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## **Conn./Western Mass. SIOR Chapter holds meeting March 10**

April 03, 2011 - Connecticut

The Connecticut and Western Massachusetts Chapter of The Society of Industrial and Office Realtors (SIOR) recently held its quarterly meeting at Three Corporate Dr., one of many Class A office buildings situated in the Corporate Drive Office Park and owned by R.D. Scinto, Inc. - the evening's sponsor. The meeting was followed by a dinner at neighboring restaurant, Il Palio.

Chapter president Mark Duclos reported the Chapter was extremely excited to kick off its first sponsored quarterly meeting, and equally honored that R.D. Scinto agreed to host and sponsor the event at their corporate headquarters and Il Palio Restaurant.

Duclos also shared that the Chapter is delighted to announce its first annual sponsor, Connecticut Light & Power and Yankee Gas. He says the Chapter looks forward to building meaningful partnerships with its new sponsors.

The guest speaker for the evening was Philip Clark of Claris Construction. He spoke about the increasing popularity and cost benefits of building Green, becoming a Certified Green professional, and focusing on LEED building design initiatives. This led to a lively discussion about companies realizing improved productivity and operating cost savings from Green and LEED design initiatives.

Incoming SIOR National president, Geoffrey Kreusser was also in attendance. Kreusser spoke of the continued strength of the Society, including the respect and recognition the SIOR designation receives in the market.

### **Continuing Education**

HARTFORD, CT The Connecticut and Western Massachusetts Chapter of SIOR, in conjunction with the Connecticut Chapter of CCIM, held a full day of continuing education on March 15 at the offices of The Greater New Haven Association of Realtors. The event was sponsored by Connecticut Community Investment Trust and attended by 60 Connecticut licensed brokers, 33 of whom hold the SIOR or CCIM designation. The first class was Connecticut Real Estate Agent Fiduciary Duties Review and Law Update, taught by Eugene Marconi, lead counsel for The Connecticut Association of Realtors. The second class was Minimize Taxes, Maximize Wealth: Understanding Tax Deferral Strategies When Selling Real Estate, taught by Todd Pajonas, Esquire from Legal 1031 Exchange Services, Inc. The attendees earned three Continuing Education credit hours for each class. Both classes extended beyond their allotted time with on-topic questions and interactive discussion between the attendees and instructors.

The Chapter would like to acknowledge and thank Gene Marconi, Todd Pajonas, and Connecticut CIT for their contributions toward this successful event. The Chapter would also like to extend a special thank you to Lynne Westerhoff from GNHAR for her talent in handling the logistics of the event, which included breakfast and lunch.



Please visit our website [www.siorct.com](http://www.siorct.com) to find additional information on the Connecticut/Western Massachusetts Chapter, Chapter members, and upcoming events. Should you have questions or interest in the requirements and benefits of becoming an SIOR and joining the Connecticut/Western Massachusetts Chapter, please contact Sherri Thompson, SIOR at 860.528.0884 or John Reed, SIOR at 860.987.4788.

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