



## **Western NY and RAC of NYSCAR held education, expert panel discussion and marketing event**

June 10, 2013 - Upstate New York

Western New York and Rochester Area Chapters of the New York State Commercial Association of REALTORS® held a full day of education, expert panel discussions and marketing on April 24.

There were 45 attendees for the education, expert panel discussion and marketing event co-sponsored by the Western New York and Rochester Area Chapters of NYSCAR at Terry Hills Golf Course and Banquet Facility. The education session entitled, "Investing in Real Estate within a Self Directed IRA - How to Buy Real Estate in a Retirement Plan" was taught by Jennifer Dizmang-Smith. Those who attended qualified for three hours NYS Realtor Continuing Education credit.

Almost 20 additional attendees arrived for our luncheon and expert panel discussion. Speakers included: William Huntress, CEO, Acquest Development, specializing in Industrial; Michael Montante, Vice President, Uniland Development, specializing in Office; and Michael Mundy, Executive Director, National Leasing, Benderson Development, specializing in Retail. Our moderator was Scott Burdett, VP Marketing and Brokerage Services, Flaum Management.

The day was capped off with a fast paced, deal-making Marketing Session where attendees presented properties for sale/lease, highlighted their wants and needs and networked to make commercial/ investment real estate deals. Our moderator was Joe Rowley, Director of Leasing and Marketing, Buckingham Properties.

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