



IREM Greater New York chapter's upcoming courses and events

April 13, 2015 - Design / Build

IREM Greater New York chapter recently honored David Von Spreckelsen of Toll Brothers as Real Estate Person of the Year, among others at its Special Recognition Awards.

Take advantage of IREM's advanced professional development program to maximize your potential and the value of the real estate assets you manage. Take your skills to the next level - get the knowledge advantage in a constantly changing world.

Register now for these upcoming courses in New York City:

* **Managing the Physical Asset:** Monday, May 11th and Tuesday, May 12 from 8 a.m. - 3 p.m. at Knickerbocker Plaza - Lobby Level, 1751 Second Ave. (between 91st & 92nd Sts.) Tuition is \$599 for members and \$745 for non-members. Develop a first-rate, proactive, and sustainable property maintenance and risk management program by learning the specifics of planning, implementing, and monitoring property maintenance operations.

What you will learn:

- * Maintenance and risk management programs: Establishing a maintenance and risk management program that aligns with owner's goals, maintenance and risk management objectives and policies and procedures, developing a maintenance budget.
- * Inspection and risk analysis. Importance of assessment and inspection to identify maintenance needs and address risks, maintenance and risk management techniques, minimizing risks and hazards, planning considerations, types of insurance coverage.
- * Major building mechanicals and systems. Guidelines and procedures for key building components and systems.
- * Maintenance management. Job specifications and evaluating bids, ethics in the bidding process, contractor negotiations and features of a contract, strategies for managing contractors and maintenance activities.
- * Sustainability. Maintenance inefficiencies and opportunities, utility bill analysis, energy and water conservation strategies.
- * Emergency and disaster planning. Safety and emergency needs, preparations and plans, post-disaster response, business continuity plans

How you will benefit:

- * Create and oversee quality, proactive maintenance operations and anticipate potential risks
- * Exceed client expectations with property maintenance processes that deliver optimum and sustainable property performance
- * Reduce capital expenses through maintenance programs that preserve real estate assets.
- * **Investment Real Estate: Financial Tools:** Wednesday, May 13th and Thursday, May 14th from 8

a.m. - 3 p.m. at Knickerbocker Plaza - Lobby Level, 1751 Second Ave. (between 91st & 92nd Sts.) Tuition is \$599 for members and \$745 for non-members. This course addresses the core issues that impact fiscal planning, giving you the ability to calculate important financial components and take control of your property's financial outlook.

What you will learn:

- * Financial knowledge in property management. Owner's goals and objectives, basic accounting types, common accounting practices
- * Budgeting and reports. Budgeting basics, types of budgets, variance analysis, financial reports
- * Cash flow analysis. Pro forma statements, cash flow trends, calculating rates of return
- * Capitalization and valuation. Capital, valuation, income capitalization, equity capitalization.
- * Financial calculations and spreadsheet tools. Tools for budgeting, forecasting, and variance analysis.
- * Financing: Financing basics, types of loans, sources of financing, calculating loans and amortization, title theory vs. lien theory, yield maintenance.
- * Loan analysis. Loan-to-value ratio (LTV%), debt coverage ratio, leverage.

How you will benefit:

- * Gain the fiduciary trust needed to work effectively with owners and investors.
- * Maximize the financial potential of the properties you manage.
- * Establish yourself as a strategic partner to your clients.
- * Investment Real Estate: Financing & Valuation parts 1, 2 & 3: Monday-Friday, June 8th-12th from 8 a.m. - 3 p.m. at Knickerbocker Plaza - Lobby Level

1751 Second Ave. (between 91st & 92nd Sts.) Part 1 tuition is \$599 for members and \$745 for non-members; part 2 tuition is \$599 for members and \$745 for non-members; and part 3 tuition is \$330 for members and \$410 for non-members. Part 1: Utilize financial tools that will build value and increase income for your business holdings.

What you will learn:

- * Economics of real estate investment. Financial goals and objectives of the owner, macroeconomic influences on real estate investment
- * Sources of financing. Public and private lenders, lender perceptions and requirements
- * Loan calculation. Loan types, loan amortization, effective interest rate calculation
- * Loan analysis. Loan-to-value, debt coverage, leverage applications
- * Property valuation and capitalization rates. Appraisal methods, capitalization rates, mortgage equity analysis, equity residual model

How you will benefit:

- * Produce higher revenue for your portfolio despite fluctuations in the financial and real estate markets
- * Negotiate optimal financing packages that will maximize your cash flow
- * Boost client satisfaction levels with accurate property valuations and risk assessments

Part 2: Learn how to determine the performance of real estate assets using a variety of measurement tools and approaches.

What you will learn:

- * The time value of money. Components and calculations of TVM
- * Discounted cash flow and leases. Financial impact of lease concessions, lease buyouts, lease proposal comparisons

- * Discounted cash flow and valuation. DCF analysis vs. capitalization, market value calculation, investment value calculation
- * Measures of investment return. Cash-on-cash return, value enhancement, net present value, internal rate of return
- * Mid-stream analysis. Reasons for conducting a mid-stream analysis, mid-stream analysis calculations

How you will benefit:

- * Enhance the long-term financial outlook of your portfolio
- * Secure the future prosperity of your business
- * Shape leases to your advantage and generate higher returns for your clients

Part 3: Think strategically and apply your new knowledge to "real-world" investment scenarios. This course features in depth discussion and hands-on application of concepts used to perform multiple cash flow analyses.

What you will learn:

- * Before-tax cash flow. Applying concepts to conduct cash flow analysis
- * Analysis of alternatives. Testing potential courses of action for a property
- * Making a recommendation. Determining the best alternative given ownership goals
- * Taxation. Overview of taxation and its impact on real estate

How you will benefit:

- * Maximize the value of properties and consistently deliver forecasted returns for owners and investors
- * Strengthen client relationships and win new business with newly developed financial acumen

IREM is not just about education! They love to have fun too! Join them for lunch on Wednesday, May 13th at The Union League Club, 38 East 37th St. (between Park & Madison Aves.)

The event runs from 11:30 a.m. - 1:30 p.m. The cost is \$85 for members and \$125 for non-members.

There is a complimentary networking cocktail hour. Jacket and tie are required.

And of course, there's golf...IREM Greater NY Chapter & BOMA-Long Island will hold their Joint Annual Golf Outing on Thursday, June 25th at Harbor Links Golf Course in Port Washington.

Event Schedule:

- * Registration & Brunch: 11 a.m.
- * Shotgun Tee-Off: 1 p.m.
- * Cocktail Reception & Dinner: 6 p.m.

Sponsorships Available:

- * Cocktail Sponsor: \$1,000
- * Dinner Sponsor: \$1,000
- * Golf Cart Sponsor: \$500

* Hole-in-One Sponsor: \$300

* Gold Sponsor: \$1,250 (Includes four golfers and Tee or Green Sign.)

* Silver Sponsor: \$700 (Includes two golfers and Tee or Green Sign.)

* Bronze Sponsor: \$200 (Includes Tee or Green Sign).

* Individual Golfer: \$300

* Dinner only: \$100

For more information or to register for any IREM course or event please visit iremnyc.org or call (212) 944-9445.

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