



Registration Now Open for Annual Conference

We are very pleased to announce that registration is now open for the 9th Annual NYS Commercial Real Estate Conference, June 14-16, 2010 at the Turning Stone Resort and Casino in Verona, New York. The conference brochure is available [by clicking this link](#). In addition to registering for the conference, it is very important to secure your hotel accommodations, as rooms go quickly!

We want to thank the first group of sponsors who have stepped up to the plate to support the event this year: Diamond: Pyramid Brokerage Company, Platinum: CB Richard Ellis-Upstate Offices, NY Real Estate Journal, Gold: Upstate SIOR Chapter and Silver: Keller Williams Commercial, Key Bank, LaBella Associates, PC, Business and Commercial LSG, Saratoga Economic Development Corporation, Synapse Partners and Turner Construction Co. If you or your company would like to exhibit, please email Ali Mann for a brochure (amann@nysar.com)

On Monday, June 14, the marketing session will kick off with Jim Wilson, CCIM, SEC of Florida holding a brief morning session for first-time attendees. Chuck Sutherland, SEC of Texas will join Jim as the main moderators for the 1 ½ day session. This session draws attendees from across the country and it is a great opportunity to network and do some business! Fill in your marketing form on-line, by going to www.nyscar.org. On the right-hand side of the screen you will see an area to fill out your form (directly under the conference video). The marketing session runs for the full day on June 15. There will also be a Leasing Roundtable with Maureen D. Wilson, CCIM, SIOR, a Welcome Reception for all and golf on a world-class course.

On Wednesday, June 16, there will be 5 commercial courses and lunch with keynote speaker Dr. Mark Dotzour, Chief Economist & Director of Research for the Real Estate Center, Texas A&M University, College Station, Texas. Dr. Dotzour spoke at the conference 4 years ago and is back by popular demand! Don't miss out on his timely outlook for commercial real estate.

The courses for the 16th are as follows: "Utilizing Self Directed IRAs for Real Estate Investment...Tax Enhanced Programs for Companies and Individuals," by Steve Moran, Entrust Northeast, "Yesterday's Business-VANISHED-Transform Today or Be Left Behind" by Tim Conley, CCIM, SIOR, Conley Associates, "Effective Counseling and Representation of Real Estate Clients," by Jim Wilson, CCIM, SEC and Bob Gieniecki, CCIM, SEC, "Discrimination Issues in Commercial Brokerage," by Edward S. Smith, Jr., ITI, and "Analysis and Financing of Owner/User Commercial & Business Property," by Patrick J. Mucci, Key Bank.

With our challenging economy, it is more important than ever to network with your fellow colleagues to do business. Make an investment in yourself and your business – register today!

NYSCAR Education – April and May



Time is Running Out! April 21 – **Creative Real Estate Formulas**, instructed by Chuck Sutherland, SEC, sponsored by the NYS Commercial Association of REALTORS® in cooperation with the Hudson Valley Chapter of NYSCAR. This 7.5 hour course will be held at the Hotel Sierra in Fishkill, NY.

In order to register, please go to www.nyscar.org (or use the attached form and FAX today-pay at door).

The chapter will hold a marketing session on April 22.



May 7 - **Introduction to Creative Marketing of Commercial-Investment Real Estate**, instructed by Robert Gliniecki, CCIM, SEC, sponsored by the NYS Commercial Association of REALTORS® in cooperation with the WNY Chapter of NYSCAR. This 3 hour c.e. course will be held at the Holiday Inn, 1881 Niagara Falls Blvd., Amherst, NY

To register, please go to www.nyscar.org or use the attached form.

This is a great course to prepare you to participate in the marketing session at the annual conference.

NYSCAR Website

Did you know that you are able to place your bio with your contact information on the www.nyscar.org site? It easy to do! Simply go to the “member login” section. You can copy and paste your bio from Word into the bio section, or you can type it directly into the section. If you have not sent your picture in yet to be posted with your listing, please email your professional picture to Sherry at sherry@nycap.rr.com.

National Association of REALTORS®

Mid-year legislative Meeting and Trade Expo, May 10-15, Washington DC

2010 REALTORS® Conference & Expo, November 5-8, 2010, New Orleans, LA
go to www.realtor.org for full information

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Turning Stone Resort and Casino

Verona, New York

See you there!