

NYSCAR Greater Capital Region Chapter



& CIRESB



COMMERCIAL & INDUSTRIAL REAL ESTATE BROKERS, INC.

Spring Marketing Session



Join Us May 9th from 8:30-2:00pm Location: Former Hiro's Restaurant
1933 Central Ave,
Colonie, NY

Agenda:

- | | |
|------------|---|
| 8:30-9:00 | Breakfast |
| 9:00-12:00 | Marketing |
| 12:00-1:00 | Lunch and Presentation from Randall Beach and Scott Shimick <ul style="list-style-type: none">• The marketing aspect of Opportunity Zones• Getting paid when the listing broker won't sue their client for the money |
| 1:00-2:00 | Marketing |

Marketing Session

Participation in the marketing session offers many possible opportunities for an alert broker. Here are some of the activities that can be undertaken by the attendee at the marketing session:

- Opportunity to present available cash for your clients and provide them feedback
- Present listed property for sale or exchange
- Create an offer have/want sheet
- Make offers on property presented or in the marketing book
 - Forms are provided to flush out ideas
 - Not binding but rather idea sheets
- Seek joint venture partners
 - Raise cash for investment opportunities, or
 - Raise credit for investment opportunities

Sponsored By

**WHITEMAN
OSTERMAN
& HANNA LLP**
ATTORNEYS AT LAW



LEGACY TITLE
SERVICES, LLC