

## Mogul mastermind #14

*October 27th 2016*

### Introduction & Market update:

We will introduce the meeting and provide some useful insights into what should be happening into the winter season in Edmonton.

### Jen MacDonald:

*Jennilee is our Whitestone Property Management director. She has many years' experience in property management and administration.*

### Turning on your tenant BS meter

Jen will unveil her secret to seeing right through a dishonest tenant from her years of experience. Learn how to set meaningful expectations and how to get tenants to do what they say they're going to do and when. And of course, the most critical skill of all, good tenant screening.

### Networking:

It's always important to get to know the people in your network.

### Chase Allen:

*Chase has been a part of the Canada ICI team since 2012. He is the Vice President of Canada ICI's Winnipeg office overseeing and originating debt and equity opportunities in the Alberta, Saskatchewan, and Manitoba marketplaces. Prior to coming to Canada ICI, he worked with another brokerage based in Edmonton, Alberta.*

*Chase builds strong relationships with lenders and clients, and brings an innovative approach to the financing process. With over \$650 million in structured financing placed in his career, he is dedicated to making Canada ICI the leading Canadian brokerage and lending firm.*

*He is originally from Edmonton and is a member of: NAIOP Edmonton; the British Columbia, Alberta, Saskatchewan, Manitoba and Ontario Mortgage Brokers Associations; and the Canadian Association of Accredited Mortgage Professionals.*

This is a rare opportunity to spend some time with one of Canada's top commercial mortgage brokers. Chase works with some of Canada's biggest companies in the commercial real estate world and is going to talk to the mogul group about financing multifamily property from the lender's perspective. You do not want to miss this opportunity to learn the bank's secrets right from the source.

