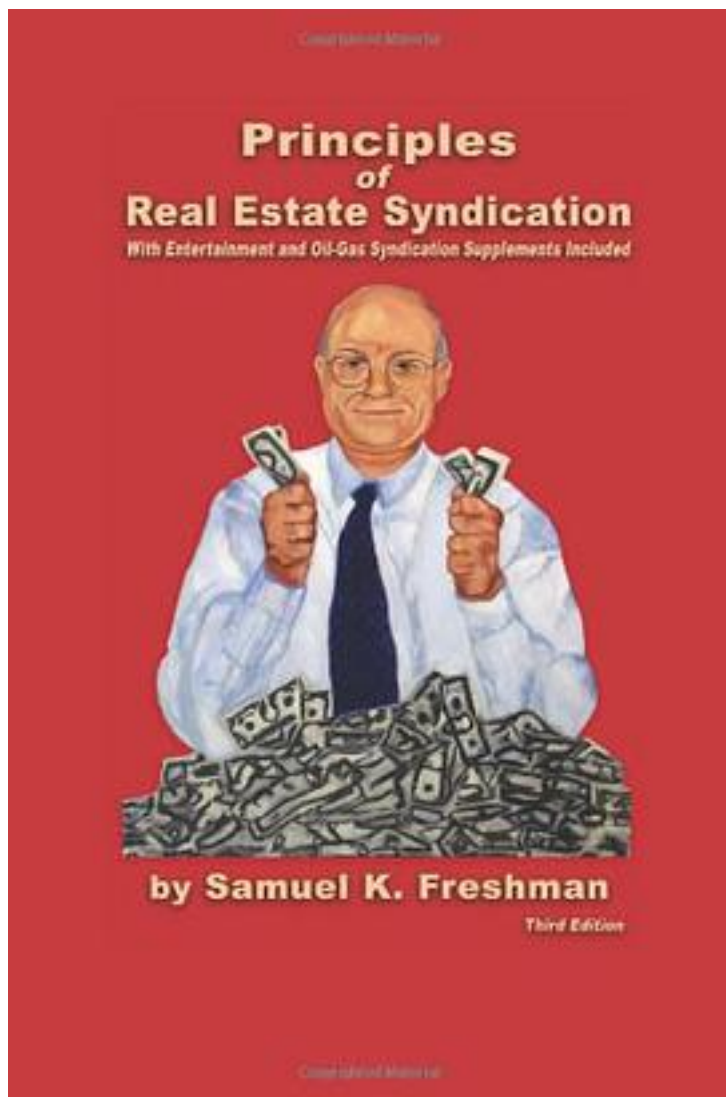


Principles of Real Estate Syndication



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著者:Freshman, Samuel K.

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50,000 copies have been sold of earlier editions of this book. This work is a "how to do it" book with definitive and up to the minute easy to understand thinking on real estate syndication theory and practice. The book contains excellent examples and illustrations. Within the many pages the ideas and illustrations can be applied to any type of business enterprise including Entertainment, Oil and Gas, Timber, Agricultural, Manufacturing, Restaurant, Venture Capital, Import and Export, and all other kinds of industries. THE AUTHOR Samuel Freshman has long distinguished himself in the legal and real estate field. He is a past Chairman of the Legal and Accounting Committee of the California Real Estate Association Syndication Division. He has lectured extensively on the subjects of real estate syndication, finance and law before Realty Boards, Bar Associations, CPA Societies, Colleges and Universities. Mr. Freshman assisted in the preparation of both the California Corporation and Real Estate Commissioner's syndicate regulations. He is a partner in numerous real estate investments. He is a graduate of Stanford University and Stanford University Law School. In 1958 he founded and became the senior partner of a prestigious Los Angeles law firm. In 1962 Sam formed Standard Management Company which has sponsored hundreds of millions of dollars of investments in real estate projects throughout the U.S.A. An author of many Articles on Syndication and real estate he has qualified numerous times as an expert witness on real estate and finance in both the federal and state courts. CONTENTS (Partial) The book contains 22 chapters covering such vital matters as: What is Syndication?, Types of Syndications, Why Syndicate Interests are Purchased, Syndication Leverage, Syndication Risks and Responsibilities, Advantages and Disadvantages of Syndication, Syndication Motivation and Profit Formulas, Selecting What to Syndicate, Syndicating Cash to Loan, Syndicating for All Cash, How to Acquire Property, The Profits Agreement, Sources of property, How to prepare an agreement for Purchase and Sale of Property, Leverage Techniques, Selecting the Entity, Tax Considerations, Preparation of the Partnership Agreement, Licensing and Regulation of Syndication Activities, Finder's Fees and Brokerage Commissions, How to Market Syndicate Shares, and Providing Liquidity for Syndicate Interests. The work contains extensive glossaries of real estate, entertainment, and oil and gas terms as well as an Appendix of applicable rules, regulations and forms.

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