MIT CENTER FOR REAL ESTATE

NYU

MIT / NYU COLLABORATION ON NEGOTIATING WORKOUT AGREEMENTS
THURSDAY, APRIL 24, 2014

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

Generously hosted by:

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

DRAFT

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
Manish Srivastava	Clinical Associate Professor of Real Estate Finance and Investment, NYU Schack Institute
Tod McGrath	Executive Director, Lecturer, and Chairman of the Advisory Board, 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 – 3:45 p.m. **Breakout Sessions with Counsel**
Mixed teams of NYU and MIT students will be assigned to four negotiating teams (two Lender teams, two Borrower teams) to discuss which provisions in the form Loan Modification Agreement aren't workable for them, what revisions are required, AND WHY.

4:00 – 6:00 p.m. **Negotiation Sessions with Counsel and Celebrity Judges**
Two parallel negotiations will occur between Borrower and Lender teams. 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 of a particular provision. Celebrity Judges *(Bob Lieber, Rob Verrone, Ron Pastore, Peter McNally, Bob Garrow, FX Jacoby, Rob Gifford, Rob Silpe, Michael Nash, Larry Ellman and Chris Westfahl, among others)* will offer helpful commentary on the quality of the students' arguments.

6:15 – 7:30 p.m. **Closing Remarks and Networking Reception**
Beer, wine, and hors d'oeuvres