



**PRESS RELEASE**

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**Real Estate Author Frank Gallinelli to Speak at the Learning Annex**

**SOUTHPORT, CT** — Frank Gallinelli, author of *What Every Real Estate Investor Needs to Know About Cash Flow ...and 36 Other Key Financial Measures* will conduct a series of seminars at Learning Annex locations around the country during the months of May and June. These seminars get to the heart of the financial analysis of real estate investments with plain-language explanation and user-friendly examples.

Gallinelli will teach attendees how to interpret a variety of measurements of investment quality including: net operating income, capitalization rate, discounted cash flow, internal rate of return, breakeven ratio and many more financial measurements of real estate investing. Filled with real-world examples and helpful rules of thumb on how to read a property's financial vital signs, the seminars make this material accessible to beginners and professionals alike.

Locations, Dates and Times:

Minneapolis, MN	May 22, 2004	1:00 pm – 4:00 pm
NYC, New York	June 3, 2004	6:45 pm – 9:45 pm
Los Angeles, CA	June 14, 2004	6:45 pm – 9:45 pm
San Diego, CA	June 15, 2004	6:45 pm – 9:45 pm
San Francisco, CA	June 17, 2004	6:45 pm – 9:45 pm

To enroll in a seminar or for more information go to the Learning Annex online at [www.learningannex.com](http://www.learningannex.com) or contact their local office in each city.

Frank Gallinelli is founder of RealData, Inc., a privately held company that has created financial analysis, cash flow planning and development pro forma tools for the real estate investment and development community since 1981. He has also taught as a Guest Lecturer at Columbia University. RealData offers products for income-property analysis and for commercial and residential development. The company has marketed its products online at [www.realdata.com](http://www.realdata.com) since 1996.

To request a review copy of the book, please contact: [publicity@mcgraw-hill.com](mailto:publicity@mcgraw-hill.com)

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