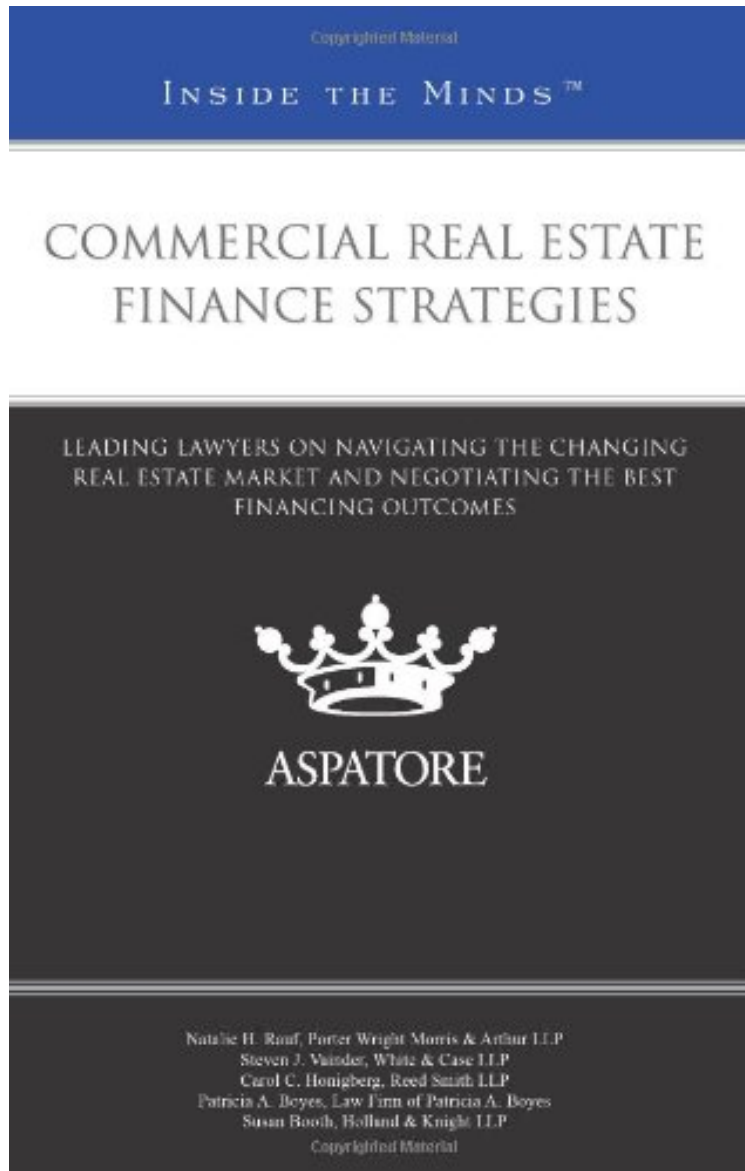


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# Commercial Real Estate Finance Strategies: Leading Lawyers on Navigating the Changing Real Estate Market and Negotiating the Best Financing Outcomes (Inside the Minds)

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Commercial Real Estate Finance Strategies provides an authoritative, insider's perspective on helping buyers and borrowers navigate the evolving real estate marketplace. Featuring experienced partners from law firms across the nation, these experts guide the reader through the intricacies of the commercial transaction process and address common challenges clients are likely to face. These top lawyers offer specific advice on negotiating lender deal points, selecting an appropriate broker, and determining property pricing based on location, condition, and economic situation. From conducting due diligence to understanding client objectives, these experts discuss the need to review loans for legal weaknesses and stress the importance of learning the goals of all involved parties. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today, as these experienced lawyers offer up their thoughts on the keys to success within this complex legal field. Inside the Minds provides readers with proven business and legal intelligence from leading C-Level executives and lawyers. Each chapter offers thought leadership and expert analysis on an industry, profession, or topic, providing a future-oriented perspective and proven strategies for success. Each author has been selected based on their experience and C-Level standing within the business and legal communities. Chapters Include: 1. Natalie H. Rauf, Partner, Porter Wright Morris Arthur LLP - "Using Experience and Market Knowledge to Help Clients Successfully Navigate Commercial Real Estate Transactions" 2. Steven J. Vainder, Partner, White Case LLP - "Effective Strategies for Helping Clients Procure and Exit Distressed Commercial Loans" 3. Carol C. Honigberg, Office Managing Partner, Reed Smith LLP - "Navigating the Process of Closing a Commercial Real Estate Transaction" 4. Patricia A. Boyes, Partner, Law Firm of Patricia A. Boyes - "Practical Considerations for the Acquisition and Disposition of Commercial Real Estate in the Current Market" 5. Susan Booth, Partner, Holland Knight LLP - "Helping Clients Achieve Successful Commercial Real Estate Financing Deals" Appendices: Appendix A: Sample Seller Representations Appendix B: Confidentiality Agreement Appendix C: Mortgage Loan Abstract Appendix D: Purchase and Sale Closing Checklist Appendix E: Summary of Terms and Conditions Appendix F: Loan Closing Checklist Appendix G: Real Estate Sales Contract and Joint Escrow Instructions