



There's still time to register for the conference

June 11, 2012 - Front Section

By Michael Johnson

If you want a great networking opportunity, we invite you to join us at The 11th Annual Conference, sponsored by NYSCAR, NYS CCIM, NYS SIOR and the Society of Exchange Counselors to 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!)

We are thrilled to have Herb Krumsick, SIOR, CCIM, CRE, FRICS (senior VP, J.P. Weigand and Sons Realtors, Wichita, Kansas) as the keynote speaker for the main networking event on Tuesday evening! We invite you to hear Herb's address "Where We Are — and Where 'I Think' We Are Going!"

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 have a new two-day format which includes a full day of marketing and a full day of education. We will also have roundtable discussions at breakfast on the 19th and 20th. NYSCAR secretary, Alan Hendrickson is chairing this new program at the conference with topics and moderators as follows: Shopping Centers & Retail, Paul Fetscher, CCIM, Great American Brokerage; Tenant Representation, Buddy Norman, National Pres. KW Commercial; First Time Conference Attendees, James Walker, Foresite Realty Advisors; Office Leasing, Jerry Norton, CCIM, SIOR, MCR; Property Tax Reductions, Ted Welter, CCIM, CPM, Welter Realty; Multifamily Investments, Bob Gliniecki, CCIM, SEC, Foresite Realty Advisors

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, there will be a full day marketing session, moderated by Jim Wilson, CCIM, SEC (Florida) and Chuck Sutherland, SEC (Texas). This is an outstanding opportunity to market your properties, network with your colleagues and do some business! If you have questions regarding the marketing session, please email marketing session manager, Bob Gliniecki, CCIM, SEC.

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 3 hour requirement). Also, SIOR will sponsor “Technology Tools for Commercial Real Estate,” instructed by Larkin on the afternoon of the 20th.

Sponsorship

Many thanks to the conference sponsors for supporting the event which include: Diamond Sponsor: Cushman & Wakefield/Pyramid Brokerage Co., Platinum Sponsor: New York Real Estate Journal; Silver Sponsor: Commercial and Industrial Real Estate Brokers, Inc.; Exchange Authority; Key Bank; KW Commercial; LaBella Associates; Narrative 1; Orange County Partnership; The Chazen Cos.; and Wells Fargo.

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!

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