

# MILLSAPS COLLEGE

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# COMMERCIAL REAL ESTATE INVESTMENT SEMINAR

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MAY 13, 2020



**"THE MILLSAPS REAL ESTATE SEMINAR WAS WITHOUT A DOUBT THE BEST EDUCATIONAL SEMINAR I HAVE ATTENDED IN MY TWENTY-FIVE YEAR CAREER."**

— SAM COLSON, CFO, NET LEASE ALLIANCE

The Millsaps Real Estate Investment Seminar is an intensive one-day seminar focusing on advanced investment practices in today's commercial real estate climate. Jointly sponsored by the Millsaps Else School of Management and Rogers & Associates, the orientation of the course will be financing, valuing, underwriting, purchasing, and selling income-producing commercial real estate with an emphasis on current industry and economic trends. Seminar instructors are nationally recognized industry leaders.

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## OUR INSTRUCTORS

**STEVEN G. ROGERS | MODERATOR** | Managing Member, Rogers & Associates, LLC.

Steve is the founder of Rogers & Associates, which focuses on providing specialized solutions and investments for principals and institutional owners in the real estate industry. He served as president and chief executive officer at Parkway Properties, Inc. for more than 25 years. He currently serves as chairman of the Boards of RREEF America REIT and Net Lease Alliance, and serves on the boards of CEDAR Realty Trust REIT, a NYSE listed REIT, and First Commercial Bank.

**WILLIAM R. FLATT** | Principal, Free Market Ventures

Will is a twenty-three year industry veteran and has held positions in nearly all aspects of real estate industry. This includes serving as Chief Financial Officer and subsequently Chief Operating Officer of an NYSE listed office REIT with thirty million square feet of assets under management.

**JAMES M. INGRAM** | Executive Vice President and Chief Investment Officer, Hertz Investment Group

Jim is responsible for all acquisition and disposition activity within the Hertz Investment Group, a fully integrated national real estate investment company specializing in the acquisition, marketing, and management of exceptional properties throughout the United States.

**ALAN H. WALTERS** | Founding President and Chief Executive Officer, First Commercial Bank

Alan was the founding CEO of First Commercial Bank, which opened in October of 2000, as Mississippi's first bank focused on the business and professional sectors. Prior to founding First Commercial, Alan worked for 20 years in various capacities with Deposit Guaranty National Bank.

# SCHEDULE OF EVENTS

7:30 – 8:00 am

## CONTINENTAL BREAKFAST

8:00 – 9:15 am

## INTRODUCTION AND REAL ESTATE OVERVIEW

Steve Rogers

Steve Rogers presents a broad overview of the current real estate environment. He will also discuss the real estate cycle, offering investment strategies for the various stages of the real estate cycle. He will provide updates on the capital sources available at this stage of the cycle. There will also be some discussion of when is the best time to harvest value through asset sales.

9:30 – 10:50 am

## MODERN VALUATION OF COMMERCIAL REAL ESTATE

Will Flatt

This session offers a synopsis of the various valuation techniques used by investors to determine and measure the risk and rewards of the investment. Will Flatt will offer insights into which techniques work best during differing circumstances and discuss some practical technical aspects of underwriting that can be used to advantage the investor.

11:00 am – Noon

## ACQUISITIONS

Jim Ingram

Jim Ingram offers his considerable expertise on how to find, value and purchase income-producing properties. The real estate purchase process from project identification to closing will be explored in great detail with emphasis on current practice. Topics include the offering process, effective Letters of Intent, real estate purchase contracts, and organization of the closing process.

Noon – 1:00 pm

## WORKING LUNCH

Lunch speaker-TBD

1:00 – 2:00 pm

## FINANCING: DEBT

Alan Walters

Alan Walters will discuss the sundry types of debt financing and explain the advantages and disadvantages of each. The difference in recourse and non-recourse financing will be discussed, along with investor and bank views of each type of financing. Participants will learn about the most commonly used financial techniques used by lenders to underwrite loans, including debt service coverage ratio, loan to value, and debt yield.

2:00 – 4:00 pm

## FINANCING: EQUITY AND CASE STUDY

Steve Rogers

This session will cover forms of equity ownership and how to raise private equity. It will explore expected rates of return from the various risk profiles of real estate and how to overcome common objections. The concept of risk and reward will be explored from the equity investor's perspective. A case study of a real time office investment will be examined in small team settings.

4:00 – 4:45 pm

## OUT OF FAVOR REAL ESTATE | WRAP UP/Q&A

Steve Rogers

There will be a round table discussion of out of favor real estate and where the next opportunities may arise. In addition to questions and answers, a sample of questions and case scenarios submitted prior to the seminar are reviewed.

**TO REGISTER, GO TO [HTTP://MILLSAPSELSESCHOOL.COM/CRE/](http://MILLSAPSELSESCHOOL.COM/CRE/)**

**Cost:** \$750.00. Contact [LeAnne.Brewer@millsaps.edu](mailto:LeAnne.Brewer@millsaps.edu) for group discounts.

**Continuing Education Credits:** The seminar is approved for continued education hours for real estate professionals, certified public accountants, and attorneys.

**Seminar Cancellation Policy:** Seminar cancellations after May 1, 2020 will be subject to a \$75.00 processing fee.

For more information, contact LeAnne Brewer at 601-974-1258 or [leanne.brewer@millsaps.edu](mailto:leanne.brewer@millsaps.edu).



The Else School of Management  
MILLSAPS COLLEGE

Rogers &  
Associates, LLC