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SIOR Fall Conference held at Toronto Fairmont Royal York Hotel

December 09, 2009 - Spotlights

SIOR held its Fall Conference on Oct 29-31 at the Toronto Fairmont Royal York Hotel., Toronto, Ontario. Over 500 people attended this convention which was a remarkable turnout considering the economy. On Wednesday, Oct. 28, the SIOR National elective course, "Build-To-Suit Development Pro Forma" was offered with the two most recent New England Chapter scholarship recipients attending. Mike Zieja and Evan Gallagher attend the 10 hour course taught by chapter member Rob Nahigian. The elective is for those seeking the SIOR accreditation. The program preceded the convention allowing Mike and Evan to attend.

Additionally, on Wednesday, The SIOR Leadership Conference was held. The Leadership Conference is designed as an orientation and planning event for the 2009/10 SIOR board of directors, chapter presidents and vice presidents, committee chairs and vice chairs, committee council members, and chapter administrative staff. Greg Klemmer was attended as our chapter president. SIOR holds the annual Leadership Conference prior to the Fall World Conference for the 125 decision makers and leaders of the organization. The Leadership Conference establishes organizational goals and expectations for the business year.

The convention kicked off on Thursday afternoon with the current national SIOR president announcing surprisingly that Richard Hollander, SIOR executive director was being awarded the SIOR designation for his years of service. It may have been the first time in SIOR history that a staff person was awarded this designation. Richard previously held an officer's title at Cushman & Wakefield. Lynn Reich was then introduced at the newest National President. She thanked her firm Colliers Bennett in Chicago for its years of support while she was participating in SIOR activities.

Lynn then posed this question to the 500 attendees, "Why am I here?" She asked that we ask ourselves that question as there was no right or wrong answer. Membership, she stated is a privilege and is earned and she has been mentored over the years. She thinks of her connections and the privilege to be an SIOR. So a new Legacy Circle has been created for members of 30 years or longer. There are 27 Legacy members here in Toronto (Chip Detwiler from the New England Chapter was accepted into the Legacy Circle and honored in Toronto). They all had one common thread; they maintained their designation during thick and thin times. And on an on-going process, clients expectation are high and SIOR is preparing us as it sharpens our skills so we can compete and learn new tools to compete. In 1983 cellphones were \$3,000 and laptops were \$4,000 and we spent money for these tools. And the market then was in chaos as it is today. History repeats itself and SIOR invests in us. Lynn then asked that we each wear our SIOR pins. Use the SIOR platform, participate on committees, write articles for Professional Report, speak in special practices boards, network, be a chapter and regional leader.

In 2009 SIOR created the "Center for Career Advancement" and invested back to its members with

courses, programs and webinars. In 2010 we will increase program offerings; check the website. Lynn asked us to commit to ourselves over the next 2 days during the convention that we would meet new SIORs we did not know and meet new people. Attend education events during the convention. She then phrased: "Retool now, Reinvest now, be prepared for the recovery" She went on talk about the lifeline of SIOR, the new members and the potential for deals from being involved on committees. It's a longer m ventures; it's a marathon and not a sprint. Additionally during the Opening Session, The first Millie Award was given to honor and to support women in commercial real estate. Millie Hanson, SIOR from New Jersey died in 2007 and \$360,000 was pledged by donors for this annual award. The first recipient was Millie Hanson in post humous.

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