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## **Nahigian of Auburndale Realty Co. speaks at summer and fall industry events**

November 13, 2014 - Front Section

During this summer and fall, 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 May 20 Nahigian spoke at the Emerald Coast Association of Realtors on commercial lease clauses to over 50 area commercial brokers in Ft. Walton, Fla.

On June 11, over 55 attendees came to the Baton Rouge Association of Realtors as Nahigian spoke about the intricacies of build-to-suit development and pro formas.

On June 17 Nahigian was invited by the National Association of Realtors Commercial to deliver the new "Discovering Commercial" course as a beta test to newly selected instructors and to operate a "Train the Trainer" session. The session was delivered at NAR headquarters in Chicago. The Discovering Commercial is being rolled out to commercial boards.

On June 25 Nahigian taught the SIOR designation course in Charlotte, N.C. The topics included negotiation skills and synergistic sales skills.

On September 9 Nahigian delivered the highly sought after course "From Shanghais to Your Shelf: Logistics and Supply Chain Industrial Real Estate Decision Making" to the Louisiana Commercial Realtors in Darrow at the Houmas House Plantation. Over 40 attendees were present.

Then on September 11, Nahigian delivered again "From Shanghai to Your Shelf" for the Maryland Port Administration and the Society of Industrial and Office Realtors (SIOR) MD Chapter in Baltimore. The event was held at Maryland Port's headquarters in the World Trade Center.

On September 17 Nahigian taught "Art of Negotiations Skills" as part of the SIOR national designation in Dallas at the Adolphus Hotel.

And to conclude the fall season Nahigian delivered "Build-to-Suit Development" to the SIOR Oklahoma Chapter on October 2 in Tulsa at the Hotel Mayo. Over 50 attendees from Oklahoma attended including the SIOR National president-elect Angela West.

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.

Nahigian is also an instructor at Boston University, CoreNet Global, NAR Commercial, RealtorU and Mass. Association of Realtors.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540