



**PA/NJ/DE CCIM Chapter & Greater Harrisburg Realtors Institute
Present:**

TROUBLED ASSETS WORKSHOP

**Generate Revenue Managing and Marketing
Troubled Assets**

April 13, 2010

8:00 am – 8:30 am Registration

8:30 am – 5:00 pm Class

Conditions in the market have opened a window of opportunity for investors ready to participate in the market for distressed and troubled assets.

Instructor Mark Polon, CCIM, has been in commercial real estate, including leasing, sales, and consulting since 1980, and spent considerable time in the mid- to late-1980s as a Troubled Assets expert working with the RTC and the FDIC on assets throughout the country.

Through his current company, RIISnet (www.riisnet.com) Mr. Polon services the current distressed asset and note marketplace through a real time transaction platform that provides vital analytics for decision making and then matches buyers and sellers of physical assets through their brokers.

Topics covered include:

- **How the commercial real estate market reached its current state**
- **The life cycle of a troubled asset**
- **How to participate and profit in these difficult times**
- **Confirming the probable sale price range**
- **Disposition alternatives and appropriate metrics**
- **Identifying lender and owner objectives**
- **Creating your own Asset Management Disposition Plan (AMDP)**

WORKSHOP INFORMATION:

April 13, 2010 8:30 am to 5 pm

Greater Harrisburg Association of REALTORS®

424 N. Enola Drive, Suite 1

Enola, PA 17025

Phone (717) 364-3200

\$295 CCIM candidates and members/\$395 non-members

*Please note members of the Pennsylvania/New Jersey/Delaware CCIM Chapter and Greater Harrisburg Association of REALTORS can register for the \$295 member rate by calling 800-621-7027 ext. 3100. Please mention your affiliation when registering.

(7 MCE credits)

REGISTER ONLINE NOW!

Visit www.ccim.com/rlwc or register by phone:

(800) 621-7027 ext. 3100