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## **New members welcome: More members = a better 2013**

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The dynamism of any realtor association depends on the people: and more is better.

Ever been to a networking event with a poor turnout? A party with too few people? There's no energy! There's no force for attraction, no catalyst to tease new ideas or discussions from the gathering. Nobody to buy the next round! More members supply more heat, more listings, more conversations, more excitement. More magnets create more force of attraction!

Business occurs during conversations. Deals are initiated when conversations happen.

In 2013, [www.NHCIBOR.com](http://www.NHCIBOR.com) and [www.NECPE.com](http://www.NECPE.com) have many events planned for 2013: Networking sessions, new commercial educational seminars, marketing meetings, and many continuing credit sessions. Are you new to the commercial side of real estate? You can attend these sessions before becoming a member. Need commercial forms? Membership solves that. Questions about commercial or industrial that can't get answered in your firm? We can help if you join us.

It is well known that people are reluctant to do business with those whom they don't know. Membership in shared associations builds the first bridge to that trust. Mentoring can happen at many levels of experience. I often seek the advice of my membership who might specialize in an area where I have little or no real experience. Our collective experience is huge. Our bench is deep. More members make a stronger collective brain and database. Come join us or rejoin us. More members = a better 2013! That's where I come in...questions? [Tom.Duffy@verani.com](mailto:Tom.Duffy@verani.com).

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