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## **Robert Anderson - CIBOR-NH president's message: A lot to look forward to in fourth qtr.**

November 03, 2011 - Northern New England

I would like to thank all of the N.H. CIBOR board members, executive committee, executive officer, and the operating committees for the hard work that they have put in this year. It is especially evident at this time of year as we create, review, and finalize the budget, nominate the 2012 board, begin the last quarter of the year, and finalizing plans for 2012 that this is truly a collaborative effort. I find it impossible to name everyone individually, as the list is too long, who has played a significant role in making 2011 such a success. This month I will speak to their many successes including the budget, changes to the committee leadership, as well as the continued growth in commercial sales volume. Enjoy

In October the membership was very active in nominating a stellar group of candidates for board membership and executive committee. The nominating task force spoke with all who were nominated and while some were not in a position to serve this year, many were, and most were willing to give a time line within the next two years when they could. Many new names to the leadership roster were considered for both board, committee, and task force positions.

Nominated for returning partial terms as members of the board of directors are Arthur Slattery of Phoenix Realty Group and Ron Penn of Veyron, LLC.

Nominated for returning terms as secretary and treasurer respectively are Jason Craven of Craven, Sullivan, & Splendore, PLLC and Bill Jean of Fulcrum Associates, Inc.

Nominated for new board of directors positions are Wendy Keeler of Fairway Real Estate, LLC and Charles Panasis of Brady Sullivan Properties.

Be sure to vote for the slate when you see the request to do so.

Of course we want to congratulate Chris Norwood, our new president, who will be installed into position at the annual meeting on December 14. Be sure to attend.

The Budgets have been completed

The executive committee and executive officer worked hard in September and October to balance the 2011 N.H. CIBOR and N.H. CPE budgets and develop balanced budgets for 2012. The 2012 budgets were presented at the October board meeting and was discussed with great enthusiasm. The budgets were approved with alterations voted by the board. Congratulations on a balanced budget for both organizations.

### **Committee Updates**

Andre Trembley of Bank of New England has hit the ground running as the new chair person of the membership committee. Andre reported that they have formed their committee including Rebeca Lee of Grubb and Ellis|Northern New England, Nate Dickey of Keller Williams Coastal Realty, Ron Penn of Veyron, LLC, and Bob Anderson of Prudential Verani. They have held two meetings that created the N.H. CIBOR value statement, are creating great plans for supporting the education and

networking committees, as well as providing informational programs duplicating the 2011 Seacoast residential boards meet and greet efforts created earlier this year. We are looking forward to the results of this committees efforts.

Ron Penn has also taken on the responsibility as the new chair person for the educational committee. We want to thank Debra Mullen of Merrill Bartlett Group for her past leadership of this committee as Ron ably moves in to this extremely important position. We hear from Ron that they have already moved toward obtaining educational grants from NAR and have touched base with both regional and national speakers for the coming year. It should be an eventful 2012.

#### Annual Meeting

We have an exciting 18th annual meeting and holiday festivities coming up on December 14th. Be sure to make your reservations when you receive the announcement. This year it is being held at the Currier Museum of Art in Manchester. In addition to the always popular networking reception we are being treated to a viewing of Backstage Pass: Rock & Roll Photography. Dinner and the installation of the officers are also part of the nights activities.

#### 2011 Sales Revenues for NH CPE Members

Through October 25, N.H. CPE members have seen a significant sales growth now topping \$109,888,448. It is shaping up to be a strong year for the commercial practitioner.

Bob Anderson is the 2011 president of the NH CIBOR chapter and is with Prudential Verani Realty, Portsmouth.

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