



Real Estate Journal

THE LARGEST WEEKLY COMMERCIAL/INVESTMENT NEWSPAPER COVERING THE STATE

IREM holds successful 9th annual golf tournament

The chapter held its 9th annual golf tournament on September 15th at Granite Links Golf Course. The day started with a great lunch and the election of the 2009 officers. This was followed by the golf tournament with 115 participants. I must say our tournament has the best luck with the weather and a nice 80 degree day. The wind was howling which made hitting the ball straight or gaining any distance a challenge. Everyone enjoyed themselves, in particular the views of Great Blue Hill and the reflection of the sunset on the Boston Skyline was spectacular. During the golf tournament the chapter held a well attended IREM Young Professionals event. The objective of the event is to promote professional growth, share ideas and provide a fun, casual and progressive environment to complement the traditional IREM programs. The final event of the day was a great dinner with raffles and a silent auction. The chapter had over 300 participants for the day's activities.

I have played golf for about 20 years. I have found it is a game that brings out the true character of yourself or the people you play with. Golf is a game of ethics education and excellence if you do not cut corners. I find it remarkable that President Clinton could have a score of 76 and be president of the U.S. I would have to practice several times a week and play four times a week. When did he find the time? I find golf most rewarding when I educate myself about the rules and meet that standard by striving for excellence. The capital markets are in the state they are, because of lowering standards to qualify for a mortgage. And then they securitized them and sold across the world. What would happen if you lowered the standards to qualify prospects to lease your space or unit?

The institute was founded when the economy and capital markets were in turmoil. My grandfather and father always told me that there are always opportunities in real estate when the market changes. The key is to educate yourself to recognize those opportunities.

The chapter is offering some great educational programs in October. Please take advantage and continue your education. Remember that the benefit of an IREM education program is transforming your knowledge to value for your investors, management company and yourself. I look forward to meeting you at our next chapter meeting at Venezia Restaurant on November 6th.

Winder Nordblom is the 2008 president of the Boston chapter of IREM, Boston, Mass.