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Nahigian speaks at a number of SIOR industry events during 1st quarter

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During the first quarter of 2014, Rob Nahigian, FRICS, SIOR, CRE, MCR of Auburndale Realty Co., was invited and spoke at a number of regional and national commercial real estate events throughout the U.S. as an industry subject matter expert.

On February 13, Nahigian spoke to the Society of Industrial and Office Realtors (SIOR) Oregon Chapter in Portland, Oregon at the University Club on the "Art of Negotiation Skills in Commercial Real Estate." SIOR is a national designation that is earned by the premier office and industrial real estate brokers in the U.S. through volume benchmarks and satisfactory completion of the national courses. It is an affiliate of the National Association of Realtors. This four hour program attracted attendees from Oregon and Washington state and offered CE Oregon credits to its members.

On Friday, February 21, Nahigian then delivered a program titled "Synergistic Sales Skills" to the SIOR Virginia Chapter. This event was held at the Williamsburg Inn, Williamsburg, VA. The program offered CE credit for its members. Attendees included members from throughout Virginia and included the Economic Developer of the Norfolk Terminal.

On Friday, March 7, Nahigian was one of the key speakers at Bank of America's Global Headquarters in New York City to the SIOR Tri-State Regional Conference. The topic was "From Shanghai To Your Shelf: Industrial Real Estate decisions on the world of logistics and supply chain." Attendees were from NY, NJ, CT, Washington, DC, NH and Boston area.

Again on Thursday, March 13, Nahigian spoke on "From Shanghai to Your Shelf: Logistics and Supply Chain Impact on Industrial Real Estate Decisions." The sponsor was the CCIM Chapter of Kentucky (CCIM is Certified Commercial Investment Member designation by National Association of Realtors) in Louisville, KY. The venue was The Nucleus facility (operated by the University of Louisville) and Dermody Properties was a co-sponsor of this event.

Nahigian is also an senior instructor at Boston University and recently completed teaching the winter semester on "Commercial Lease Document: From the Perspective of the Landlord, Lender and Tenant."

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