

**2015 REALTORS® Conference & Expo  
Deal Making Event**

**REGISTRATION FORM**

In the Commercial Marketplace at the REALTORS® Expo  
San Diego Convention Center  
Monday, November 16th, 2015  
9:30am – 12:30pm

Attendees and Presenters are required to complete the registration form and submit it to the NAR Commercial Division via email to **NARCommercial@realtors.org** by **November 13th at 5pm CST**. Conference Registration or an Expo Pass are required for access to the Expo Floor.

**INSTRUCTIONS FOR PRESENTERS:** Property listing information from the registration form will be duplicated by NAR and inserted into a marketing brochure to be distributed to event attendees to support the efficiency and flow of the event. Please type or print your data on the attached form or submit your form electronically, and submit multiple forms should you have more than one property to present. Visit **Realtor.org/commercial/sandiego15** for additional instructions.

**ATTENDEE**

**PRESENTER**

<b>FIRST NAME:</b> _____	<b>ADDRESS:</b> _____
<b>LAST NAME:</b> _____	<b>PHONE:</b> _____
<b>BROKER/AGENT:</b> _____	<b>EMAIL:</b> _____
<b>FIRM:</b> _____	<b>NRDS NUMBER:</b> _____

**To submit form, email to NAR Commercial at NARCommercial@realtors.org.**

Submit by **5pm CST on November 13, 2015** to ensure your property's spot in the event brochure.

**NOTICE AND DISCLAIMER:** Your dealings with other Deal Making Event participants are solely between you and such participants. NAR does not endorse or make any representations or warranties (i) with respect to any communications or dealings that occur during or following the Event, or (ii) with respect to the content of any Registration Form, including without limitation its accuracy. By submitting this form, you acknowledge that NAR's role in this event is limited to that of an event facilitator, and you agree that NAR will have no liability for any loss or damage of any kind incurred as a result of any activities you undertake in connection with or otherwise leading from this Event. You further represent and warrant (i) that you hold all necessary licenses and rights to participate in this Event, including presentation of this form and all information contained herein, and (ii) that your participation in this Event does not violate any law or third party's rights, including without limitation laws and rights pertaining to intellectual property, confidentiality, and privacy. You agree to indemnify, defend and hold NAR harmless from any third party suit or other action that arises from your participation in this Event.

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PRESENTER REGISTRATION FORM**

CONTROL: \_\_\_\_\_ Exclusive \_\_\_\_\_ Exclusive Agency \_\_\_\_\_ Principal

TITLE/HEADING OF OFFER: \_\_\_\_\_ Value: \$ \_\_\_\_\_

PROPERTY TYPE: \_\_\_\_\_ Loan: \$ \_\_\_\_\_

PROPERTY DESCRIPTION: \_\_\_\_\_ Equity: \$ \_\_\_\_\_

LOCATION: \_\_\_\_\_

BENEFITS TO NEW OWNER: \_\_\_\_\_

INCOME/EXPENSES:		<u>ACTUAL-PRIOR YEAR</u>	<u>PROJECTED-CURRENT YEAR</u>
Gross Scheduled Income	GSI	_____	_____
Vacancy	(-) VAC	_____	_____
Gross Operating Income	GOI	_____	_____
Operating Expenses	(-) EXP	_____	_____
Net Operating Income	NOI	_____	_____
Debt Service	(-) DBT	_____	_____
	<b>CASHFLOW</b>	_____	_____
	<b>CAP RATE</b>	_____	_____

**ENCUMBRANCES:**

	<u>Balances</u>	<u>Accurate as of Date</u>	<u>Payment</u>	<u>Interest Rate %</u>	<u>Loan Due</u>
Loan 1	_____	____/____/____	_____	_____	____/____/____
Loan 2	_____	____/____/____	_____	_____	____/____/____

BENEFITS SOUGHT BY OWNER: \_\_\_\_\_

CAN ADD (Additional Real Estate, Cash, and Personal Property) to Complete Transaction: \_\_\_\_\_

REMARKS: \_\_\_\_\_

CAN BE REFINANCED FOR: \$ \_\_\_\_\_

OWNER: \_\_\_\_\_ OCCUPATION: \_\_\_\_\_

BROKER/AGENT: \_\_\_\_\_ PHONE: \_\_\_\_\_

FIRM: \_\_\_\_\_ FAX: \_\_\_\_\_

ADDRESS: \_\_\_\_\_ EMAIL: \_\_\_\_\_

**PRESENTER NOTE: Be Prepared to Provide Additional Back-Up Material (see instructions)  
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