

## **Randi Schillinger to Speak at Mid Atlantic Real Estate Journal's 9th Annual Commercial Real Estate Conference**

March 22, 2022

On Tuesday, March 22nd, Randi Schillinger will participate in a panel discussion entitled "A Discussion with Today's Capital Providers and Influencers as we 'Follow the Money'" at Mid Atlantic Real Estate Journal's 9th Annual Leadership Conference webinar.

Randi and the panel will discuss the current state of the commercial real estate market, recent deals closed, deal negotiations and structuring, current lending programs, doing business in a pandemic environment, transactional issues between borrowers and lenders and insights into competing for new business. Joining Randi on the panel are: Jose Cruz of JLL Capital Markets, Michael Claisse of Spencer Savings Bank, Ken Wood of Verus, and Steve Novak of Lakeland Bank.