

*An Advanced Seminar for
Developers and Builders*

**Rising
from
the Ashes:**
*Preparing for the
Market Turnaround*

***Atlanta History Center
Wednesday, March 26, 2008
8:00 am - 12:30 pm
Check-In and Breakfast
begin at 7:15 am***

Rising from the Ashes: Preparing for the Market Turnaround

Don't miss this seminar for a unique perspective on relevant topics in the challenging housing market including the future of housing, seller inducements, creative solutions to distressed projects, litigation arising out of failed contracts and a panel discussion on the new world of lending. Gain the knowledge, tools and resources to succeed in a stressed housing cycle. Use creative strategies to develop a niche market. Position your company now to come out on top of the market turnaround.

Breakout Sessions

9:00 - 9:40 am

How Far Can the Developer Go to Get the Deal Done? - *Ned Blumenthal & Darryl Moss*

Legal Requirements for Marketing Inside and Outside of Georgia - *Joanne Shelley*

Learning to Swim and Not Sink in Troubled Times - *Jeffrey Plowman*

9:50 - 10:30 am

Understanding the Basics of Office and Retail Condominiums - *Jane Kotake*

Learning to Live with Happy and Unhappy Homeowners and

Homeowners Associations - *Seth Weissman*

Materialman Liens; Strategies to Get You to Closing - *Jeffrey Schneider*

10:40 - 11:20 am

Developing Niche Communities - *Linda Curry*

Using Technology to Save You Money at the Closing Table - *Christa Kearney*

Developer Blues— Litigation and Beyond - *Frank Brown & John Nelson*

WHEN: Wednesday, March 26, 2008
8:00 am - 12:30 pm
*Check-in and breakfast begin at 7:15 am
in the Grand Overlook*

WHERE: Atlanta History Center
130 West Paces Ferry Road NW
Atlanta, GA 30305

COST: This seminar is complimentary for
clients and friends of the firm.

Visit www.wncwacademy.com to register or call
Stacey Sutherland at 404-926-4537.
Space is limited and registration is required.

Agenda

- 7:15 - 8:00: Check-In and Breakfast
- 8:00 - 8:50: Opening Session –
Future of Housing Design
*William Harrison, Harrison Design Associates
Jay Silverman, Lord, Aeck & Sargent Architecture
Markham Smith, Smith Dalia Architects, LLC*
- 8:50 - 9:00: *Session Change*
- 9:00 - 9:40: Breakout Sessions*
- 9:40 - 9:50: *Session Change*
- 9:50 - 10:30: Breakout Sessions*
- 10:30 - 10:40: *Session Change*
- 10:40 - 11:20: Breakout Sessions*
- 11:20 - 11:30: *Session Change*
- 11:30 - 12:30: The New World of Lending
*A Panel Discussion
Bank of America, Chase Home Loans,
SunTrust Mortgage, Wells Fargo*

**See detailed descriptions of Breakout Sessions to the left.*

Registration:

To register, please visit www.wncwacademy.com
or contact Stacey Sutherland by phone at
404-926-4537 or by email at
staceys@wncwlaw.com. Space is limited and
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Weissman Nowack
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