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Notable benefits on becoming a CIBOR member - by Douglas Martin

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Colliers International

Since becoming president, I have had a number of folks reach out looking to learn more about NHCIBOR and what our organization offers. There are many benefits available to our NHCIBOR group, which includes members of NECPE. I have outlined a few notable ones below for those considering joining and as a reminder to our current members.

Access to a great commercial broker and affiliate network

We have a strong membership with over 600 associates, including a number of commercial agents specializing in all areas of commercial real estate in N.H., MA, VT, and ME. We also have a diverse group of affiliates servicing the commercial real estate industry, including but not limited to, lawyers, bankers, insurance providers, construction management, architects, engineers, office furniture sales, and a number of economic development directors from various communities.

The diversity of our membership is best experienced at our monthly marketing meetings. Held each month in both Bedford and Portsmouth, there are routinely 50 to 75 people in attendance sharing wants/needs, listings, and educating each other about their various services. We often hear about connections made at these meetings helping get deals done.

A wide variety of educational classes

Our education committee is always hard at work planning presentations that will help our members expand their knowledge base in the commercial real estate industry. We work with our affiliate members to develop classes that are both informative and applicable to the day-to-day dealings in our industry. Most of the time our classes offer continuing education credits to help satisfy licensing requirements.

Upcoming classes include topics like community redevelopment utilizing the newly formed opportunity zones, a panel discussion comprised of real estate developers from various areas of the state that will share their experiences and lessons learned through the entitlement process, and a review of due diligence best practices to consider while a property is under agreement.

Annual social events

There are also opportunities to connect with fellow members in a more relaxed setting over a cocktail. The most well attended events include our annual BBQ where we award our Realtor and Affiliate of the Year awards, the summer mixer organized by our affiliate and CIBOR Cares committees, and the annual holiday party.

Other benefits of our organization include: Advocacy at the state and national level as issues related to the commercial real estate industry arise; access to a number of commercial real estate forms; an online link to the membership directory; and a full orientation class offered to all our members to ensure they are aware of what our group has to offer.

For a full list of events, and an overview of our organization, please take a look at www.NHCIBOR.com or reach out to a board member to answer any questions you may have.

Douglas Martin is the 2019 president of NHCIBOR, Bedford, N.H.

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