



REAP
Los Angeles CA
September 11-December 6, 2012

	Sunday, September 9	Monday, September 10	Tuesday, September 11	Wednesday, September 12	Thursday, September 13	Friday, September 14
6:00 – 9:00 pm			Opening Reception		Commercial Real Estate: A Look From All Sides ICSC, NAIOP ULI, NMHC, BOMA	
	Sunday, September 16	Monday September 17	Tuesday September 18	Wednesday September 19	Thursday September 20	Friday September 21
6:00-9:00 pm			Market Analysis Sam Foster Jones Lang LaSalle		Architecture/Cons truction-From Blueprint to Footprint Bob Wissmann Millie and Severson Ryan Spruston Gensler	
	Sunday September 23	Monday September 24	Tuesday September 25	Wednesday September 26	Thursday September 27	Friday September 28
6:00-9:00 pm			Financing-Process of Securing Equity and Debt Michael Banner LA LDC		Capital Markets— Private and Institutional Resources John Sullivan Keystone Mortgage	

	Sunday, Sept. 30	Monday, October 1	Tuesday, October 2	Wednesday, October 3	Thursday, October 4	Friday, October 5
6:00 to 9:00 pm			Acquisitions and Site Selection Bryce Ross Caruso		Site Selection- Uses and Entitlements Jerry Neuman Shepherd Mullin	
	Sunday, October 7	Monday, October 8	Tuesday October 9	Wednesday October 10	Thursday October 11	Friday, October 12
6:00-9:00 pm			Developing the McDonald's Model Lynne West McDonald's		The Wal-Mart Strategy Robert Davis Wal-Mart Realty	
	Sunday October 14	Monday October 15	Tuesday October 16	Wednesday, October 17	Thursday, October 18	Friday, October 19
6:00-9:00 pm			Developing Retail Property Bob Aptaker Macerich Dave Piper Macerich		Developing Multi Family Charles Quarles John Brown The Bedford Group	
	Sunday, October 21	Monday October 22	Tuesday, October 23	Wednesday, October 24	Thursday, October 25	Friday, October 26
6:00-9:00 pm			Developing Office Buildings Steve Muller The Muller Cos		Developing Industrial Properties Patrick Maloney Pro Logis	

	Sunday, October 28	Monday October 29	Tuesday, October 30	Wednesday, October 31	Thursday, November 1	Friday November 2
6:00-9:00 pm			Networking Reception		Business Ethics: Conflicts and Rewards Stan Mullin Mullin Capital and Asset Mgt	
	Sunday, November 4	Monday, November 5	Tuesday November 6	Wednesday November 7	Thursday, November 8	Friday, November 9
6:00-9:00 pm			(no class-election day)		Retail and Office Leasing Marty Shelton NAI Global	
	Sunday, November 11	Monday, November 12	Tuesday, November 13	Wednesday, November 14	Thursday, November 15	Friday, November 16
6:00-9:00 pm			Retail Property and Asset Management Sarah Vasquez Westfield		Multi Family Property and Asset Management John Gregory Saris-Regis	

	Sunday, November 18	Monday, November 19	Tuesday, November 20	Wednesday, November 21	Thursday, November 22	Friday, November 23
6:00-9:00 pm			Industrial and Office Property and Asset Management Joseph Markling CBRE		(no class- Thanksgiving)	
	Sunday, November 25	Monday, November 26	Tuesday, November 27	Wednesday, November 28	Thursday, November 29	Friday, November 30
6:00-9:00 pm			Investment Sales Edward Indvik Lee and Associates		Real Estate Law Bryan Mashian Esq	
	Sunday, December 2	Monday, December 3	Tuesday, December 4	Wednesday, December 5	Thursday, December 6	Friday, December 9
6:00-9:00 pm			Resume Writing Workshop David Kroes Westfield		Graduation	