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## **Nahigian of Auburndale Realty spoke at four national and regional conferences**

February 27, 2008 - Spotlights

Rob Nahigian, FRICS, SIOR, CRE of Auburndale Realty Co., has recently spoke as an invited speaker at four national and regional conferences in the first two months of 2008.

On January 5th he spoke at the Co-Star National Sales Conference in Lansdowne, VA. The topic was "The Art of Negotiating." On January 17th, Nahigian was the "Annual Luncheon Speaker of the Year" for the CCIM Illinois chapter in Chicago. Nahigian spoke on the "Liquidity and Today's Commercial Real Estate Market, Connecting the Dots for 2008." This topic was also delivered by Nahigian at the SIOR National Convention on November 8th in St. Louis.

On January 30th and 31st, he was invited to speak at the NAI National Convention at Caesar's Palace in Las Vegas. The topics covered included "Synergistic Sales in Today's World" and "The Art of Negotiating."

Finally on February 17th and 18th, he was the invited speaker at the Coldwell Banker Commercial Global Conference in Orlando, Fl. The topics included: "Trends in Negotiating Tactics with Industrial Leases;" "Financial Debt and the Corporate Financial Statement" and "The Appraisal Process and the Broker's Opinion of Value."

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