



Self Storage.... Coming to a Neighborhood Near You

Thursday, April 13, 2017

Breakfast 7:45 a.m. – Program 8:15 – 9:30 a.m.

Maggiano's Little Italy, 111 W. Grand, Chicago

How did self-storage go from "Mom & Pop" to one of the hottest real estate investments? How can you participate? Our expert panel will discuss the early days of self-storage facilities to the phenomenon it has become today and share some of their insights as to what the future holds for this unique product.

Why has self-storage become such a darling of the investment community? How do you operate facilities for the best chance of success? What's involved in selecting the best locations and getting them entitled with municipalities? What financing hurdles may lie ahead for the investor and developer? This will be a fast-paced high level introduction into the self-storage development arena. Join us for this enlightening and informative discussion.

Moderator: Michael Christie, Principal, Heritage Capital Assets & REIA Director

Speakers: Marc Boorstein, Co-Founder, MJ Partners Real Estate Services
Neil Freeman, Principal, Conlon Capital/Aries Capital
Noah Springer, Senior Vice President, Extra Space Storage REIT
Mark Sullivan, Managing Principal, Sullivan, Goulette & Wilson Ltd.

Early Registration

REIA Member – \$35

Non-Member – \$55

After 4/10/17

REIA Member – \$45

Non-Member – \$65

Valet Parking Available

**Space is limited,
so sign up now!**

P.O. Box 8033
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reia.org

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Please reserve _____ place(s) at the Thursday, April 13, 2017 Breakfast Meeting. Enclosed is \$_____.

Fax this form with your credit card number to (847) 730-3691. Or mail this form and your payment to REIA, P.O. Box 8033, Wilmette, IL 60091

Phone number (847) 676-0222. Please make check payable to REIA. [Register online at our website www.reia.org.](http://www.reia.org)

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Cancellations must be made by **Monday, April 10, 2017** or you will be billed. Reservations received after Monday, April 10, 2017 will incur a \$10 surcharge. For further information, contact the REIA Office at (847) 676-0222, info@reia.org or online at www.reia.org.