

Charles Tourtellotte participates in a panel discussion on Real Estate Opportunity & Private Fund Investing at the 21st Annual IMN Winter Forum in Laguna Beach - January 22-24, 2025

The 21st Annual
WINTER FORUM ON
**REAL ESTATE
OPPORTUNITY &
PRIVATE FUND
INVESTING**

January 22-24, 2025

Montage Resort and Spa
Laguna Beach, CA

<https://imn.org/laguna>



FEATURED SPEAKER

**CHARLES
TOURTELLOTTE**

CEO

LaTerra Development



Use Discount 'SP20' for 20% off a new registration

Attracting Capital Through Innovative Fund Structures

📍 General Session - Grand Ballroom 1-3 ● Session

- Current structures and strategies sought by LPs, including preferred equity and rescue capital
- Open-end vs closed-end funds (adding Adviser-Led Secondary/continuation fund rights)
- Discretionary funds vs investor approvals in opt-in funds and programmatic JVs
- What's the latest with waterfalls: IRR and MOIC hurdles, catch-ups and promote (carried interest)
- Blocker structure/REIT subsidiary alternatives for foreign investors and UBTI-sensitive investors
- GP alternative structures: investor co-investment rights & investor participations in GP promote
- Key principal/employees promote participation grants

Chairperson



[Sandy Presant, Co-Chair, Global Real Estate Fund Practice - Greenberg Traurig](#)

Speakers



[Steven Loffman - Raymond James Real Estate](#)



[Charles Tourtellotte - LaTerra Development](#)



[Chad Carpenter, CEO - Reven Capital](#)



[Michael Tillman, CEO - Inception Investments](#)