

# Commercial Real Estate Financing **Panel** and **MIXER** *Network With Experienced Real Estate professionals*

Market is constantly changing and the number of transactions is going up. Will you be positioned to take advantage the turn around? It won't be like last year, or any other year you've experienced for that matter.

**Oakland Association of Realtors Office**  
1528 Webster St Oakland CA  
May 19, 2011  
1:00pm-4:30 pm

### Smith-Craigne Real Estate Financing

Ed Craine



Ed Craine is the C.E.O of award winning Smith Craigne Real Estate Financing, one of the oldest independent Mortgage Companies in San Francisco, California. A 25+ year veteran of the real estate financing industry, Ed has originated and negotiated loans in excess of \$2 billion. Recently, Ed was named the mortgage broker of the year by the California Association of Mortgage Brokers.



**Chinatrust Bank (U.S.A.)**  
中國信託

### Chinatrust Bank (USA)

Bob Chang

Over 20 years of banking experience in retail and international banking. Well versed in small business and commercial real estate lending including SBA, international trade finance and mortgage. Chinatrust Bank (USA) can qualify foreign investors based on their foreign income. We have a total commitment to commercial real estate lending.

**RSVP**  
Mellissa Bush  
melissa@oar.org

**Agenda**  
Registration  
1:00—1:30

Panel Discussion  
1:30—3:30

Mixer  
3:30—4:30

**Questions**  
Aziz Khatri  
520-368-8347  
Aziz@KW.com



### Global Funding Partners

Nicole Kayes

Nicole Kayes is the President and Founder of , Global Funding Partners, arranging financing for commercial properties throughout the country. With over 14 years of professional experience in the finance and banking industry, she helps clients in the commercial lending arena by knowing the clients' objectives and facilitating access to the lending program that best fits those objectives.



### Torrey Pines Bank

Margaret Lowell  
VP, Branch Manager

Margaret generates lending activities and coordinates a seamless credit approval process for clients. Margaret has 25 years working in commercial and construction lending including SBA 504. Torrey Pines Bank offers Private banking experience to all of its clients. Along with real estate purchase loans and lines of credit. Torrey Pines Bank also offers construction loans in today's market.

**Rodney Thompson — TRI Commercial**

**Aziz Khatri — KW Commercial**

McGuire-Reid Insurance Agency



**Infrared Thermal Inspections**  
510-843-3262

