



## **"Network for success" best describes our organization**

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By Nunzio Del Greco

The Bronx-Manhattan North Association (BMAR) sponsors four major networking events bringing together hundreds to over 1,000 professionals interested in renewing old friendships, saying hello to current customers or establishing new business contacts. The events include an annual banquet which features award presentations, distinguished guests and excellent speakers. The 84th Annual Banquet is scheduled for April 3 with NYC comptroller William Thompson, Jr. as the guest speaker and NYC Police commissioner Raymond Kelly as the key note speaker. Another event is the annual golf & tennis outing which features tournaments, charity silent auction and more. The 73rd Annual Golf & Tennis Outing is scheduled for June 23 at the elegant Brae Burn Country Club in Purchase N.Y. with Billy Schur of Schur Management as the 2008 Outstanding Service Award Recipient. The 7th Annual Real Estate Trade Show is scheduled for October 29 at the Villa Barone Manor. The trade show continues to grow in exhibitors and over 1,000 attendees. The 24th Annual Holiday Party is scheduled for December 14, and attracts up to 800 guests. Many companies host their office holiday party with this successful event.

Cultivating business relationships and generating long term business success is easy by attending some of the many popular networking events. Everyone in business today especially in this economy wants to grow and prosper. Soliciting new contacts for more business is an important strategy and goal for every company. Seasoned professionals understand that cultivating business relationships is more than just soliciting and making a sale now. It's the on going customer service, communication and networking which are essential for the long term business relationship to be successful.

The most effective means of generating business is focus your resources and energies over the long term through BMAR. We have a consistent track record and excellent reputation regarding our events and significant publications. Attending some of the networking events is important to meet and get to know who the movers and shakers in the industry are. You never know where your next deal is going to come from. You need to be consistent and persistent in promoting your product or service. Cultivating long term business is a worthwhile goal that keeps paying off. BMAR also has a rich history of facilitating networking and enhancing business relationships. Many of our members are 3rd or 4th generation of active companies in the organization.

I am contacted every day by many company representatives interested in soliciting members of the organization. My role is to direct their energy, enthusiasm and ultimately their financial support for the activities and events sponsored for the association. My philosophy is simple and consistent. I try to be as inclusive as possible and not leave anyone out. The organization's programs and services are many to benefit professionals looking for more business or access to specific types of members.

Attending the major networking events is very important in keeping business and making new business contacts.

BMAR is composed of a broad base of companies and professionals including licensed real estate brokers and agents; multi-dwelling property owners; building service vendors and suppliers; unlicensed property managers; attorneys; appraisers; banks; mortgage companies; fuel service and energy companies; title and abstract companies; insurance companies and insurance brokers; contractors and other companies servicing the real estate industry.

I look forward to continuing to expand our "Network for Success." I hope that more professionals cultivate business relationships and through this professional trade association. For more information visit us at [www.bmar.org](http://www.bmar.org) or email: [N.DelGreco@bmar.org](mailto:N.DelGreco@bmar.org).

Nunzio Del Greco, RCE, is the CEO of the Bronx-Manhattan North Association of Realtors, Bronx, N.Y.

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