



**IFMA**  
International Facility Management Association  
SACRAMENTO VALLEY CHAPTER

**Location and Time**

**United Corporate  
Furnishings**

1780 North Market Blvd.  
Sacramento, CA 95834

**9:00 a.m. – 11:00 a.m.**

**Wednesday, September 17, 2008**

**Registration Form**

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Guest Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

# Members \_\_\_\_\_ # Guests: \_\_\_\_\_

\_\_\_\_ VISA    \_\_\_\_ Master Card    \_\_\_\_ AMEX

#: \_\_\_\_\_ Exp.: \_\_\_\_\_

Name on Card \_\_\_\_\_

Signature: \_\_\_\_\_

**Registration Fees**

\_\_\_\_\_ IFMA Member                    \$20  
\_\_\_\_\_ Non-Member/Guest            \$25  
\_\_\_\_\_ Late/On-site fee amount:      \$30

**Must register by September 15, 2008**

All no show reservations that have not paid in advance will be billed. No refunds will be issued unless cancellation is received more than 48 hours in advance of the event.

**Pay your registration by check or credit card.  
Make your check out to IFMA and mail to:**

Pamela Johnson, Chapter Administrator  
P.O. Box 13389 Folsom Blvd. #300-315  
Folsom, CA 95630  
Phone: 916-212-3362; Fax: 916-244-7151  
Email: ifma.admin@ifmasac.org

**September 2008 Monthly Program**



**LEASING  
NEGOTIATIONS**

*Presented by:*

**Winnifred C. Ward**

*Continuing Education Approved*

**T**his presentation will start with the basics of lease review and will move into a specific discussion of lease negotiations, ending with the concept of “Leasing as a Long-Term Relationship”. After attending this program, you will have a better understanding of the following 3 areas:

- ◆ New Lease Transactions
- ◆ Lease Amendments
- ◆ The Role of Brokers

Winnifred C. Ward is a partner in the Real Estate Practice Group of Downey Brand LLP. She specializes in office, retail and industrial commercial leasing. She has represented numerous landowners in the greater Sacramento area, as well as national tenants in the leasing of office and retail space throughout the United States. Ms. Ward earned an A.B. degree in international relations from Brown University, and her J.D. degree from University of California Davis School of Law (King Hall).