

The Bay Area Bankruptcy Forum Presents

“Problems and Anomalies Associated with Real Estate and Business Asset Sales in the Restructuring and Insolvency World”

**Presented by: Alan Kravets, Esq., Hilco Real Estate,
Michael St. James, Esq., St. James Law, PC & Todd Wohl, ASA, NAA, Braun Co**

Program topics include:

- Are you retaining the wrong professional for the wrong sort of sale process? One solution does not fit all. Sale Procedures: You may regret using a form! Problems with bidding increments, back-up bidders and the confirmation process.
- Buyer's Premium: Does it chill the bidding? Is it a commission or a value add to the seller?
- Conducting the Sale to Maximize the Proceeds: Is the Judge the best auctioneer?
- Is there really an AS IS and WHERE IS sale?
- Managing credit bidding in the sale process.
- Does a stalking horse bidder in a SARE case help or hurt?
- Dealing with Failed Sales: Why do they fail, how can the risk of failure be minimized and dealing with the aftermath.

Wednesday, May 29, 2013

The City Club

155 Sansome Street
San Francisco CA

Registration:	4:30 PM – 5:00 PM
Program:	5:00 PM – 7:00 PM
No Host Reception & Appetizers	7:00 PM – 8:00 PM

The Bay Area Bankruptcy Forum certifies that this activity has been approved for MCLE credit by the State Bar of California in the amount of two hours of general education. **PROVIDER NUMBER 1287**

RESERVATIONS FOR BABF – MAY 29, 2013

(No cancellations will be accepted after May 24, 2013 however substitutions are allowed)

Name: _____ State Bar #: _____

Nametag: _____ Firm: _____

Address: _____ City/State/Zip: _____

Phone: _____ Fax: _____

Members of BABF: \$70.00 (registered by 5/17/13) \$75.00 (registered after 5/17/13)
Non-Members of BABF: \$85.00 (registered by 5/17/13) Non-Members of BABF: \$90.00 (registered after 5/17/13)
All non-registered walkins \$95.00

Please make your checks payable to BABF - P O Box 1838 - San Leandro CA 94577.

Questions/Information call Debbie Mendoza at (510) 346-6000 Ext. 222, Fax (510) 346-6020.

There is no processing charge if you cancel your registration on or before 5/24/13.

If you do not cancel and do not attend, full fees apply.

If you wish to pay via credit card, please go to www.babf.com and click on the Upcoming Programs tab.

Alan Kravets, Esq.

An attorney in private practice who headed up a 35 person law firm with a national practice , concentration and expertise in real estate law, banking, turnarounds, workouts, restructuring and bankruptcy during his 20-year legal career including a \$40 million workout of a construction loan project in Pt Tiburon and Pt Richmond.

As a former partner and president of two national real estate auction firms, including Hilco Real Estate Auctions, he was the principal architect that developed strategic auction sale solutions involving 100 different asset classes including the sale of 60 condominium units throughout Puerto Rico, a bio diesel plant in Alabama, a golf course in New Hampshire and a gold mine in Arizona, the \$19 million sellout for Donald Trump and his lenders of the remaining units of Trump Plaza of the Palm Beaches, 44 properties for BP Oil throughout Ohio, 46 properties for Amoco in three states, a \$30 million, 25-property portfolio across Canada, the \$19 million sale of a 400 acre equestrian estate in Barrington Hills, Illinois and a \$60 million auction sale of 350 houses throughout New Jersey for a Chapter 7 Trustee among many others.

Alan frequently lectures on real estate brokerage and auction matters for Continuing Legal Education and various legal, realtor and auction firms and associations and has been called upon as an Expert Witness for all aspects of real estate and auction disputes. He was recently selected as a panelist at the National Association of Bankruptcy Trustees conference and spoke and wrote about the following topic, “Post Radlax Credit Bidding and Carve Out Techniques in Real Estate Auction Sales – From the Auctioneer’s Perspective”.

Complementing his professional affiliations, Alan has helped raise millions of dollars organizing and conducting charity auctions around the globe.

Alan is a licensed Illinois attorney and is licensed as a Real Estate Broker or Salesperson in 12 states. He is a member of several Bar Associations and the National Association of Realtors®.

Education

- Juris Doctor – University of Michigan Law School
- B.A. – Business Administration – University of Michigan School of Business Administration
- Member: The Economic Club of Chicago, Lambda Alpha International, Advisory Board for the Center for Real Estate law at The John Marshall School of Law

Michael St. James, Esq.

Michael St. James is the principal of St. James Law, P.C. in San Francisco. He is Board Certified in Business Bankruptcy by the American Board of Certification and has been designated a Legal Specialist in Bankruptcy by the State Bar of California. More information about his practice, and copies of his articles, can be found on his website, www.stjames-law.com.

Todd Wohl, ASA, NAA

Todd Wohl, ASA, NAA is a Senior Partner of Braun and Premiere Estates Auction Company. He is a specialist in valuation and auctions. Todd has valued, and sold over \$2 Billion of commercial, industrial, multifamily, hospitality, residential properties and business assets. Todd has been seen on FOX Television for *The Complex - Malibu* television show, HGTV’s “Real Estate Confidential” show, The Today Show and been quoted in regional and national newspapers.

Todd is also a certified ASA Senior Appraiser and is proficient in the appraisal of personal property. He is an expert in the markets and valuation of foodservice facilities, restaurants, food manufacturing – processing – packaging facilities, and retail store equipment, machine shops; plastics, rolling stock, construction equipment, commercial aircraft, rubber and chemical manufacturing; computer & networking equipment; printing and lithography; video and sound production & editing facilities; automotive; die casting; pharmaceuticals; textile; woodworking; laboratories, hospitals and medical equipment manufacturing;

In addition, Todd has provided expert witness testimony in numerous state and federal courts regarding fair market, residual, and liquidation values for clients such as GE Capital, McDonald’s, Nissan Motors, Ford Motor and Primus Financial.

Braun Corporation (Braunco.com) and sister company Premiere Estates Auction Company (PremiereEstates.com) are nationwide leaders in Valuation, Brokerage and Auction of Commercial and Residential real estate. The companies conduct over \$900 million of sales and valuations annually. Clients include Fortune 500 Companies, Receiver’s, Trustee’s and Fiduciaries nationwide.