

South Texas
COLLEGE OF LAW



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South Texas
COLLEGE OF LAW



South Texas College of Law with the
Real Estate Center at Texas A&M University

Welcome!

South Texas College of Law (STCL) is a vibrant, urban law school located in downtown Houston.

All STCL CLE courses meet requirements for mandatory continuing legal education in Texas and most other states.

Visit www.stcl.edu/cle/cle.html for a complete schedule of CLE courses.

Annual Events and Gift Giving Opportunities at South Texas College of Law:

• www.stcl.edu/alumni/index.html

12th Annual
**COMMERCIAL
REAL ESTATE COURSE**

October 1-2, 2009

South Texas College of Law
1303 San Jacinto
Houston, Texas

(713) 646-1757 • (800) 646-1253
www.stcl.edu/cle/cle.html

South Texas College of Law with the
Real Estate Center at Texas A&M University

12th Annual
**COMMERCIAL
REAL ESTATE COURSE**

Sponsors

Association of Commercial Real Estate Professionals (ACRP)
Bay Area Commercial Real Estate Network (BACREN)
CCIM Houston/Gulf Coast Chapter
Commercial Gateway - HAR®
Commercial Real Estate Network (CREN)
Commercial Real Estate Women - Houston (CREW Houston)
The Counselors of Real Estate (CRE)
Houston Office Leasing Brokers Association (HOLBA)
Institute of Real Estate Management (IREM Houston)
NAIOP - Commercial Real Estate Development Association
Society of Industrial & Office Realtors® - Houston/Gulf Coast
Chapter (SIOR)

October 1-2, 2009

South Texas College of Law
1303 San Jacinto - Garrett-Townes Hall
Houston, Texas

The 12th Annual Commercial Real Estate Course is a “must-attend” event for real estate brokers and for attorneys who practice in any segment of the real estate industry.

In addition to Texas Real Estate Commission (TREC) certified courses, the program offers numerous individual and panel discussions on a wide variety of topics. Attendees will hear from experts about the growth in the industrial, residential, and rural marketplaces, and will learn about traditional and non-traditional ways of obtaining capital. Significant time will be allocated to topics and issues directly related to today’s troubled economic times such as how to obtain additional business, disposing of toxic assets, the impact of oil and gas prices on business, and challenges and opportunities the Texas economy faces today and in the future. Finally, the program includes a review of government investments and infrastructure, a legislative update, how brokers and attorneys can use social networking media, and a mock office lease negotiation. You won’t want to miss a single presentation!

Conducted in conjunction with the Real Estate Center at Texas A&M University, the Course provides 15 TREC-approved MCE hours as well as TREC-mandated legal and ethics courses. The Course is also accredited by the State Bar of Texas for 15.25 MCLE hours, including 2.75 hours of legal ethics.

South Texas College of Law is an accredited sponsor approved by the State Bar of Texas Committee on MCLE

**This course provides 15 MCE hours
(legal, ethics, and elective) required by TREC.**

Accredited by the State Bar of Texas for 15.25 MCLE Hours, 2.75 Ethics

12th Annual COMMERCIAL REAL ESTATE COURSE

Thursday, October 1, 2009

- 7:00 **Registration and Continental Breakfast**
- 7:50 **Welcome and Opening Remarks**
- Donald J. Guter, *Dean and President, South Texas College of Law*
 - Lisa L. Dahm, J.D., LL.M.-Health, *Director of CLE and Adjunct Professor, South Texas College of Law*
- Moderator: Gary W. Maler, Real Estate Center - Mays Business School at Texas A&M University**
- 8:00 **TREC Law Course: Part I** (.83 hour)
- Charles J. Jacobus, *Attorney at Law Bellaire*
- 8:50 **TREC Ethics Course: Part I** (.83 hour)
(Ethics Topic)
- Ronald James "Ron" Walker, *Attorney at Law Austin*
- 9:40 **Morning Break**
- 9:55 **Industrial Real Estate: What's In Your Wallet?** (.75 hour)
- Moderator:
- John M. Talhelm, *SIOR, Jones Lang LaSalle Americas, Inc. Houston*
- Panelists:
- Stephen Jaggard, *Vantage Companies Houston*
 - Joseph A. Trinkle, *Liberty Property Trust Houston*
- 10:40 **Environmental Update: What's Hot** (.75 hour)
- Larry W. Nettles, *Vinson & Elkins, L.L.P. Houston*
- 11:25 **Legislative Update** (.50 hour)
- Mark Lehman, *Lobbyist, Texas Association of REALTORS Austin*
- 11:55 **Lunch Break** (pick up lunch and return to the auditorium)
- 12:10 **Lunch Presentation**
- Meet the Press: Toxic Assets Opportunities** (1.0 hour)
- D. Richard Wincott, *CRE, PriceWaterhouseCoopers Houston*
- 1:10 **After Lunch Break**
- 1:25 **TREC Law Course: Part II** (.83 hour)
- Tom Morgan, *General Counsel, Texas Association of REALTORS Austin*
- 2:15 **TREC Ethics Course: Part II** (.83 hour)
(Ethics Topic)
- Ronald James "Ron" Walker, *Attorney at Law Austin*
- 3:05 **Afternoon Break**
- 3:20 **Search for Capital in Challenging Markets** (.75 hour)
- Moderator:
- Ray Driver, III, *Q10 Kinghorn, Driver, Hough & Co. Houston*
- Panelists:
- P. John Burke, Jr., *NorthMarq Capital Houston*
 - John A. Kiltz, *StoneLake Capital Partners Austin*
 - Ray Vitulli, *Allegiance Bank Texas Houston*
- 4:05 **Rural Land: The Realtor's "Old" Frontier** (.50 hour)
- Deitra Robertson, *Deitra Robertson Real Estate, Inc. Hempstead*
- 4:35 **Government Investments In Infrastructure** (.50 hour)
- Susan Combs, *Texas Comptroller of Public Accounts Austin*
- 5:05 **Adjourn to Reception**

Total MCLE Hours for Thursday:
8.0 hours, including 1.75 hours of legal ethics

Please join us at a Reception sponsored by
Commercial Gateway - HAR®
Thursday, October 1, 2009
(in the Atrium)
5:05 - 6:30 p.m.

Friday, October 2, 2009

- 7:30 **Continental Breakfast**
- 7:50 **Welcome Remarks**
- Lisa L. Dahm, J.D., LL.M.-Health, *Director of CLE and Adjunct Professor, South Texas College of Law*
- Moderator: Reid C. Wilson, CRE, Wilson, Cribbs & Goren, P.C.**
- 8:00 **Where's the Business? (and how to get it)** (.50 hour)
(Includes .25 hour of legal ethics)
- Daniel G. Bellow, *CRE, President, Jones Lang LaSalle Americas, Inc. Houston*
- 8:30 **Mock Office Lease Negotiation: Experts Highlight Critical Issues and Negotiation Tactics** (.75 hour)
- Tenant Team:
- Clark G. Thompson, Jr., *Bracewell & Giuliani LLP Houston*
 - Timothy Relyea, *Cushman & Wakefield of Texas, Inc. Houston*
- Landlord Team:
- Paul H. Layne, *Brookfield Properties Houston*
 - Steve Lukingbeal, *Brookfield Properties Houston*
- 9:15 **New Opportunities in Changing Markets** (.50 hour)
- Jack Steele, *Houston-Galveston Area Council Houston*
- 9:45 **Morning Break**
- 10:00 **TREC Law Course: Part III** (.83 hour)
- Richard Melamed, *Attorney at Law Bellaire*
- 10:50 **TREC Ethics Course: Part III** (.83 hour)
(Ethics Topic)
- Reid C. Wilson, *CRE, Wilson, Cribbs & Goren, P.C. Houston*
- 11:40 **Residential Marketplace: Apartments, High-Rise Condos, and Cluster Homes** (.75 hour)
- Mike Inselmann, *Metrostudy Houston*
- 12:25 **Lunch Break** (pick up lunch and return to the auditorium)
- 12:40 **Lunch Presentation**
- Where Are Oil and Gas Prices Going and How Will They Affect Business?** (1.0 hour)
- Professor Michael J. Economides, Ph.D., *University of Houston Houston*
- 1:40 **After Lunch Break**
- 1:55 **Real Estate Information and Technologies: How Social Media Can Create a More Efficient Marketplace** (.50 hour)
- Sam Scott, *Commercial Gateway - HAR® Houston*
- 2:25 **Certified Property Program: The Dirt is Flying** (.50 hour)
- Robert Kramp, *Greater Houston Partnership Houston*
- 2:55 **Texas Economy 2009: What Do We Need To Go Through To Get Where We Want To Go?** (1.0 hour)
- Harold Hunt, Ph.D., *Research Economist, Real Estate Center at Texas A&M University College Station*
- 3:55 **Adjourn**

Total MCLE Hours for Friday:
7.25 hours, including 1.0 hour of legal ethics

1 South Texas College of Law and the Real Estate Center at Texas A&M University
12th Annual Commercial Real Estate Course

\$225 Non-Lawyer Member of a Sponsoring Organization (please check) →
 \$275 Other Brokers and Non-Lawyer Real Estate Professionals
 \$355 All Attorneys

<input type="checkbox"/> ACRP	<input type="checkbox"/> BACREN	<input type="checkbox"/> CCIM
<input type="checkbox"/> CRE	<input type="checkbox"/> CREN	<input type="checkbox"/> CREW
<input type="checkbox"/> HOLBA	<input type="checkbox"/> IREM	<input type="checkbox"/> NAIOP
<input type="checkbox"/> SIOR	<input type="checkbox"/> Commercial Gateway - HAR	

2 Name: Mr. Ms. _____ TREC No. _____
 Bar Card No. : _____

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I would like to receive e-mail notifications about upcoming CLE courses.

3 American Express® Master Card® Visa®
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Signature: _____

Check enclosed (*Payable to South Texas College of Law*) Check No. _____ Amount _____

4 Yes, I will No, I will not be attending the reception on Thursday, October 1, 2009.

TO REGISTER

ONLINE (Credit card only)
www.stcl.edu/cle/cle.html

PHONE (Credit card only)
 (713) 646-1757 or (800) 646-1253

FAX (Credit card only)
 (713) 646-1780

MAIL (Check or credit card)
 South Texas College of Law
 CLE Department
 1303 San Jacinto, Suite 1115
 Houston, TX 77002-7006

REGISTRATION Tuition includes breakfast, lunch, refreshments, course manual and the reception on Thursday, October 1. No written confirmations will be sent. Allow one week to process. Confirm your registration at www.stcl.edu/cle/registrationconfirmation.html.

REFUND POLICY Refunds, less a \$45.00 processing fee, will be given to those who cancel in writing by 5:00 p.m., Tuesday, September 29, 2009. No refunds will be granted thereafter.

ACCREDITATIONS Accredited by the State Bar of Texas for 15.25 MCLE hours including 2.75 legal ethics hours.

Accredited by the Texas Board of Legal Specialization in Real Estate Law.

Accreditation pending by the Texas Real Estate Commission (TREC) for 15 MCE hours (legal, ethics, and elective) required by TREC. Provider number 0207, Real Estate Center, Texas A&M University. Includes the required legal updates and ethics.

HOTELS - \$139 per night. **Guaranteed until September 9, 2009.**
Courtyard by Marriott, 916 Dallas Street (888) 269-2163
Residence Inn by Marriott, 904 Dallas Street (800) 730-3931
Both hotels located two blocks from the law school.

PARKING **First City Garage**, 1200 Lamar (*between Caroline and San Jacinto*) will offer a **discounted rate of \$5.00. Parking ticket must be validated** at registration desk to receive the discount. Additional parking is available at Fannin Garage, 1112 Clay Street (*between Fannin and San Jacinto*), **\$5.00 per day**. (Early Bird Special: Enter by 9:00 a.m. and pay only \$3.50.) Reserved parking for the disabled on floors 5, 7, 9 and 11 near the elevator. Parking also available at garages and surface lots near the law school.

SPECIAL ACCOMMODATIONS For any special needs as addressed in the Americans with Disabilities Act, call Kimberly Smith at (713) 646-1757 or (800) 646-1253 by September 4, 2009 or as soon thereafter as possible.

Planning Committee

Gary W. Maler, Co-Chair
 Director, Real Estate Center - Mays Business School at Texas A&M University

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Sam Scott
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Sarijane "Sassy" Stanton
 Stanton ■ Pinckard Realty

John M. Talhelm, SIOR
 Jones Lang LaSalle Americas, Inc.

Debra A. Wilson
 Crescent Real Estate Equities, Limited

Lisa L. Dahm, J.D., LL.M.- Health Director, Continuing Legal Education and Adjunct Professor
 South Texas College of Law

Jean Zoch
 Program Administrator
 South Texas College of Law

12th Annual
Commercial Real Estate Course

Thank you
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- Commercial Gateway - HAR®
www.commercialgateway.com

Gold-Level Underwriter **\$2,500**

- The Counselors of Real Estate (CRE)

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- Commercial Real Estate Women - Houston (CREW Houston)
- Gensler
- NAIOP - Commercial Real Estate Development Association
- North Houston Bank

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- Allegiance Bank Texas
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- Brookfield Properties
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- Colliers International
- Commercial Real Estate Network (CREN)
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