



## Third Quarter Event Invitation

### New Directions for Institutional Players

Thursday, September 20th, 2012, 4:30 pm - 6:30 pm

Thursday, September 20, 2012

Westin Buckhead

4:30 pm - 6:30 pm

(See below for details)

[Online Registration Open](#)

#### REIAC 3rd Quarter Program

With the London Olympics fading from view, the next significant event is the REIAC annual 3rd quarter Debt Panel. This year, we are featuring some of the top real estate lenders in the country from the life insurance industry. In fact, General Account Mortgage portfolios at life insurance companies increased in 2011 while Bank, CMBS and even Agency balance sheets tightened. This pattern has continued in 2012 and many Institutions are expanding in "New Directions".

REIAC has assembled an exceptional September 20th program with senior executives who oversee and allocate significant General Account activity. With combined Real Estate portfolios exceeding \$125 billion, these senior executives set the tone for commercial real estate.

#### Featured Panel



David Brown  
TIAA-CREF



Mark Wilsmann  
MetLife



Paige Hood  
Prudential Mortgage  
Capital Company



Greg Michaud  
ING Investment  
Management  
(Moderator)

- How do they see the path of lending and even equity investment?
- How will their "New Directions" of financial services affect your real estate activity?
- Will product areas such as Agency, Conduit and High Yield instruments compete or complement their General Account lending?
- Seeing the success of the Life Companies with quality underwriting and low defaults, will other investors place their money with these institutions?
- Will real estate be a growing asset allocation for these institutions for the foreseeable future?
- How will the institutions handle the market tidal wave of maturities over the next three years?
- What about equities?
- With several interesting investments in equity lately, where are the opportunities in Georgia?
- Perhaps most importantly, how does the Atlanta market compare against alternative markets across the country?

This program will explore these and other topics with a nationally-known panel that includes the Big Three (we are not talking about Detroit). David Brown, Head of TIAA General Account at TIAA-CREF, Mark Wilsmann, Head of Real Estate Portfolio Management at MetLife and Paige Hood, Portfolio Manager for the General Account at Prudential Mortgage Capital Company will form the panel. Greg Michaud, Head of Real Estate Finance at ING Investment Management and Executive Committee member of CREFC will lead the point and counter-points interaction. REIAC is pleased to host this timely discussion which will provide a critical perspective and true content to our membership.

We hope you'll join us at the Westin Buckhead not only for this important discussion but the excellent networking opportunity, as well. As always, a large array of food and an open bar will be provided following the program. We thank our generous sponsors for their support: ATC Associates Inc.; Crown Advisors; Fidelity National Title Insurance Group; Habif Arogeti & Wynne; National Real Estate Investor; Georgia State University; Grandbridge Real Estate Capital; McKenna, Long & Aldridge; and InterContinental Hotels Group. [Please reserve your space now!](#)

**Best Regards,**  
Jerry Monash, CCIM  
President

Paul Berry  
Program Committee Chairman

John Beam, Jr.  
Program Organizer

## We Thank Our Generous Sponsors

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## Register Now

### Schedule

Thursday, September 20, 2012  
4:00 PM - 4:30 PM  
Registration & Networking

4:30 PM  
Program Start Time  
(please be on time)

6:30 PM  
Reception & Networking

### Location

Westin Buckhead  
3391 Peachtree Road, N.E.  
Atlanta, GA 30326 [{map}](#)

### Fees

Members: Free  
Guests & Non-Members: \$75.00

*Pay online with Visa, Mastercard  
or American Express*

Questions: Jeff Keiley, 678-581-7648 [jeff.keiley@atcassociates.com](mailto:jeff.keiley@atcassociates.com)



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