

**REAL ESTATE DEVELOPMENT
AGENDA
MEDFORD, OREGON
SEPTEMBER 24 AND 25, 2008**

SEMINAR A – MORNING SESSIONS

DAY 1

8:00 A.M. – 8:30 A.M. REGISTRATION

8:30 A.M. – 9:15 A.M.

**WHY DO IT? - ALWAYS LEAVE THE NEIGHBORHOOD OR COMMUNITY
BETTER OFF THAN YOU FOUND IT**

9:15 A.M. – 10:15 A.M.

**DUE DILIGENCE 1 – NEVER FALL IN LOVE WITH YOUR PROJECTS
BECAUSE YOUR PROJECTS WILL NEVER FALL IN LOVE WITH YOU**

10:15 A.M. – 10:30 A.M. BREAK

10:30 A.M. – 11:15 A.M.

**TIE UP THE SITE/ELEMENTS OF THE OFFER – YOU DON'T WANT TO JUST
OWN REAL ESTATE, YOU WANT TO DEVELOP REAL ESTATE**

11:15 A.M. – 12:00 NOON

**DUE DILIGENCE 2 – ALL DEVELOPMENT TAKES PLACE AT THE JUNCTION
OF TWO MAPS; THE MAPS ARE AT DIFFERENT SCALES**

DAY 2

8:30 A.M. – 9:30 A.M.

**JURISDICTIONAL APPROVALS – BREVITY IS THE SOUL OF WIT (AND GIVES
LESS TIME TO BE A TARGET)**

9:30 A.M. – 10:15 A.M.

PROJECT FINANCING – THERE'S NO FREE LUNCH

10:15 A.M. – 10:30 A.M. BREAK

10:30 A.M. – 11:15 A.M.

CONSTRUCTION ISSUES – LET'S JUST ALL GET ALONG

11:15 A.M. – 11:30 A.M. WRAP UP