



CIBS establishes “Elite Designation” for Long Island brokers

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David Pennetta

Ted Stratigos

Melville, NY The Commercial and Industrial Brokers Society of Long Island (CIBS) has created a new industry designation of professional achievement for highly qualified real estate practitioners with a strong transactional history in brokerage fee-based services. The designation, CIBS Elite, will identify the most qualified, successful, and experienced brokers throughout Long Island.

“As an organization, we must do everything we can to promote the best standards of our industry,” said CIBS co-president and Cushman & Wakefield executive managing director David Pennetta. “In creating the CIBS Elite designation, we can better support those brokers who represent the best of our industry, while providing them additional tools to succeed.”

Brokers will have the opportunity to achieve the CIBS Elite designation by passing four 3-hour education classes over the course of a year and maintain an active membership in CIBS. The courses will cover a variety of subjects, including: New York State brokerage law; professional ethics; and mediation and arbitration. Additional classes will cover capital markets and investment properties, underwriting, valuation and appraisal, phase I/II, environmental insurance, and government assistance agencies like Industrial Development Agencies and the Empire State Development Corp.

“This designation will indicate to future clients that these brokers have a higher level of understanding,” said CIBS co-president Ted Stratigos, managing director and principal at Avison

Young. "CIBS Elite designees should be considered the most qualified and experienced – the best of the best when choosing your real estate professional."

The program is set to launch in late spring with classes being held at several locations throughout Long Island. Additional information, as well as the application process and associated costs, will be posted on the CIBS website.

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