



10-23-2013 - NYSCAR sponsoring education and marketing events Oct. 23rd - 24th; October 23rd with speaker Exeter of Exeter 1031 Exchange

October 07, 2013 - Front Section

The New York State Commercial Association of REALTORS, Inc., in cooperation with the Greater Capital Chapter of NYSCAR, will be sponsoring a two-day education and marketing event. On October 23rd NYSCAR will hold, "Taking Control of Your Retirement Accounts: Self-Directed IRAs and Alternative Real Estate Investing." A Commercial Marketing-Networking Session will be held on October 24th.

The October 23rd event is scheduled from 8:30 a.m. - 5:00 p.m. - Education (6 hours c.e. credit pending) and the October 24th event will be held from 9:00 a.m. - 4:30 p.m.

The events will be held at the Albany Ramada, 1-3 Watervliet Ave., Ext. (Overnight rooms available - \$84.00 - phone: 518-438-8431, call a.s.a.p. for reservations)

October 23

"Taking Control of Your Retirement Accounts: Self-Directed IRAs and Alternative Investments"

William Exeter, president and CEO Exeter 1031 Exchange Services, LLC, Exeter Fiduciary Services, LLC, Exeter IRA Services, LLC, San Diego, California

Learn how to take control of your retirement by using Self-Directed IRAs to invest in Alternative Investments such as real estate, notes secured by mortgages, tax lien certificates, limited partnership interests, limited liability companies, non-publicly traded such as private placements, and more. The course will discuss types of IRAs and IRA basics such as IRA Custodians, IRA contributions, IRA distributions, IRA tax reporting and IRA compliance issues. Discussion will include various alternative investment strategies, positive and negative aspects of including them inside a Self-Directed IRA, permitted investments, non-permitted investments, and prohibited transactions. Case studies will be included with plenty of time for questions and answers.

October 24

Commercial Marketing

-Networking Session

Network with your colleagues and do some business!

Cash Board: Presentation of clients having cash seeking to acquire real estate or mortgages

Moderated Package Presentations: Formal property presentations will be made with the assistance

of experienced moderators assigned to help generate interest and offers on properties.

Marketing Presentation Format: Bring 50 (single page executive summary pages) of property situations to be offered for distribution to marketing session attendees. Also, bring an "overhead transparency" of property to illustrate the site.

Haves/Wants Presentation: This is an opportunity to make a quick (1 or 2 minute) presentation on additional for sale properties or situations you may wish to present as well as availability of "major properties" available for lease.

Major Benefits: Generation of potential offers, networking, and earned commissions.

Please register A.S.A.P. but NO later than October 19th so that appropriate arrangements can be made for the session.

Please send your registration to: NYSCAR, 130 Washington Ave., Albany, NY 12210, Fax: 518-462-5474

Questions: Please email Sherry at sherry@nycap.rr.com or go to www.nyscar.org for additional information.

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