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ABOUT NAREC

The National Association of Real Estate Companies (NAREC) is a group of financial professionals from real estate companies and their service providers focused on promoting an open forum for information sharing among its members. NAREC fosters professional excellence by providing unparalleled opportunities for peer-to-peer networking, technical updates and long lasting relationships that are rewarding on both personal and professional levels.

Visit www.narec.org for more information.

CPE DETAILS

Program Level: Update
Delivery Method: Group Live
No prerequisites or advanced
preparation required.
CPE total: 12.5

a monumental conference...

NAREC
NATIONAL
ASSOCIATION OF
REAL ESTATE
COMPANIES
216 W. Jackson Blvd.
Suite 625
Chicago, IL 60606



MANAGEMENT AND TECHNOLOGY FALL CONFERENCE

September 20-21, 2007



**Embassy Suites
Old Town Alexandria
1900 Diagonal Road
Alexandria, Virginia**

CONFERENCE SCHEDULE

THURSDAY

8:00 - 8:30 am **Breakfast**
8:30 - 8:45 am **Welcome/Announcements**

8:45 - 9:45
 SAS 70 - What are people doing to respond to requests? What are the newest developments?
 Moderator: Kirk Mostenbocker, JPI

9:45 - 10:00 am **Break**

10:00 - 11:00 am
 Employment Key Markets Update - Employee Retainage
 Speakers: Ali Ellis, Ajilon Atlanta
 Tenille Hall, Ajilon Boston

11:00 - 12:00 pm
 Round Table Discussions
 • Sales Audits - Ken Lamy, The Lamy Group
 • Development Cost Allocations - Ben Engel, IDI
 • Controlling Audit Costs

12:00 - 1:00 pm **Lunch**

1:00 - 2:30 pm
 Trends in IT and Management - What's Coming? What 's working? Vendor case studies
 Moderator: Cindy Bordas, IDI

2:30 - 2:45 pm **Break**

2:45 - 3:45 pm
 Insurance Update
 Moderator: Paul Lockie, Woodruff-Sawyer & Co.

3:45 - 5:00 pm
 Owners/Advisors and Their Service Providers: What are the latest best practices in creating efficiencies between the two?

5:15 - 6:15 pm **Cocktail Reception**
6:15 pm **Dinner on your own**

FRIDAY

7:30 - 8:00 am **Breakfast**

8:00 - 9:00 am
 Shared Services and Cost Allocations
 Speakers: Scott Quigle
 Larry Gerlach, Atlanta Development Authority

9:00 - 10:00 am
 Overview of LEED Certification and Related "Green" Initiatives: What does it mean to the business and financial performance of a company?

10:00 - 10:15 am **Break**

10:15 - 11:15 Round Table Discussions
 • Fixed CAM Update- Jack Nugent, Meridian Realty Consultants
 • Document Retention/Systems - Mike Muller, PMRG
 • Training - Who's Responsible? Kim Smith, IDI

11:15 - 12:00 pm
 Town Hall/Open Discussion
 Moderator: Paul Hawkins, United Properties

Conference Adjourns

HOTEL RESERVATIONS

Hotel reservations should be made directly with:

Embassy Suites - Old Town Alexandria
 1900 Diagonal Road
 Alexandria, VA 22314
 Phone: 703.684.5900

Hotel Reservation Deadline: August 20, 2007

Room Rate: \$249 per night

Reference the NAREC conference when making reservation.

The National Association of Real Estate Companies is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State Boards of Accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417. Web site: www.nasba.org.



REGISTRATION FORM

Registration Fees:

\$290 Member

\$400 Guest

Registration Deadline Monday, September 3

To register, please return the completed form to:

NAREC

216 W. Jackson Blvd., Suite 625

Chicago, IL 60606

or register online at www.narec.org

Questions? Call 312.263.1755

Payment must accompany registration.

Cancellation Policy: Conference Registration Fee is not refundable after September 3rd.

 Name

 Title

 Company

 Address

 City/State/Zip

 Phone

 E-mail