



## **NYSCAR to hold 11th annual conference June 18-20**

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The New York State Commercial Association of REALTORS (NYSCAR) will hold its 11th Annual New York State Commercial Real Estate Conference from June 18-20 at the Turning Stone Resort & Casino. The conference is one of the largest commercial investment real estate conferences in the Northeast and is jointly sponsored by the NYS CCIM Chapter, the Upstate and Downstate Chapters of SIOR, and the Society of Exchange Counselors.

The conference features a full day of marketing on June 19 and a full day of education on June 20. The marketing day will include an investment marketing session, moderated by James Wilson, CCIM, SEC, EMS, and Charles Sutherland, SEC, which aims to generate potential brokerage transactions and networking opportunities.

"The heavy hitters are coming in for the marketing session, and we're expecting to be moving some properties," said John Lavelle, conference chairman.

The education day will feature several pertinent courses, including: "Primary Economic Principles of the Real Estate Market & Transaction Structuring," taught by Jim Wilson, CCIM, SEC; "Valuing Commercial Real Estate in Today's Market" and "Technology Tools for Commercial Real Estate," taught by Joe Larkin, CCIM; and "Discrimination Issues in Commercial Brokerage," taught by NYSCAR past president Edward Smith, Jr., ITI.

On the evening of June 19, Herbert Krumsick, senior vice president of J.P. Weigand & Sons, Inc., will give the keynote address and update attendees about the state of the industry, looking at the past, present and his thoughts for the future.

"All commercial real estate practitioners are welcome to attend the conference, and we encourage you to join us for a phenomenal opportunity to market properties, network and learn," said Mike Johnson, NYSCAR president.

Online registration is available at [www.nyscar.org](http://www.nyscar.org) through June 17. The fee is \$175 for members and \$225 for non-members. On-site registration is available at \$200 for members and \$250 for non-members.

NYSCAR is a local board of REALTORS dedicated to commercial real estate interests throughout the State of New York.

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