

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

V. INDUSTRY SEMINARS AND SPEECHES - SHORT TERM

I. Other Presentations In Which Either The Date And /
Or Sponsoring Organization Is Missing

6. Real Estate Finance/Mortgage Banking/Mortgage
Guaranty Insurance

- a. "Tools of the Trade in Real Estate
Finance", no date.

TOOLS OF THE TRADE IN REAL ESTATE FINANCE

7:30 - 8:00	Registration
8:00 - 9:15	Computers and Real Estate (Module I)
8:00 - 9:15	Mortgage Banker as a Broker (Module II)
9:15 - 9:30	Coffee Break
9:30 - 11:30	Mortgage Banking Relationships - "Friend or Foe"
11:45 - 12:30	Lunch
12:30 - 1:00	Luncheon address by Dr. James Grasskamp, Professor of Real Estate, University of Wisconsin Topic: "Accounting/Appraisal Interface"

OUTLINE FOR PANEL DISCUSSIONS

Computers and Real Estate

1. How to evaluate your computer needs ?
2. Justifying the cost of various hardware and software ?
3. Word processors use in real estate ?
4. Practical applications of Apple II computer and Visi Calc software ?
(Will include a handout of several formats which have been designed for analyzing commercial real estate.)

Panelists: Jerry D. Buechler - Vice President Finance, Towle Real Estate Company
Mike Mostrom - Consulting Manager, Arthur Anderson & Company

Mortgage Banker As A Broker

1. Why has the mortgage banker become involved in the sale of commercial properties ?
2. What does a buyer look for in an equity submission ?
3. Is an exclusive listing agreement necessary to market a property ?
4. What are appropriate commissions for equity sales ?

Moderator: Russell C. Nelson - President, Braman & Nelson Inc.

Panelists: James Benson - Partner; Benson, Malkerson, Bradbury, Gabrielson, Inc.
Dennis Gethman - Director of Acquisitions, First Asset Realty Advisors
E. Joseph Shaw - Sr. Vice President, Northland Mortgage Company

Mortgage Banking Relationships - "Friend or Foe"

1. What are the benefits of using a mortgage banker ?
2. What is the responsibility of the mortgage banker to his lender ?
3. Are exclusive correspondent relationships still recognized ?
4. How does the mortgage banker protect his interest in repeat business after introducing a developer client to a lending source ?
5. How can a mortgage banker work in conjunction with the commercial banks and investment bankers ?

6. What is a mortgage banker today ?...What will he be tomorrow ?
7. What does the mortgage banker have to do in the 80's to survive ?
(A tip from each of the experts on the panel.)

Moderator: James W. Nelson - President, Eberhardt Company

Panelists: John A. Clymer - Investment Officer, Minnesota Mutual
John C. Ferber - Senior Vice President, First Bank Minneapolis
Richard B. Riley - Senior Vice President, Dougherty Dawkins
William Tobin - Executive Vice President, Opus Corporation

FEE

\$45 per person for employees of MBA of Minnesota member firms; \$60 per person for non-members (includes coffee break, lunch and all materials). Refunds will be granted if notice is received by Wednesday, May 18th.

CERTIFICATION CREDITS

This seminar has been approved by the Commissioner of Securities pursuant to Minnesota Statutes, Section 82.22 relating to Continuing Real Estate Education, for 3.75 hours.

WHERE TO SEND REGISTRATION / FOR FURTHER INFORMATION

Make checks payable to and send registration to: MBA of Minnesota, 670 Transfer Road, St. Paul, MN 55114. For further information, contact Mike George at (612) 646-0787.

REGISTRATION FORM FOR "TOOLS OF THE TRADE IN REAL ESTATE FINANCE"
(Must be received by Wednesday May 18th)

NAME _____

I wish to attend: Computers and Real Estate Module I _____
Mortgage Banker as a Broker Module II _____

FIRM _____

ADDRESS _____

CITY, STATE, AND ZIP CODE _____

BUSINESS TELEPHONE _____

(for additional registration forms, please photocopy this form)