

Prudential Financial's online newspaper

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IN THE NEWS

Billion dollar feeding frenzy

Investments & Pensions Europe this month reported that more than \$40 billion has been invested to convert publicly traded real estate companies into private firms. Prudential Real Estate Investors (PREI) has been among the players, including participation in a deal to privatize some office building assets from Prentiss Properties. "We are expecting more deals like this in the future," said **Rob Falzon**, managing director of PREI. Falzon said such deals allow investors to acquire large portfolios instead of going through the painstaking process of buying one property at a time.

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Art Ryan visits New Jersey agency

Members of Agency Distribution's Oradell, N.J. agency hosted Chairman and CEO **Art Ryan** for a half-day visit earlier this month. Ryan kicked off the visit by speaking with new sales professionals about the importance of their role in the community. "More and more, as we look around the country and around the globe, we realize that people are not preparing for their future--whether it's protecting their assets, growing their wealth, securing their retirement or ensuring that their children go to college," Ryan noted. "As sales professionals, you have the ability to offer the clients you serve products and services that can provide financial security and, most importantly, peace of mind."



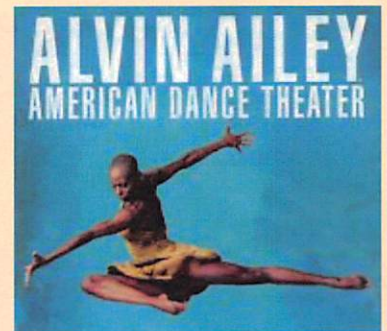
John Savadjian discusses the agency's success with Art Ryan.

Ryan also congratulated the entire agency for earning the 2005 President's Trophy as Prudential's leading agency. Representing Agency Distribution's "best in class," the President's Trophy is given annually to the leading producer, manager of financial services and agency.

"It was a great day for us, and we really appreciated the time Art took to share the direction of the company," says **John Savadjian**, managing director of the Oradell Agency. "His extraordinary leadership over the past 12 years has led our company to be one of the largest diversified financial services organizations."

Prudential has a hand in bringing Alvin Ailey to the stage

"Terrific dancing." "It had the house rocking." "They manage to be elegant and delicate without lapsing into mannerism." While Prudential can't take credit for the dancing and choreography from the Alvin Ailey American Dance Theater that drew such reviews, it had a very big hand in bringing the performances to the stage.



The Prudential Foundation was the lead sponsor of Alvin Ailey's 2006-2007 New York season, which kicked off its five-week run at the New York City Center on Nov. 29. In fact, the Foundation has been a leading supporter of the dance company for more than 15 years.

DID YOU KNOW ...

On this date in 1892, Pyotr Ilyich Tchaikovsky's "The Nutcracker Suite" premiered at St. Petersburg's Mariinsky