



Moderator:
Zane Doyle
Phoenix American Financial
Services



Adam Larson
Cottonwood



Brian Rivera
CIM Group



H. Michael Schwartz
SmartStop Asset
Management



Alts Series

Nontraded REITs 2.0: Your Clients Deserve Private Real Estate Returns

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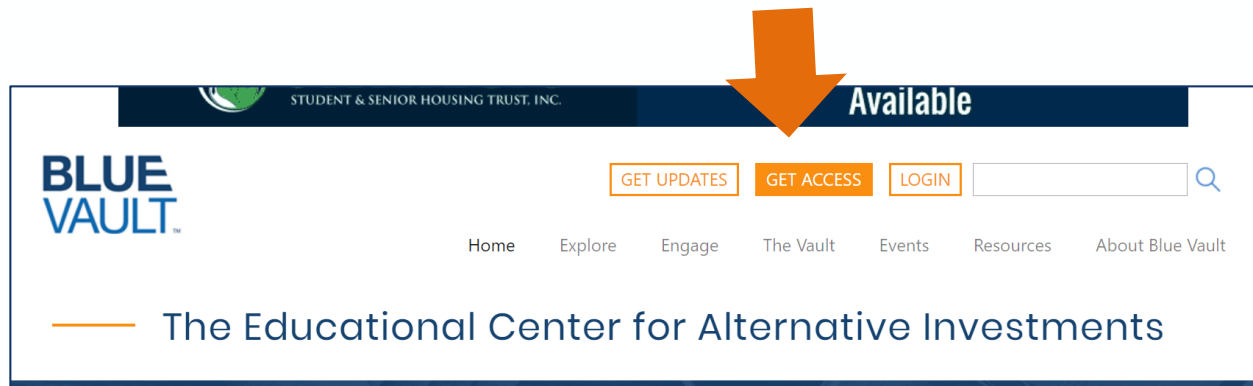
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About the Panel

Moderator: Zane Doyle



Zane Doyle has over 14 years of experience in Operations in the financial services industry. He is responsible and financial goals, while nurturing the client and for analyzing and developing the strategies and infrastructures to achieve operational objectives for investor relations that ensure long-term fiscal viability. Before joining the company, he served as VP, Client Services at Cole Capital and EVP, Operations for Everest Financial Advisors, and Director of Investor Services at Phoenix American Financial Services, Inc.

Adam Larson



In addition to serving as our Chief Financial Officer, Mr. Larson also serves as the Chief Financial Officer of Cottonwood Multifamily REIT I, Inc. and Cottonwood Multifamily REIT II, Inc. Through September 2018, Mr. Larson was the Senior Vice President of Asset Management of Cottonwood Residential, Inc. In this role he provided strategic guidance with respect to asset management, financial planning and analysis, and property operations. Prior to joining Cottonwood in June 2013, Mr. Larson worked in the Investment Banking Division at Goldman Sachs advising clients on mergers and acquisitions and other capital raising activities in the Real Estate, Consumer/Retail and Healthcare sectors. Mr. Larson previously worked at Barclays Capital, Bonneville Real Estate Capital and Hitachi Consulting. Mr. Larson holds an MBA from the University of Chicago Booth School Of Business, and a BS in Business Management from Brigham Young University where he also served as Student Body President.

Brian Rivera



Brian Rivera serves as Senior Vice President, Business Development at CIM Group®. In this role, he manages the team responsible for developing distribution relationships for the entire CIM platform of funds with wirehouses, regional banks and broker-dealers, expanding on the efforts and groundwork that has already been accomplished.

Mr. Rivera has worked in the financial services industry for 22 years. Prior to joining CIM, he served at Cole Capital for more than seven years. Mr. Rivera was also a Regional Vice President for the Central California territory at KBS Capital Markets. He moved to that territory after serving the Ohio Valley region and developing it into one of the top three producing territories. Prior to joining KBS Capital Markets Group, Mr. Rivera was a Regional Vice President at MetLife Investors where he was responsible for the distribution of fixed and variable annuities, as well as long term care products. During two of his four years at MetLife Investors, Mr. Rivera was recognized as one of the top three producing wholesalers.

Mr. Rivera earned a Bachelor of Arts degree from Franklin and Marshall College. He holds FINRA Series 7, 24 and 63 licenses.

H. Michael Schwartz



H. Michael Schwartz is the CEO of SmartStop Asset Management, LLC (SmartStop), a diversified real estate company focused on self storage, student housing and senior housing assets. The company has approximately \$1.8 billion of real estate assets under management, including 128 self storage facilities located throughout the United States and Toronto, Canada, comprised of approximately 80,000 units and 9.5 million rentable square feet. SmartStop's real estate portfolio also includes five student housing communities with approximately 2,800 beds and 1.1 million square feet of space, as well as four senior housing communities with approximately 650 beds and 500,000 rentable square feet of space. SmartStop is the sponsor of three public non-traded REITs: Strategic Storage Trust IV, Inc., and Strategic Storage Trust II, Inc., both focused on self storage assets, and Strategic Student & Senior Housing Trust, Inc. focused on student and senior housing assets. SmartStop is also a national sponsor of Section 1031 exchange offerings using the Delaware statutory trust structure.

In 2007, Mr. Schwartz founded SmartStop Self Storage, Inc., a fully integrated, self-administered and self-managed self storage company, owning and/or operating 169 self storage properties in 21 states and Toronto, Canada. In 2015, Mr. Schwartz negotiated the \$1.4 billion sale of SmartStop Self Storage, Inc. to Extra Space Storage, Inc., the second-largest storage operator in the United States. In January 2019 he successfully negotiated a second full-cycle REIT liquidity event with the all-cash merger of Strategic Storage Growth Trust, Inc. with Strategic Storage Trust II, Inc. for \$12.00 per share.

In 2016, Mr. Schwartz developed a \$33 million mixed-use facility in Ladera Ranch, California that includes self storage, corporate office space and a 63,000-square foot, state-of-the-art sports center. The Ladera Sports Center has eight basketball/volleyball courts, a concession area with seating for 130 patrons, 28 LCD monitors and live streaming capabilities from each court.

Mr. Schwartz has more than 29 years of experience in real estate, securities and corporate financial management. During the last 17 years, he has transacted more than \$5 billion in office, industrial, retail, student housing, senior housing, and self storage properties. He is a renowned expert on commercial real estate, REITs and 1031 structures; is frequently invited to speak at national conferences; and has been interviewed by major news media.

Mr. Schwartz holds a bachelor's degree in business administration, with an emphasis in finance, from the University of Southern California. In 2010, he was named one of "The Top Ten People to Watch" by National Real Estate Investor



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EDUCATIONAL SERIES

WEBINAR

Q1 2019 NTR/BDC Quarterly Review Summary

June 18 @ 2:00 pm - 2:30 pm
Stacy Chitty | *Moderator*
Luke Schmidt | *Speaker*
James Sprow | *Speaker*



EDUCATIONAL SERIES

WEBINAR

Finding Value and Opportunities in the Commercial Real Estate Market

June 27 @ 2:00 pm - 3:00 pm
Stacy Chitty | *Moderator*
James Barry | *Panelist*



PERFORMANCE SERIES

WEBINAR

A Deeper Look at Blackstone, Bluerock, and CION

July 11 @ 12:00 am



EDUCATIONAL SERIES

WEBINAR

Are Interval Funds Performing?

July 16 @ 2:00 pm - 2:30 pm
Stacy Chitty | *Moderator*
James Sprow | *Presenter*
Luke Schmidt | *Presenter*

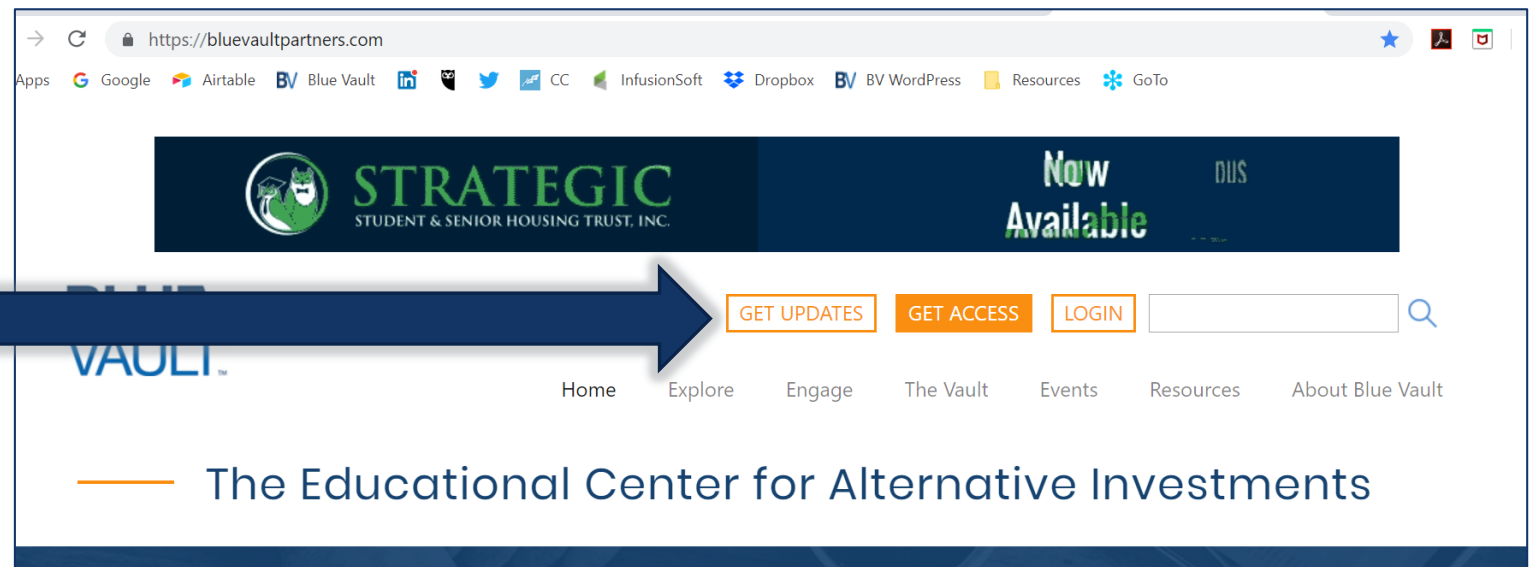
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Performance Series Webinar:
**A Deeper Look at
Leitbox, Sixty West
and Triton Pacific**

Oct. 8th at 2:00 pm EDT

Technology Series Webinar:
Technology – Part 2

Oct. 15th at 2:00 pm EDT

Alts Series Webinar:
**Understanding Blue
Vault Research**

Oct. 17th at 2:00 pm EDT

For information and registration links, go to
www.bluevaultpartners.com/event-calendar

Introducing the Interactive Dashboard

As a new benefit to our subscribers, Blue Vault is pleased to announce our Nontraded REIT's database and interactive dashboard. This new offering gives our subscribers access to the most comprehensive view of NTR sales anywhere. The database compiles historical NTR sales data and the dashboard allows users to review, compare, and filter the information based on a number of data points.

DASHBOARDS



NTR

NTR Capital Raise (by REIT)
View annual capital raise by individual nontraded REITs or for selected groups of REITs



NTR

NTR Capital Raise (by Industry)
View total capital raised by all effective nontraded REITs.



NTR

NTR Capital Raise (By Sponsor)
View the yearly capital raise by individual sponsors or a group of sponsors

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Thank You!