



Tri-State Realtor Convention: Dec. 8-11 - Atlantic City, N.J.

November 10, 2014 - Front Section

By John Lavelle

I attended the National Association of Realtors Annual Conference & Expo held November 7-10 in New Orleans, LA. This was a great opportunity to network with colleagues from across the country. I'll give an update on the conference in the December column.

Many thanks to Tim Halligan from the Exchange Authority who presented "Advanced Tax Deferred Exchanges" on October 30 in Orange County. NYSCAR, in cooperation with the Hudson Valley Chapter sponsored the course which offered attendees 3 hours of c.e. credit. Tim is very knowledgeable and did a great job teaching the course.

Also, congratulations go out to the Rochester Area Chapter on their joint event with CCIM for the 101 course. The class was sold out and a huge success!

Tri-State Conference

- Register today!

December offers another opportunity for networking and continuing education. The Tri-State Realtor Convention & Trade Expo will be held December 8-11 in Atlantic City, N.J. The conference is sponsored by NY, NJ and PA Associations of Realtors.

This year's Commercial Track offers the "CCIM-Foundations for Success" class on Monday, December 8 (8:30 a.m. - 5:30 p.m. - pre-registration and an additional \$295 fee required). The class is instructed by Stanley Gniazdowski.

On Tuesday, December 9, there will be a full-day Commercial Investment Marketing session with Bob Gliniecki, CCIM and James Walker, CCIM. Don't miss out on a great opportunity to network with other practitioners and do some business.

Also, on Tuesday, from 9:00 a.m. - 12:00 noon, there is also a "1031 Tax-Deferred Exchanges" class being offered by Peter West, CCIM and basic leasing course in the afternoon, also instructed by Peter West, CCIM.

On Wednesday, December 10, there is a full-day course instructed by Bob Gliniecki, CCIM and James Walker, CCIM, entitled "Investment Property Analysis & Creative Transaction Formulas." (Pre-registration fee and additional \$10 fee required)

Also on December 10, Tom Lundstedt, CCIM will teach "How to Capture Your Share of the Real Estate Investors Market" in the morning and "How to Determine What a Rental Property is Really Worth" in the afternoon.

Visit www.realtorstripleplay.com anytime for the interactive session schedule, trade expo map, speaker bios and to register.

John Lavelle is the president of NYSCAR and is an associate broker, commercial at RJ Smith Realty, Pine Bush, N.Y.

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