



NYSCAR's upcoming events for September thru December

August 08, 2008 - Front Section

NYSCAR recently sponsored a two-day course in Suffern entitled "Counseling for Action," instructed by Jim Brondino, CCIM, SEC of California. Twenty-five students took advantage of this interactive course that is designed to provide the real estate practitioner with the tools to develop effective client communication, listening to and determining client objectives and to professionally complete successful transactions.

I'd like to take this opportunity to update you with the following upcoming events:

- * September 14: NYSCAR will hold its Annual Meeting at the Courtyard by Marriott in Saratoga Springs.
- * September 29-30: "Commercial Basics," instructed by Alan Gramet, CCIM, at the Doubletree Hotel in Syracuse. This course provides a general overview of the commercial and investment real estate business. Learn to use the HP 10BII calculator to perform many of the functions that are used daily in commercial real estate. The course teaches you to analyze property operating data. You will learn the formulas and perform the calculations used in investment real estate transactions.
- * October 27-28: "Developing and Syndication: Big Money Real Estate," instructed by Chet Allen, CCIM, SEC, will be held at the Holiday Inn on Wolf Rd. in Albany. Topics include (but not limited to): Expanding your capabilities, identifying opportunities, transitioning into developing/syndicating, what is a developer?, the steps in development, locating development opportunities, analyzing profit potential, market analysis, tying up the opportunity, the due-diligence process, securing the expertise, raising equity capital-syndication, developing the project, development management, brainstorming development opportunities, and avoiding the big mistakes.

For additional information on the above courses (including registration forms), please email Sherry at sherry@nycap.rr.com.

There will also be some commercial programs at the national and state conventions:

- * November 7 - 10: National Association of Realtors Annual Conference and Expo in Orlando, Fla. Please visit www.realtor.org for full details.
- * December 9-11: "Triple Play," will be held in Atlantic City, N.J. This event is sponsored by the N.J., N.Y. and Penn. Associations of Realtors. On December 8 and 9, CCIM - "Introduction to Commercial Investment Real Estate Analysis" will be offered instructed by Stanley Gniazdowski, CCIM, CRE. On Wednesday, December 10, there will be a commercial marketing session, moderated by Robert Giniiecki, CCIM, SEC. Information on Triple Play can be found at www.realtorstripleplay.com.

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