

## **MIT / NYU COLLABORATION ON NEGOTIATING WORKOUT AGREEMENTS**

**THURSDAY, APRIL 25, 2013**

*Students participating in the negotiation represent real estate degree programs from NYU Stern, NYU Law, MIT MSRED, MIT Sloan, and Harvard GSD.*

Generously hosted by:

**Fried, Frank, Harris, Shriver & Jacobson LLP  
One New York Plaza  
New York, New York 10004**

**10:00 – 10:30 a.m. Registration**

*Coffee, tea, and water will be available.*

**10:30 – 10:40 a.m. Welcome**

**Harry Silvera**

Partner, Fried Frank Harris Shriver & Jacobson LLP

**Ed Glickman**

Clinical Professor of Finance and Executive Director of the Center for Real Estate Finance Research, NYU Stern School of Business

**Tod McGrath**

Interim Chairman and Lecturer, MIT Center for Real Estate  
President, advisoRE, LLC

**10:40 – 12:00 p.m. Discussion of the Overarching Business Objectives of the Parties**

**Noon**

**Lunch**

*Boxed lunches and beverages will be distributed.*

**12:15 – 4:00 p.m. Breakout Sessions with Counsel**

Mixed teams of NYU, MIT and Harvard students will be assigned to four teams (two Lender teams, two Borrower teams) to discuss which provisions in the form Loan Modification Agreement aren't acceptable, what revisions are required, AND WHY.

**4:15 – 6:00 p.m. Negotiation Sessions with Counsel and Celebrity Judges**

Two parallel negotiations will occur between Borrower and Lender teams. Glickman and McGrath will each moderate one negotiation. Only the students will negotiate; counsel can only comment on what they've heard after the students' arguments have been made and the moderator ends discussion on a particular provision. Celebrity Judges (who are subject matter experts in this area) will also comment on the quality of the students' arguments.

**6:15 – 7:30 p.m. Closing Remarks**

**Networking Reception**

*Beer, wine, and hors d'oeuvres*