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ALL IN? OR CASH OUT? CAUTION VS. OPPORTUNITY

A one-day conference focusing exclusively on the major trends in debt financing, investment equity and capital markets.



Tuesday, February 26, 2013 Metro Toronto Convention Centre North Building

HOW WILL THE CANADIAN CREDIT & CAPITAL MARKETS PERFORM IN 2013?

The Most Important Conference in Q1 Returns on February 26, 2013

As the New Year begins, there is wide spread uncertainty about what direction global economies will follow for the coming twelve months.

Closer to home, Canadians are watching the unfolding of U.S. government policies and what potential effect they may have on the continued recovery in their economy and the implications for Canada as well.

Concern also remains about the ultimate direction of the condominium development across the country. To what extent has the housing market peaked and must now face some repricing?

Notwithstanding these issues, commercial and multi-unit residential real estate investment remains extremely attractive. There is every indication that interest rates will remain low for a considerable time. A massive inflow of billions of dollars is pouring into real estate in Canada alone.

However, other questions are emerging. Is real estate starting to be priced beyond perfection as investors try to buy down yield? Have cap rates been pushed too low? To what extent is there a flight to quality? Are owners and developers experiencing any challenges in sourcing 5, 10 and even 20 year money? To what extent are the capital markets keen to support new REIT IPOs and financial issues or are they growing concerned about REIT balance sheets?

What will all of these factors mean for the cost and availability of capital and the credit markets in Canada and North America in general?

Bringing Together Users of Capital with Sources of Capital: Addressing the Key Issues

RealCapital 2013 will focus on these key issues and trends by bringing together owners and investors with sources of public and private equity investment and debt financing in the Canadian real estate market.

The 2013 program will provide a unique, high-level business forum that will examine these themes, address key issues, assess emerging trends, and discuss effective strategies for real estate investment and financing for office, industrial, retail, and multi-residential sectors in the current environment across the country.

Over 550 executives from across Canada are expected to attend this special one-day conference. *RealCapital 2013* will take place at the Metro Toronto Convention Centre North Building.

In keeping with the strong reputation of the forums, *RealCapital* will present high-quality speakers on very topical issues at a relatively low registration fee. The conference will also provide a great opportunity to network with experts and decision-makers responsible for real estate investment and financing today.

We hope that you will take advantage of this unique and very informative event.

Co-chairmen:



Lucas Atkins

Managing Director and Head of Real Estate Investment Banking, Raymond James Ltd.



Ugo Bizzarri

Founding Managing Director Portfolio Management and Investments, Timbercreek Asset Management Inc.

Who Should Attend

RealCapital will be of particular value for:

- Public and private equity capital providers, fund managers, investment advisors, and portfolio managers
- Banks, life insurance companies, pension funds, and other institutional lenders
- Private companies and individuals active in real estate investment and financing
- Executives from real estate corporations from across Canada who have responsibility for asset management, acquisitions and dispositions, development, finance, and investment
- Small real estate organizations, investors, developers, and entrepreneurs looking for debt and equity capital sources
- Intermediaries, financial and legal advisors including mortgage brokers, real estate brokers, investment bankers, lawyers, and accounting firms

Education Credits

Attendance at RealCapital may qualify for:

- Appraisal Institute of Canada
- Canadian Association of Mortgage Professionals (CAAMP)
- Certified General Accountants of Ontario
- Institute of Chartered Accountants of Ontario
- Real Estate Council of Ontario (RECO), REBBA 2002
- The Law Society of Upper Canada

Informa Canada Inc. is solely responsible for the content of the RealCapital program.

OUR UPCOMING EVENTS www.realestateforums.com



February 14, 2013 • Hyatt Regency Montreal

MONTREAL REAL ESTATE FORUM

April 4, 2013 • Fairmont The Queen Elizabeth



April 11, 2013

Metro Toronto Convention Centre, North Building



April 18, 2013

Metro Toronto Convention Centre, South Building

SASKATCHEWAN REAL ESTATE FORUM

April 30, 2013 • Queensbury Centre, Regina



May 28, 2013

Metro Toronto Convention Centre, South Building

ATLANTIC REAL ESTATE FORUM

June 18, 2013 • Word Trade & Convention Centre, Halifax

CBRE

All delegates registered for RealCapital are invited to attend the CBRE Limited Market Update presentations and breakfast.

CANADIAN REAL ESTATE MARKET UPDATE

7:00 a.m.

REGISTRATION & CONTINENTAL BREAKFAST

7:30 a.m. to 9:00 a.m.

Year in Review: A Snapshot of the Year That Was

Stefan Ciotlos, President, CBRE Limited

Turning Point? Outlook for the Canadian and Global Economies for 2013

Will the year ahead bring more clarity and resolution to the issues constricting North American and global economic growth? This presentation will examine the economic outlook for Canada and the U.S. including GDP and employment growth, trends in interest and inflation rates, energy and commodity prices, and household and government balance sheets. Is the U.S. finally on the road to recovery in 2013 or will its economy continue to be somewhat anemic in the absence of practical bipartisan government policies? Will there finally be an outcome to the European and sovereign debt crisis? What will be the implications of all these trends for growth in Canada?

Dr. Warren Jestin, Senior Vice President & Chief Economist, Scotiabank

Parsing Politics: The Political Outlook for Canada and Beyond

The political arena is awash in change. Will Canada, under the Harper government, continue to be viewed as a paragon of stability? Should the NDP get comfortable in its role of official opposition or will the Liberals, with a new leader, wrestle the mantle back? What does the new minority PQ government have in mind for Quebec? Who will assume the reins of power in Ontario? What will the U.S. President be able to accomplish in his final term in office? One of Canada's foremost social and political commentators will offer his thoughts on the current state of affairs in Canada and around the world.

Rex Murphy, CBC media commentator and host, National Post columnist

Views from Across the 49th Parallel: The Canadian and U.S. Commercial Real Estate Outlook

With a common border and intertwined economies, are there emerging trends in one market that will have broader real estate implications for both countries? Industry leaders from both sides of the border will discuss the outlook for the office, industrial, retail, hotel, and multi-residential markets in Canada and the U.S. Will conditions in 2013 mirror last year's? Will liquidity remain strong? Will leasing fundamentals hold their own? Which global trends are likely to impact both nations?

Asieh Mansour, Head of Americas Research, CBRE Inc.

John O'Bryan, Vice Chairman, CBRE Limited

9:30 a.m.

YIELD VS. RISK IN 2013: WILL STRONG CAPITAL FLOWS INTO THE REAL ESTATE AND DEBT MARKETS CONTINUE?

blackwood
PARTNERS

A wide ranging panel discussion will examine the strategic deployment of capital and asset allocation into real estate markets for the year ahead. The participants will offer their views from different points on the compass as they comment on the current capital and credit market environment; what they foresee in 2013 and beyond; what risks vs. opportunities are emerging at this time; in what portions of the Canadian real estate market and in what form would they favour deploying capital; and where will the real estate asset class fit relative to all other investment opportunities for the year ahead. What will be the impact of Basel III and OFSI's push for greater diversification having on the commercial lending activities of major institutional lenders? As capital searches for yield in a low interest rate environment, will real estate continue to be strongly attractive or is interest in this asset class beginning to soften? Is fixed income becoming a favoured alternative? How strong is the appeal in owning commercial real estate debt? How much impact is there likely about the Canadian housing market on credit environments in general?

Moderators:

Lucas Atkins, Managing Director & Head of Real Estate, Raymond James Ltd.

Ugo Bizzarri, Founding Managing Director, Portfolio Manager & Investments, Timbercreek Asset Management

Panel:

Paul Chin, Vice President, Real Estate Lending, Loan Syndications and Capital Markets, Otera Capital

Bill Jandrisits, President & CEO, MCAN Mortgage Corporation

Andrew Phillips, Managing Director, Team Head, Real Estate Group, TD Securities

Moray Tawse, Vice President, Investments, First National Financial LP

10:25 a.m.

MORNING REFRESHMENTS



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10:50 a.m.

CONCURRENT SESSIONS (Select A1, A2 or A3)

SESSION A1

TIER ONE LENDERS' ROUNDTABLE: THE MARKET FOR MEDIUM AND LARGER LOANS AND MAJOR CENTRES



A cross-section of major lenders will provide an update on the underwriting practices and deployment of debt capital in the Canadian market. In 2013, will sufficient capital be available all year? Will this include alternative sources such as mortgage bonds and CMBS? The session will open with a brief overview of a national annual survey of the Canadian commercial mortgage market activity. Discussion will then focus on the following questions among others:

- Who will be the major providers of debt in Canada and what will they be looking for? Can we expect any new entrants into Canada?
- How will the strategies of banks, insurance companies, pension funds and other institutions vary from those of private sources of debt capital?
- How are lenders evaluating a deal in today's market? How is risk being priced now? What is happening with loan spreads, amortization periods, loan to value ratios, and recourse financing?
- With coupons now at 3.5 - 4% and historical mortgage coupons averaging 7.75%, how are lenders stressing the re-finance scenario?
- What property classes are lenders avoiding, reducing exposure to, or increasing pricing for?
- How do the respective macro investment programs at each different institution impact their ability to compete in various terms and pricing at the commercial mortgage level? With what alternatives do mortgage programs compete internally for funding?

Moderator:

Mark Achtemichuk, Managing Director, Mortgage Valuation, CMLS Financial Ltd.

Panel:

David Dulberg, Managing Director, RBC Capital Markets Real Estate Group

Phil Gillin, Senior Managing Director & Head, Canadian Property Investments, Sun Life Financial

Andrew Huntley, Vice President, Mortgage Investments, AIMCo

Michael Rupar, Director, Commercial Lending, ING Direct Canada

Jeremy Wedgbury, Managing Director, Commercial Mortgages, First National Financial LP

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SESSION A2

HOW ARE CAPITAL MARKETS EVALUATING REAL ESTATE AT THIS TIME? HAVE THEIR EXPECTATIONS CHANGED? IS THERE GREATER RISK OR OPPORTUNITY?



A new record in Canada was set in 2012 with respect to the dollar value of REITs and securitized real estate. The result has been four consecutive years of double digit total returns. Are the fundamentals and the overall case for investing in publicly listed real estate still strong this year? In light of the challenges faced by other asset classes, is real estate outperforming most vehicles offering investors steady and favourable yields? This session will examine these and other questions in-depth including:

- What major priorities do portfolio managers and analysts use to evaluate public real estate companies, e.g. balance sheet strength, liquidity, distribution coverage?
- Why are we likely to see many more REIT IPOs in Canada over the next year? How frequently are public companies likely to come to the market in 2013 with new offerings?
- How do investors deal with the confusing market metrics associated with real estate assets? Is IFRS making valuation easier or harder?
- Why do some REITs perform better than others? What measures dictate good performance?
- How much aversion to risk do investors have at this time?
- How much of a disconnect is there between the investment parameters and cap rates?

Moderator:

Allan Kimberley, Vice Chairman & Managing Director, Investment Banking, CIBC World Markets Inc.

Panel:

Justin Canivet, Head, Business Development, Diversified Industries, Toronto Stock Exchange & TSX Venture Exchange

Anish Chopra, Managing Director and Portfolio Manager, TD Asset Management Inc.

Tom Dicker, Portfolio Manager, Dynamic Funds

Michael Smith, Managing Director, Real Estate Equity Research, Macquarie Securities Group

SESSION A3

THE CFO PERSPECTIVE: HOW REITs & PRIVATE EQUITY FUNDS ARE BEING CREATIVE IN THEIR LEVELS OF DEBT & MANAGING THE BALANCE SHEET



This panel will look at the trends and issues related to raising debt, credit and capital from the perspectives of REITs and private equity funds. How are they managing their balance sheets in this very competitive environment?

- Is it still as easy to access the capital that you require in today's market as it was a year ago? If not, then what have been the most significant changes?
- How much debt are you carrying, when does it roll over, and how will you likely refinance?
- What are the key sources of capital that you are tapping?

- Who has the lowest cost of capital now?
- What are the borrowers' perspectives on secured and unsecured debt?
- Do you have any challenges with how underwriting is being done in today's market and how lenders are trying to transfer risk? Do you sense that these are transitional measures or more structural?
- What about new acquisitions and development? How are they being financed?
- What is the right capital structure and appropriate level of debt for a Canadian REIT or private equity fund?
- Are leverage parameters being changed under IFRS?

Moderator:

Randy Buckley, Vice President, Murray & Company Limited

Panel:

Mario Barrafato, Senior Vice President & CFO, Dundee REIT

Rags Davloor, Executive Vice President & CFO, RioCan REIT

Anna Kennedy, CFO, KingSett Capital

Peter Sweeney, Vice President & CFO, Allied Properties REIT

11:50 a.m.

CONCURRENT SESSIONS (Select B1, B2 or B3)

SESSION B1

THE SHIFT FROM FOCUSING ON RETURN TO LIMITING RISK CONTINUES: HOW ARE GLOBAL CAPITAL FLOWS RESPONDING TO THESE CONCERNS?



Altus Group

Managing risk in today's market: how much of a change has there been in investor philosophy? How are investors playing the global markets now? How much volatility are they able to accept? While the flight of capital towards quality assets continues as in the past, how far outside of these parameters are investors and lenders prepared to move? To what extent are investors focusing on specific cities rather than broader markets? What other significant trends in the North American property market do you need to be aware of? How significantly is core overpriced? Is now the right time to move up the risk curve? Where is the best place to be if global economy moves into recession? What is the outlook for debt, equity and capital markets for 2013?

Moderator:

Stephen Sender, Managing Director, Industry Head - Real Estate, Global Investment Banking, Scotiabank

Panel:

George Ahl, Principal, M3 Capital Partners

Peter Cuthbert, Senior Vice President, Investments, Fiera Properties

Michael McLaughlin, U.S. Country Head & President, Macquarie Capital (USA) Inc.

Jim Ward, Senior Vice President, Wells Fargo Bank N.A. - Canada

Sponsorship Opportunities

For details on sponsoring, contact:

Frank Scalisi

frank.scalisi@informacanada.com or
416-512-3815

SESSION B2

MEETING THE DEMAND FOR \$20 MILLION LOANS AND FINANCING TIER TWO ASSETS



A significant part of the Canadian commercial mortgage market consists of properties that have financing needs in the range of \$20 million or less. In most instances, they represent B or C class buildings or smaller developments in larger urban centres while in others they can be found in mid-market outside the major cities. This session will examine these market situations in greater detail and how the capital and debt needs for these types of assets are being addressed. Who is lending at these levels, at what rates, with kind of underwriting criteria, and to whom? How is risk being priced for these smaller sized loans? What is happening with loan spreads, amortization periods, loan to value ratios, and recourse? What is the market for B and C class properties that could be out of favour with major lenders?

Moderator:

Richard Brownscombe, President & CEO, Montrose Corporation Ltd.

Panel:

Blake Cassidy, Managing Partner, Romspen Investment Corporation

Thom Henderson, Director of Commercial Mortgages, Community Trust

Tom Reece, Vice President, Lending, Regional Manager, Ontario, CareVest Capital Inc.

Alan Winer, President, Harbour Mortgage Corporation

SESSION B3

VALUATION IN TODAY'S MARKET: DOES PRICING NOW ALWAYS EQUAL VALUE?



While acknowledging that market fundamentals have rarely been better, how significant is the imbalance between supply and demand? Is there simply too much cheap capital looking for a home in real estate? If so, is market pricing actually outstripping market value? To what extent are properties now priced beyond perfection? What asset classes and geographic markets (both home and abroad) are fully priced, and where is there still room for growth? Do you have a different perspective on value if you are a pension fund, a life company or a REIT? How does that compare with a capital markets perspective? Portfolio premiums - fact or fiction? If that is a fact, then how much of a premium is appropriate? Where will values likely be by the end of 2013? How about in the following year?

Moderator:

Colin Johnston, President, Research, Valuation & Advisory, Altus Group

Panel:

Alex Avery, Executive Director, Institutional Equity Research, CIBC

Simon Fairchild, Managing Director, IPD North America

Lisa Lafave, Senior Portfolio Manager, Real Estate, Healthcare of Ontario Pension Plan

Blair McCreadie, Head, Canadian Real Estate, Standard Life Investments (Real Estate) Inc.

12:45 p.m.

NETWORKING LUNCHEON

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2:00 p.m.

CONCURRENT SESSIONS (Select C1, C2 or C3)

SESSION C1

FINANCING CONDOMINIUM CONSTRUCTION & DEVELOPMENT IN TODAY'S MARKET: JUST HOW DIFFICULT IS IT?



One of the ongoing debates at this time is whether sales and prices in the GTA housing market have peaked and we are now heading for a minor or major correction in property values. Have condominium developers overextended themselves with too many projects. Have investors who played a significant role in heating up these markets stopped buying? Are lenders now approaching high levels of caution and risk assessment as they respond to the concerns of OSFI and the BOC by significantly reducing their construction lending activities? This session will try to offer some insights on these and other related questions to clarify what may lie ahead for the financing of condominium projects for 2013 and beyond. What are lenders' pre-sale and covenant requirements and where will they be heading in the next twelve months? What underwriting practices are they using to evaluate potential projects? What are the challenges in financing mixed-use developments that include a residential component vs. single asset buildings?

Moderator:

Dan Marinovic, Vice President, Finance, First Gulf Corporation

Panel:

George Carras, President, RealNET Canada

Robert Gill, Vice President, Real Estate Division, CIBC

Kevin Murphy, Vice President, Home Builder Finance, RBC Royal Bank of Canada

Stelio Zupancich, Vice President, Real Estate, TD Commercial Banking

SESSION C2

ALTERNATIVE SOURCES OF CAPITAL: HOW ARE MORTGAGE FUNDS AND PRIVATE EQUITY MEETING THE NEEDS OF INVESTORS AND BORROWERS?



Given the massive inflow of billions of dollars looking for opportunities to access the yield and cash flow produced by property assets, commercial mortgages and real estate funds have become hot and extremely popular products for institutional and retail investors. As a result, large pools of funds have been raised by private sources to provide a range of loans. Mezzanine financing, private mortgages and other secondary sources of capital are playing an important role in today's real estate market. This session will examine the trends, availability, and cost of this type of credit and capital. Who is filling the strategic gap for investors seeking exposure to real estate? What is the range of options? What are their exit strategies? What is the strongest market for these types of alternative products? How can you differentiate one fund from another? How have fund managers accessed the capital markets to participate in their activities?

Moderator:

Michael Lovett, Managing Director, Atrium Mortgage Investment Corporation

Panel:

Chris Brossard, Chief Executive Officer, CMLS Financial

Scott Coates, Managing Director, Mortgage Investments, KingSett Capital

Andrew Jones, Managing Director, Debt Investments/Financing, Timbercreek Asset Management Ltd.

Sandy Poklar, COO & Managing Director, Capital Markets, Firm Capital Corp.

SESSION C3

HOW DO YOU GROW YOUR INVESTMENT PORTFOLIO IN THIS MARKET? THE PERSPECTIVES OF REITS, PENSION FUNDS AND PRIVATE EQUITY

Markham Wellness District

An insightful discussion about investment activity in today's very competitive market environment. The past year saw another record amount of transactions as many organizations' acquisition war chests continue to overflow with cash combined with a strong search for yield by investors leaving the bond market. What will likely be the major challenges in order to buy or sell assets in this market? What information do you need in order to try to do a deal in this market? Where do you project that cap rates will be by the end of 2013 relative to today's prices? Is the market currently priced to perfection? Who do you anticipate will be the likely sellers? Which product types will be most favoured by you? Which markets will be "top of mind", and why?

Moderator:

Peter Senst, Executive Vice President & Director, CBRE Limited

Panel will include:

Scott Hayes, President & CEO, Dundee Industrial REIT

Eric Plesman, Vice President, Investments, Oxford Properties Group Inc.

Sharm Powell, Director, Real Estate, Canada, CPP Investment Board

3:00 p.m.

CLOSING ROUNDTABLE DISCUSSION: THE LAST WORD ON CAPITAL MARKETS, LIQUIDITY, VALUES, AND DEAL FLOW IN 2013



A discussion with a diversified group of senior real estate executives, investment managers, and equity market analysts on their perspective for Canadian real estate fundamentals, trends, opportunities, and strategies for 2013. How will the Canadian market perform in face of U.S., European and other geo-economic conditions? What could be the key challenges facing real estate executives over the next twelve months? What are their expectations of the capital and credit markets supporting the growth of real estate portfolios and entities? What impact will there be on cap rates and real estate values? Are assets now priced beyond perfection in Canada? Have we reached the point where investing outside of the country is far more attractive than staying at home? Do you anticipate sufficient buying opportunities or will you pursue development to generate more growth? What will be the appetite of retail and institutional investors to have greater real estate exposure in their portfolios?

Moderators:

Lucas Atkins, Managing Director & Head of Real Estate, Raymond James Ltd.

Ugo Bizzarri, Founding Managing Director, Portfolio Manager & Investments, Timbercreek Asset Management

Panel:

Ken Avalos, Vice President & Real Estate Equity Research Analyst, Raymond James Ltd.

Michael Cooper, Managing Partner, Dundee Realty Asset Management

Sonny Kalsi, Founder and Partner, GreenOak Realty Advisors LP

Kelly Marshall, Managing Partner, Brookfield Asset Management

Dennis Mitchell, Executive Vice President & CIO, Sentry Investments

4:00 p.m.

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REGISTRATION INFORMATION

Full Registration:

Up to February 4 \$450 + \$58.50 HST
 After February 4 \$495 + \$64.35 HST
 13% HST as indicated above.

All registrations include the CBRE Limited Market Outlook presentations, morning and afternoon refreshments, reception and luncheon.

Refunds & Substitutions:

Refunds will be provided for cancellations in writing prior to Tuesday, February 19, with a processing fee of \$75. We regret that refunds cannot be offered after that date. However, delegate substitution for the day is permitted.

Hotel Accommodation:

For the convenience of out-of-town registrants, a block of rooms are being held at the Intercontinental Toronto Centre at a special rate of \$179. Call 416-597-1400 or 1-800-422-7969 and ask for the *RealCapital* special rate. To guarantee room availability at the special rate, reservations must be made no later than Wednesday, February 6.

Travel:

Porter Airlines is offering the RealLeasing Conference attendees a 15% discount on all fare classes. Porter offers, free in-flight snacks and beverages (including beer and wine). The discounted fares are available from February 23 - 28, 2013.

Please book online at www.flyporter.com or call 1-888-619-8622 using the promo code REAL13.

How to Register:

Advance sales only.
 There will be no sales at the door.

DEADLINE TO REGISTER: Tuesday, February 19

1. REGISTER ONLINE:

Easy online registration.
 Use VISA, MasterCard, or AMEX, and register online at www.realestateforums.com
 Select "RealCapital" and proceed from there.
 It's quick, easy, and convenient!

2. REGISTER BY FAX USING A CREDIT CARD:

Use VISA, MasterCard or AMEX and fax your form to (416) 512-1077 or 1-800-353-3094

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Call (416) 512-3807 or visit www.realestateforums.com, and select "RealCapital".

PLEASE TYPE OR PRINT LEGIBLY

For additional registrations from the same organization, please photocopy this form.
 To receive confirmation by email, you must register by **Tuesday, February 19**.
 (Please note that our e-mail privacy policy is to maintain all information as strictly confidential.)

First Name: _____

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 Please check www.realestateforums.com for updates and completion information.

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Please **circle** your payment amount below.

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TOTAL FEE:

	Up to Feb. 4	After Feb. 4
	\$ 450.00	\$ 495.00
	\$ 58.50	\$ 64.35
	\$ 508.50	\$ 559.35

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RealCapital

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- 05 Other _____

IMPORTANT:

Please review the concurrent sessions throughout the program. Indicate the sessions you would like to attend by **circling your choices below**. As space may be limited, seating on-site will be on a "first come, first served" basis.

10:50 a.m. **A1** or **A2** or **A3**
 11:50 a.m. **B1** or **B2** or **B3**
 2:00 p.m. **C1** or **C2** or **C3**