT)

9:05 am - 9:55 am

Town Hall Power Panel: State of the Net Lease Market

Moderator: Jeff Hughes, Managing Director, Stan Johnson

Harold Hofer, CEO, Rich Uncles

Gino Sabatini, Managing Director, W.P. Carey

Gordon Whiting, Managing Director, Angelo, Gordon & Co.

Hear from the top leaders in the net lease space as they provide their outlook for continued success in this sector and offer their predictions on the opportunities and challenges we'll see in 2017.

- Will Cash Parked at Central Banks because of Negative Rates Finally Enter the Market?

- Does Global Volatility Matter?

9:55 am - 10:15 am

Networking Break

10:15 am - 11:05 am

Investment and Transaction Outlook

Moderator: Steven Moreira, CCIM, CIPS, Owner and President, Magic Companies
Ralph N. Cram, President and Manager, Envoy Net Lease Partners
Brian Garrigan, Principal, Patriot Equity Partners
Scott Scurich, Senior Vice President, Ten-X
Andrew White, CCIM, Western Regional Managing Director, Gladstone Commercial Corporation

Some of the most savvy investors, financiers and deal makers explore current and emerging trends.

- Where is the money coming from, where is it flowing to, where is it being deployed?

11:05 am - 11:25 am

Networking Break

11:25 am - 12:10 pm

Opportunities in Sale-Leasebacks and Build-to-Suit Developments

Moderator: Douglas M. Longyear, Managing Director, Capital Markets, Net Lease Group, Cushman & Wakefield
Michael Fitzgerald, Senior Vice President, Sale-Leaseback Acquisitions, VEREIT, Inc.
Zachary Pasanen, Vice President, W. P. Carey
Robert G. Vanecko, Managing Principal, Brennan Investment Group

Learn how these different strategies can be the most useful options to capitalize on growth for your business.

- *How can you achieve optimal lease flexibility while maintaining sales price and maximizing profits?*
- *In what industries will there be the biggest deal opportunities?*
- *What are the current market conditions?*

12:10 pm

Conference Adjourns