



Register today for the Annual NYS Commercial Real Estate Conference

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By: Michael Johnson

The 11th Annual Conference, sponsored by NYSCAR, NYS CCIM, NYS SIOR and the Society of Exchange Counselors will be held June 18-20 at the Turning Stone Resort & Casino in Verona. John Lavelle (Pine Bush) will serve as chairman of the conference. (Go to: www.nyscar.org for full information and to register today! Be sure to also secure your hotel reservations, as rooms go quickly).

We are pleased to announce that Herb Krumsick, SIOR, CCIM, CRE, FRICS (senior VP, J.P. Weigand and Sons Realtors, Wichita, Kansas) will be the keynote speaker at the main networking event on Tuesday evening! Krumsick is a fantastic speaker and we are really looking forward to hearing from him on the state of the market. Krumsick has proven his talents in the workplace having bought, sold or brokered \$1 billion in commercial real estate (when a billion was a billion!) He will give attendees a lively economic update on the state of the industry, looking at the past, present and his thoughts for the future. We invite you to hear Krumsick's address, "Where We Are - and Where 'I Think' We Are Going!"

This year features a new two-day format which includes a full day of marketing and a full day of education. On the evening of June 18, SEC will hold their annual dinner for their members and invited guests. Also on June 18, NYSCAR will hold an "Open House." This is a new event which will give attendees an opportunity to talk with NYSCAR president Michael Johnson, chairman Lavelle and the NYSCAR staff on an individual basis. The staff will have a computer set up to answer your questions about the website, including showing you how to send your property information via broadcast email.

On Tuesday, June 19, the day will open with round table discussions during breakfast. Alan Hendrickson will chair this new session which will precede the full day marketing session, moderated by Jim Wilson, CCIM, SEC (Florida) and Chuck Sutherland, SEC (Texas). CCIM will hold their chapter meeting and reception at 5 p.m. also on Tuesday.

June 20 will be the Education Day and will feature several pertinent courses: "Primary Economic Principles of the Real Estate Market & Transaction Structuring," instructed by Jim Wilson, CCIM, SEC which will be a full day course. Joe Larkin, CCIM will instruct a three-hour course on the topic of "Valuing Commercial Real Estate in Today's Market." NYSCAR past-president Edward Smith, Jr., ITI will teach "Discrimination Issues in Commercial Brokerage." (Since July 2008, renewing your real estate license requires 22.5 hours of continuing education every two years, which must also now include three hours of Fair Housing/Discrimination education - this course satisfies the three-hour requirement).

Also, SIOR will sponsor "Technology Tools for Commercial Real Estate," instructed by Joe Larkin, CCIM on the afternoon of the 20th.

Many thanks to the conference sponsors for supporting the event:

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There is still time to join us! We invite you or your company to be a vendor at the conference. If you are interested in getting some great exposure for your company, please contact Ali Mann (amann@nysar.com) for additional information. We are excited about the new format and look forward to seeing you at the event!

Michael Johnson is the 2012 president of NYSCAR and is a licensed associate real estate broker at Realty USA, Lewiston, N.Y.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540