



## **NYREJ's 35th Anniversary: Ed Smith, Commercial Classroom**

July 30, 2024 - Spotlights



Ed Smith  
Commercial Real Estate Instructor

## Commercial Classroom

How has NYREJ helped you, your firm or your industry?

I started writing a monthly article for the NYREJ over 20 years ago. My goal was and is to educate agents new to commercial and investment brokerage and serve as a review of basics for existing practitioners.

Too many residential agents get an opportunity to list a commercial property and do so without the proper training. They do not know how to help their client and six months later the client hires someone else. A bad experience for all.

Commercial and Investment real estate is different from residential, proper training to handle sales and leases is essential. My articles are an attempt to help the industry by making new agents aware of the differences. And to encourage them to find an experienced mentor or coach or to take the appropriate courses.

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