



NAR - 2015 Conference: A great place to network

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By John Lavelle

As the summer winds down, the fall is a great time of year to get back in the swing of things. The NYSCAR board of governors will meet on October 4 at the Turning Stone Resort & Casino in Verona and I am also looking forward to attending the National Association of Realtors annual conference in San Diego. I hope to see many of you there.

National Association of
Realtors - 2015 Conference
& Expo
November 13-16
San Diego, California

There are many reasons to attend the NAR Annual Conference in beautiful San Diego. There will be 400 exhibitors under one roof; 20,000 realtors and guests from all over the world; 100 education sessions and top entrepreneurs. A great place to network and get referrals, there are many programs of interest to commercial practitioners including economic issues and trends sessions, social media, global opportunities and networking sessions, just to name a few.

New in 2015!

Commercial Marketplace

This newly re-imagined space features networking tables and a property pitch session - all designed to increase your opportunity to find and generate new business. Network with industry experts, check out business tools and services and meet peers to discuss property haves and wants for your clients. This is your space for all-things-commercial real estate!

Please go to www.realtor.org to see a full schedule.

Realtors Triple Play

Conference, Atlantic City, NJ

Triple Play, sponsored by NY, NJ and PA Associations of Realtors will be held December 7-10 in Atlantic City, N.J. This is another good opportunity for some commercial courses and networking.

CCIM: Residential

Real Estate Financial Analysis

Mark Polon, CCIM

This course is designed for residential agents who want to expand their business to include selling single-family homes, condos, duplexes, four-plexes or small commercial properties to investors. Using custom Excel spreadsheets, participants will learn time value of money (TVM) and the measures of investment performance regularly used to analyze investment properties.

7 hours c.e. credit

Commercial/Investment

Marketing Session

Bob Gliniecki, CCIM and James Walker, CCIM

Generate transaction offers for your commercial/investment property listings and match available properties with your clients' needs in this deal-making session. Bring your one-page executive summaries to share. Pre-registration and \$25 fee are required to attend.

Effective Counseling

and Representation of

Real Estate Clients

Bob Gliniecki, CCIM

and James Walker, CCIM

The client counseling session helps clients to more fully understand their situation and be able to objectively determine their best alternatives. This course covers how to: ask the right questions to determine a client's goals; recommend methods of achieving their objectives; convert time-wasting into income-producing actions; utilize effective client profiling; and much more. You'll learn how an effective strategy can be developed, by combining the client's qualifications with the property characteristics, to help the client achieve a successful transaction.

7 hours c.e. credit - Go to www.realtorstripleplay.com for full details!

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