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### What Lenders Need to Know about Troubled Commercial Real Estate Loans: Options, Traps and Pitfalls

**SEMINAR**  
What Lenders Need to Know about Troubled Commercial Real Estate Loans

With a tsunami of commercial foreclosures looming in 2010, lenders, owners and investors must be prepared to minimize losses, maximize results and get prepared.

**WHEN**  
Thursday, November 18, 2009  
4:30 p.m. Registration  
5:00 – 7:00 p.m. Program  
7:00 – 8:00 p.m. Networking

In this seminar, you will hear about the current state of the commercial real estate market in the Bay Area and legal, practical and strategic alternatives and options available to those holding loans on distressed properties.

**WHERE**  
David I. Wendel Conference Center  
1111 Broadway, 19th Floor  
Oakland, CA 94607  
(Click [here for directions](#))

#### DISCUSSION TOPICS INCLUDE:

**RSVP**  
Space is limited. To reserve your spot, please RSVP by November 13 to Elizabeth Fischer at [Elizabeth.Fischer@wendel.com](mailto:Elizabeth.Fischer@wendel.com) or 510.834.6600

- Status of Bay Area Commercial Real Estate Market
- Commercial Foreclosure Basics & Terminology
- Lien Priority and Why it Matters
- Approaches to Defaults and Workouts
- Lender Rights & Remedies
- Judicial Foreclosures vs. Trustee Sales
- Appointment & Powers of Receivers
- Foreclosure Sales – How to Maximize Value

**INFORMATION**  
Please contact Daniel Myers at [DMyers@wendel.com](mailto:DMyers@wendel.com) or 510.834.6600.

#### WHO SHOULD ATTEND:

- Lenders
- Investors
- Property Owners

**COST**  
This is a complimentary presentation for clients and guests of Wendel Rosen and Colliers International. RSVP is required.

#### ABOUT THE SPEAKERS:



**Chuck Hansen**  
Attorney  
Wendel, Rosen, Black & Dean LLP

With 30 years of experience, Chuck maintains a busy practice with a focus on real estate, commercial, trust deed and secured loan litigation and transactions. He has also been retained as an expert consultant and witness in a variety of transactional and state and federal court litigation matters relating to commercial and real estate lending, transactions, mortgages, trust deeds, brokers, title insurance, leasing, development and guaranties. [>>more](#)



**Susan Uecker**  
President  
Uecker & Associates

As a Receiver, Chapter 11 Plan Administrator and Assignee, Susan utilizes her thorough knowledge of complex business operations, including accounting, inventory control, reporting, taxation, and legal requirements. She has been responsible for numerous types of commercial and residential real property, including high-rise and suburban office buildings, industrial parks, research and development properties, and apartment and condominium complexes, as well as retail real property, including strip and shopping centers. [>>more](#)



**Edward Del Baccaro**  
Senior Managing Partner  
Colliers International

Ed is the Senior Managing Partner of Colliers International's Walnut Creek office. He is responsible for managing a full-service real estate office with office, retail, industrial, land investment, leasing, development services, entitlement approvals, project management, consulting and sales capabilities. Ed has been in the real estate business working in the San Francisco Bay for the past 30 years. [>>more](#)