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## **Nahigian of Auburndale Realty speaks at multiple real estate events**

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During the first half of 2012, Rob Nahigian, FRICS, SIOR, CRE, MCR of Auburndale Realty Co., has recently spoken at a number of regional and national commercial real estate events throughout the U.S. as an industry expert.

On February 3rd, he spoke to the SIOR Chapter of AL/LA/MS/NW FL in Point Clear, Alabama on the "The Art of Negotiating." This was a regional event held at the Grand Hotel Marriott Resort that attracted SIORs exclusively from 4 states. The event was sponsored by Johnson Development Co.

On February 9th, the SIOR N. California Chapter invited Nahigian as the keynote speaker to its "Mini-Convention" in San Jose, Calif. on the Trends and Repositioning of Vacant Commercial Buildings to a BTS Development Process. Over 95 attendees from California were presented at the exclusive Hotel Valencia located on Santana Row in downtown San Jose.

The Rhode Island Association of Realtors had Nahigian speak on March 9th on the "Art of Negotiating Skills" and "Synergistic Sales Skills." This event was held at the Board offices in Providence, R.I.

On March 14th, the SIOR Oregon Chapter invited Nahigian to speak in Portland, Oregon on "The Opportunities of Build-to-Suit Development Pro Forma" which was well attended and held the private Portland University Club.

On March 23rd, The Greater Hartford Association of Realtors had Nahigian as its featured speaker to speak on the "Opportunities of Build-To-Suit" and the "Art of Negotiation Skills." Approximately 50 people attended the event held at the Board Offices in West Hartford.

The Ohio Association of Realtors in conjunction with the SIOR Ohio Chapter had Nahigian as its speaker on April 26th in Columbus, on a full day program "The Art and Strategies of Negotiating Skills in Real Estate." The event was sponsored with a NAR Commercial grant and held at the Board offices.

The New Hampshire Commercial Board of Realtors invited Nahigian as its featured speaker on June 8th in Bedford, on "Liquidity and Commercial Real Estate: Where We've Been, Where We are at and Where we are headed; Connecting the Dots Back to the Future." This program was sponsored with a grant from NAR Commercial. Over 65 of N.H. Commercial brokers attended this event held at the SERSC facility.

The SIOR AL/MS/LA/NW FL Chapter again invited Nahigian to speak at its Regional Convention for a second time during 2012 at the Sandestin Resort in Sandestin, Florida. The topic was the "Synergistic Sales Skills: Reaching the Next Level for Veterans." This event was well attended at a nearby restaurant as a morning event.

Nahigian then taught the national GRI program on July 18th for the Mass. Association of Realtors in Lexington, on the topics of Industrial Real Estate, International Real Estate and Brokerage,

Commercial Real Estate Fundamentals and Marketing.

Finally, on July 26th, the SIOR Houston Gulf Coast Chapter invited Nahigian to speak in Houston, TX on the "Ethics of Commercial Real Estate" and "Opportunities of Build-To-Suit." Over 42 attendees were present during the day and the program was a great day of engaging thoughts.

On July 27, Boston's Commercial Broker's Association had Nahigian speak on "Advanced Industrial Real Estate: Logistics and Supply Chain." The program was held at the board's offices in Boston.

For the fall, Nahigian has been asked to be the featured speaker at a number of events. On September 18th Nahigian will speak for the Cincinnati Association of Realtors on "Liquidity and Commercial Real Estate." This program is sponsored by a grant from NAR Commercial.

Nahigian will speak as the State Convention of Mass. Association of Realtors on September 20th on "Commercial Buyers Brokerage, Commercial Brokerage Due Diligence in the Sale of Real Estate, and International Real Estate Challenges." The State Convention will be held at the RI Convention Center in Providence, RI.

On September 24th, Nahigian has been invited by the SIOR E. Canada Chapter to speak at its regional event in Montreal on "Build-To-Suit Opportunities and Pro Forma."

Nahigian will teach the SIOR designation course for the SIOR accreditation in Dallas on October 3rd. The topics are "Synergistic Sales Skills" and "The Art of Negotiating."

Lastly, Nahigian has been invited to the national faculty of CoreNet Global for its MCR accreditation and to develop a new industrial course. The new course entitled, "The New Survival Tools of Industrial Operations and Real Estate Decisions" will be offered for the first time in Chicago on November 8th - 9th at the headquarters of MillerCoors Co. Nahigian is the instructor both days with Adam Meek, Esq. of Chicago. Meek is also the Chair of CoreNet's MI Community.

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