



CELEBRATING
55 YEARS

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New Hampshire Commerical Investment Board of Realtors president's message by Chris Norwood

February 02, 2012 - Northern New England

Are you an Outlook girl? Or perhaps a Blackberry guy? Maybe you are a black book calendar person. Or a sticky note kinda broker. No matter what your poison, break out your pen, marker, fingers or thumbs and jot these upcoming events down.

Commercial Orientated CORE Course... if you are a commercial real estate broker in the state of New Hampshire, you need to take a CORE course every two years. While there are many venues for this, we suggest taking one of our courses which is geared to commercial agents practicing and how changes to the RSAs affect your business. Heck you might even network and get a deal out of it! February 3, Bedford.

New Hampshire's Aging Population... What do the demographics have to say about the New Hampshire commercial real estate market and in particular the medical arena? Sit down for this free (to members) course hosted by the N.H. CIBOR Education Committee, with speaker Stephen Norton from the NH Center for Public Policy Studies. February 15, Londonderry.

Online Marketing... Commercial Databases, Social Media and Video OH MY! Learn how other professionals are setting themselves apart by using new methods of online marketing. In addition come and hear how the vendor for New Hampshire Commercial Property Exchange is expanding our platform. March 2, Bedford.

Go Nuclear... Have you ever driven by a building and wondered "what goes on there"? Explore and network at this unique event at the Seabrook Station Nuclear Plant. Learn what takes place inside the building through the eyes of some key personal. No Haz Mat suits are needed, just a handful of business cards. March 20, Seabrook.

While you have your pens out, mark down the third Friday of every month. Join a host of N.H. CIBOR and other community members in Portsmouth, NH at a morning networking session to share listings, services and ideas. Also, the fourth Wednesday of the month is the statewide meetings for networking and idea sharing, held in Bedford.

If none of the above catches your fancy, be on the lookout for ad hoc calls to action by our Public Policy committee. If you are familiar with New Hampshire and its citizen legislature, you know that we all take an active role here in the Granite State in our politics. From time to time members should watch their inboxes for calls to action to attend hearings. Two years ago, with thanks to our Public Policy Committee, N.H. CIBOR activity reviewed and help challenge rule changes that would have hurt 1031Exchanges here in the state. We may need your help to at any given moment with the next big piece of legislation.

For more information on any of these events, visit our calendar at www.nhcibor.com or call (603) 647-0100. If you are active in commercial real estate in New Hampshire, you need N.H. CIBOR. With so much going on we hope you can join us.

See you on the road,

Chris Norwood, CCIM, is the 2012 president of the NH CIBOR chapter and is a director of NAI Norwood Group, Bedford.

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