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International Transaction Forum

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Experts Speak on International Transactions

A crowd of about 100 gathered at the East Bank Club on April 7 to hear five panelists speak on International Transactions. The experts discussed legal and financial issues as well as making contacts and conducting business abroad, focusing on Western Europe. The panel used a case study involving an actual transaction of a condo by a foreign national.

Donald Garner, LLM, an immigration attorney, spoke about what it takes for immigrants and foreign nationals to do business in this country. Garner is an active member of the American Bar Association, the American Immigration Lawyers Association, NAFSA: Association of International Educators, President-Elect of the Fulbright Association of Chicago and President for 2006 of the Rotary Club of Chicago.

Eugene Golub, author and founder of Golub & Company, spoke of the emerging marketplace in Europe. During its nearly 40 year history, Golub & Company has been involved in more than \$20 billion in real estate transactions both here and abroad. Among his projects in Warsaw, Prague, Budapest and St. Petersburg are the 750,000 square foot Warsaw Financial Center and Warsaw Corporate Center, Poland's first viable new office building which won the prestigious FIABCI Prix d'Excellence Award.

Anita Lutkus, J.D., M.A., Vice President and Manager of the Land Trust Department of Cole Taylor Bank, talked about land trusts and how foreign nationals can work with them. She is a member of the Chicago and Illinois State Bar Associations and the Land Trust Counsel of Illinois. Lutkus is well-respected for her ability to handle complex transactions as well as her ability to educate and guide attorneys regarding creative uses of land trust.

Cormac Meehan, BBS, FIAVI, FRICS, FSCS, MCI Arb, CIPS, former President of FIABCI Ireland and a Chartered Surveyor and Real Estate Agent in Northwest Ireland, spoke mostly about ICREA and WorldProperties.com. Cormac is a former President of the Irish Auctioneers and Valuers Institute (IAVI) and is currently the first Co-Chairperson of the International Consortium of Real Estate Associations. He has articles published in national and international property journals.

Leo Civelli, the "Donald Trump of Italy," spoke to the audience on the phone from Milan. He is the CEO of Real Estate Advisory Group (REAG) Europe and Managing Director of REAG Italy. He is responsible

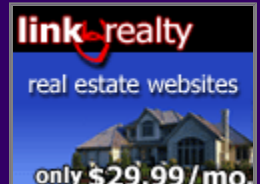
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for the direction and supervision of various real estate related assignments, as well as for the business development of real estate consulting services. Civelli has extensive experience in managing multibillion euro spin off operations and appraising income-producing properties.

CAR's International Committee hosted the luncheon, which was followed by a question and answer session.



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