

Bryan Goolsby Speaks at PLI's Real Estate M&A and REIT Transactions 2018

JANUARY 19, 2018

Real Estate Partner Bryan Goolsby participated in [Practising Law Institute's Real Estate M&A and REIT Transactions 2018](#), held in New York on January 19, 2018.

The program provided an in-depth look at REIT and commercial real estate industry trends, along with key recent transactions, helping attendees navigate the complex structures, legal frameworks, and dynamics of the current environment. Specifically, the agenda included the following:

- How to understand and evaluate the current REIT and M&A landscapes—what trends and developments must you watch?
- How to address disruption, both from an operational and a transactional perspective, and how to get ahead of the disruptors
- How to think about the various REIT structuring alternatives and methods of accessing the capital markets—including spin-offs, conversions, access to capital in a public vs. private model, and other trends for capital raising
- How to address the latest governance concerns—particularly in the face of rising activism
- How to evaluate the current tax landscape
- How to complete an M&A negotiation start to finish—learning by example through a mock negotiation

Managing partner of Winston's Dallas office, Bryan is a nationally-recognized REIT attorney who has represented many of the nation's leading publicly traded real estate operating companies in connection with their securities, merger and acquisition, and corporate governance matters.

1 Min Read

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Bryan Goolsby