

## Negotiating Real Estate Deals 2025

### Strategies for Distressed Loans

06.10.2025 | 2:30-3:45 PM EDT

Event Sponsor: Practising Law Institute

This segment will cover workouts, lender remedies, and other strategies for commercial real estate distressed loans. After completing this session, participants will be able to:

- Prepare for a loan workout
- Advise clients on events of default and acceleration
- Understand election of remedies
- Evaluate guaranty enforcement and deficiency judgments
- Foreclosure and Receivership
- Assess lender liability
- Manage a pre-negotiation agreement
- Compare workout strategies, including the exchange of concessions for enhancements
- Review the use of deeds in lieu of foreclosure

#### Speaker:

- Richard Fries, Partner, Sheppard Mullin

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### Attorneys

Richard S. Fries

### Practice Areas

Distressed Real Estate Loan Workouts and Enforcement

Real Estate, Energy, Land Use & Environmental