



# nerej

## **SIOR national conference to be held October 21 -23 in San Antonio**

October 07, 2010 - Spotlights

New England SIOR Chapter members are registering to attend this fall's SIOR national conference to be held from Oct. 21-23 at the Grand Hyatt San Antonio, 600 East Market St. With a dramatic design that exemplifies this unique city, Hyatt Regency San Antonio offers warm hospitality, bold colors and exceptional touches creating a luxury San Antonio Riverwalk hotel that is perfect for every guest. The downtown Grand Hyatt urban retreat has a premier location adjacent to the Henry B. Gonzalez Convention Center, HemisFair Park, and the Riverwalk. The hotel's amenities and services will make your experience at the luxurious San Antonio Texas Riverwalk hotel extraordinary.

### Shuttle Service from Airport

SIOR has negotiated with Airport Express for a cost-effective solution for your travel from the San Antonio International Airport to the Grand Hyatt. You can book the Express on the SIOR website! The cost is only \$16 one-way | \$28 round-trip! A taxi will cost approximately \$25 each way.

### Discounted Airlines

American Airlines is the official air carrier for the 2010 SIOR Fall World Conference. There are several negotiated discounts available. Please call the American meeting services desk at 800-433-1790 or confirm via the web site [www.aa.com](http://www.aa.com) to make reservations and purchase tickets.

### The Fall Convention Schedule

The convention schedule will have an Opening Session, General Session and a Closing Session from Thursday through Saturday. In between there are a number of concurrent events. Below are the topics to date.

### Friday General Session - ProLogis Speaker Series: Power Hungry

Speaker: Robert Bryce

Armed with a supertanker-load of fully footnoted facts and a panoply of revealing graphics, Robert Bryce will explain why most of the hype about renewable energy and "green" technology is just that - hype. Using elementary math and basic physics, he shows why renewable sources like wind and solar are not "green" and why they cannot provide the scale of energy that the world demands. He goes on to eviscerate the notion that the U.S. wastes huge amounts of energy. Indeed, the facts show that over the past three decades the U.S. has been among the world's best at reducing its energy intensity, carbon intensity, and per-capita energy use.

### Concurrent Educational Breakout Sessions:

1. Doing Real Estate in Mexico: Helping Your Clients Navigate the Mexican Real Estate Markets

Speakers:

Gonzalo Gutierrez, SIOR, Cushman & Wakefield

Michael Hammond, SIOR, PICOR Commercial Real Estate Services

Felix Tejada, SIOR, The Alles Group Monterrey

This session will focus on providing brokers with a broad understanding of the nuances of the Mexican industrial real estate market. Panelists will discuss current real estate trends in the marketplace and will analyze the industrial markets in central and northern Mexico. Discussion will also focus on the attributes of each market and overall absorption in 2009 and 2010.

## 2. How to Make Your Small Company Look Big

Speaker: Dean Cotlow, SIOR, CCIM, CRE, FRICS, Cotlow Company

## 3. Lease, Representation and Commission Agreements: Protecting Yourself and Your Clients!

Speaker: Andrew Zezas, SIOR, Real Estate Strategies Corp.

This session will be an energetic discussion employing attendee participation focused on how a thorough and detailed lease, representation and commission agreement process is an SIOR's best approach to accomplishing your clients' objectives and ensuring full and timely payment of commissions. Attendees will understand how to inspire tenants to sign representation agreements.

## 4. Brokerage Management SPB: Improving Company Wide Morale and Teamwork

Speakers:

Donald Ossey, SIOR, Capacity Commercial Group/CORFAC

David Prior, SIOR, The Klabin Company

## 5. Tenant Representation SPB: Understanding the Financial Impact to Tenants of the Proposed International Accounting Standards

Speakers:

Karra Guess, Transwestern

Alvin Wade, CPA, Grant Thornton

## 6. How to Make Money on the General Services Administration (GSA)

Speakers:

John Robbins, SIOR, FRICS, Carpenter/Robbins Tenant Advisory Services

Scott Johnston, Newmark Knight Frank

## 7. Investment Property Marketplace

Panelists:

Mark Goode, SIOR, Venture One Real Estate

Charles Klatskin, SIOR, Lee & Klatskin Assoc.

Herb Krumsick, SIOR, J.P. Weigand & Sons

Roy Splansky, SIOR, Venture One Real Estate

This session will prepare you for today's and tomorrow's investment opportunities. Bring your property brochures and "haves" and "wants" to this interactive and fast-paced session.

## 8. Taking Your Office Mobile

Speaker:

Michelle Moody, Ford Motor Company

## 9. The U.S. Industrial Landscape

Speaker: James Dieter, SIOR, Cushman & Wakefield

In this uncertain economic climate, everyone is guessing what the future holds for real estate and its affects on the broader economic picture. While the industrial market is not a crystal ball, it is typically the first real estate sector to rebound from a recession. As such, we feel that the trends and conditions of the industrial market can provide valuable insight to the overall direction of the economy. What does the current leasing activity look like? Is there any absorption? Is anybody

building anything these days? Jim Dieter, as he answers these questions and many others at this informative session highlighting the current dynamics of the U.S. industrial landscape.

#### 10. Corporate Services SPB: When Is a Lease Not a Lease?

This presentation will provide an overview of the pending changes to the accounting rules now in process of preparation for publication by the Financial Accounting Standards Board (FASB), and their impact on both lessees and lessors of corporate real estate.

#### 11. Distribution & Logistics SPB: The New Economic Realities: How Credit and Capital Markets Affect the Future of Industrial Real Estate

#### 12. Trends in Off-Shore and Near-Shore Manufacturing

Speaker: Paul Karon, Entrada Group

The past few years have seen a change in how companies are viewing the establishment of cost effective off-shore manufacturing operations. Paul Karon will discuss how companies are changing from the traditional view that an off-shore move is purely a cost cutting tool to how companies, both large and small, are using an off-shore move to improve their market position and gain a competitive edge.

#### 13. Turning Real Estate Knowledge Into Income

Speaker: Tim Conley, SIOR, CCIM, Conley Associates

This session will offer how to obtain in-depth knowledge of development from growing your business from traditional real estate brokerage into a vast array of real estate services that focus on owning and developing properties. Topics discussed include analyzing investment prospects, performing cash flow analysis, and rates of return. Attendees will learn the benefits and liabilities of partnerships and their benefits and liabilities. Attendees will also gain insight into the importance of partnership and membership agreements and will also be introduced to the necessary clauses in these agreements.

Conference registration and hotel reservations are handled through SIOR headquarters.

Need Help? Please contact Events at [events@sior.com](mailto:events@sior.com) or at 202.449.8218.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540