



# Competitive Edge Workshop

## “Your Property is For Sale....

## Now What?”

### June 22, 2017

11:00 a.m. Registration & Lunch (provided)

11:30 a.m. to 1:00 p.m. Program and Q&A

- Brokers, Buyers and Sellers – Who do we work for anyway?
- Offering Memorandums – Is it accurate or a proforma and why would they be different?
- Historical Financials – What do we provide and what needs explanation?
- Leases/Amendments/Assignments – Where did that document get filed anyway?
- Lenders – “Just one more question.....”
- Inspections and Environmental Surveys – Didn’t we already answer that question?
- Estoppels and SNDAs – Who provides, prepares, negotiates, corrects, and collects? And when?
- Escrow – Do we need to review and approve anything?
- Tenants – If this a “stealth” sale how do I answer questions truthfully?
- Service Contractors and Utilities – When and how do we send notices?
- Tenant improvement supervision/coordination

*Colleen has been in the real estate business, specifically property management, for 32 years beginning in 1984 with John Burnham & Company. Prior to starting Strategic Asset Management Group in 2013 she was President of Spectrum Property Management for 12 years. Fred joined Wells Fargo in September 2015 as a Real Estate Asset Manager. Fred manages a portfolio of residential and commercial assets primarily located in San Diego. Since 1984, Fred’s roles included investment sales/leasing as a licensed broker, and real estate portfolio management as a property manager and asset manager.*



Colleen Nemeth,  
CPM®, CSM  
President,  
Strategic Asset  
Management



Fred Caminite,  
CPM®, Real  
Estate Manager,  
Wells Fargo Bank  
Wealth Mgmt  
Group

- CPM/Candidate/ Associate/ARM Members/  
Employees of AMO firms and Friends of IREM:  
\$15
  - Non-Members: \$25
  - Reservations must be paid in advance.  
Cancellations prior to June 20 will receive a  
full refund.
- Location:** 4655 Executive Drive, Suite 260, San Diego, CA 92121

**Register today at [www.iremsd.org](http://www.iremsd.org) or  
call 858-715-4736.**

THIS COMPETITIVE EDGE WORKSHOP IS



EDUCATIONAL

WORKSHOP

SERIES



Institute of Real  
Estate Management  
San Diego Chapter No. 18

4849 Ronson Ct. #102, San Diego, CA 92111 858-715-4736  
[www.iremsd.org](http://www.iremsd.org)