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## **NHCIBOR is planning ahead for leadership opportunities - by Kathy DeMello**

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It's summer! And one of the busiest most of us have seen in a long time! Commercial inventories in New Hampshire are low, and buyers are frustrated trying to find the perfect location to move or start their business in. But the economy is booming and all is well – right?

NHCIBOR is also very busy this summer planning ahead. We start our governance process this month, selecting the panel that will make recommendations for the future leadership of the organization. Some months ago I wrote an article about volunteering and its many benefits. If you are member of NHCIBOR and interested in being a part of the leadership, let us know so we can consider your name for the openings we will have on the board for 2018. Also, if you have a specialty in events planning, membership recruitment, marketing, sponsorship or education we would love to have your input.

The task force for statewide commercial designation has given the board a report that is being taken under consideration. We are looking forward to putting together a designation/certification program that will be focused on experience in the field and education. This designation/certification will bring a new level of recognition to the consumer looking for CRE services and among our peers, underlining that there is a difference in process and knowledge in a commercial transaction vs. a residential transaction. It will elevate commercial professionalism to the consumer, ensuring them that they are receiving the best services available by hiring a realtor with the commercial designation.

Our education committee has been working hard and has wrapped up the schedule for the year. Watch our website for details on our September program, “Growing Your Business” and our November Professional Development Series on Broker Lien Law & Bankruptcy. We have members of our organization who have developed new commercial core course, and will be publishing the details on that shortly. So if you are in need of the core course for license renewal we are offering.

Finally, thank you to all who serve on our board, committees, task forces, and our executive director, Allison Ropes for all the work you all do to make this organization dynamic and meaningful to our

membership.

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