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## **Nahigian invited to speak at a industry events during fall 2018**

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Rob Nahigian

Newton, MA During fall of 2018 Rob Nahigian, FRICS, SIOR, CRE, MCR of Auburndale Realty Co., was invited and spoke at a number of regional commercial real estate events throughout the U.S. as an industry subject matter expert and commercial industry thought-leader.

The Ohio Association of Realtors engaged Nahigian to deliver a webinar on commercial transactions and leases. The webinar attracted practitioners throughout Ohio and was conducted on August 28 and 30.

Nahigian then was invited to deliver “Build-to-Suit Development” and “Commercial Lease Analysis: When to Hold and When to Fold” on September 7 for the New Orleans Metropolitan Association of Realtors (NOMAR) Commercial division.

On September 14, Nahigian delivered the SIOR national designation program “Art of Negotiating Commercial Real Estate” in Dallas at the Sheraton Dallas. The course revealed new models in negotiating skills that have elevated the success of professional negotiators. As an SIOR national faculty member since 1986, Nahigian incorporated his professional experience as a “for hire” negotiator that dissected two negotiating traits that can tip the playing field.

On September 18, the South Shore Association of Realtors invited Nahigian to review the NAR Code of Ethics, Comparative Market Analysis and Investment Basics to its members seeking MA continuing education for licenses. The program was held in Pembroke and the board’s location and attracted over 150 real estate practitioners.

Nahigian taught his Boston University on-line class starting on September 4, through October. There were 22 attendees internationally on the topic of commercial real estate leases and transactions. The online course is an eight week program that includes brokers, developers and lenders from India to California. The course dives into commercial lease clauses and investment issues from the perspective of the landlord, tenant and lender as well as the leasing process and financing/investment implications.

On September 21, the Berkshire Board of Realtors asked Nahigian to speak at on investment basics

and advanced industrial real estate for MA continuing education to its members. The event was held at the board offices in Pittsfield, Mass. and drew over 100 people for the day.

On September 27, R&R Realty engaged Nahigian to speak at its annual corporate education day in W. Des Moines, Iowa. Nahigian delivered "From Shanghai to Your Shelf: Logistics and Supply Chain in the 21st Century." The program was delivered to its premier brokers by R&R at its corporate headquarters. Nahigian discussed the five intermodals, the changes with the Suez and Panama Canals, the advantages and disadvantages of east coast ports, rail, air and trucking systems, 3PLs and logistic hubs. Most importantly he shared the mathematical regression models that internal real estate departments engage to develop an industrial real estate decision on site and facility options in the marketplace.

The Cape Cod & Islands Association of Realtors engaged Nahigian to speak at its fall education event on October 17 on Mass. continuing education. Topics included Methods of Measuring Space, Commercial Buyer's Brokerage and Commercial Basics: Geography and Financial. The event was held at the board's conference facility in West Yarmouth.

NAIOP asked Nahigian to speak on business transactions and negotiating at its regional event on October 19 at AllSteel, 200 State St. in Boston. Approximately 25 real estate brokers, architects, lawyers, engineers, contractors and developers were in attendance.

Nahigian was then invited as a national speaker on November 5 at the NAR National Convention at the Commercial Division in Boston. Nahigian spoke on negotiating basics at the NAR Commercial Learning Theater. Over 6,000 people attended the NAR national convention.

On November 9, Nahigian was invited to speak at the SIOR Northeast Regional Event in New York City. Over five SIOR chapters were part of this collaboration including New England, Connecticut, NY, NY, PA and NJ. Approximately 150 attendees were part of this two day program. The main event was held at the Bank of America Global headquarters near Bryant Park. Nahigian spoke on logistics and supply chain, From Shanghai to Your Shelf. He had recently visited and toured the Savannah Port with the GA Port Authority and shared his experience as it relates to other port advantages and disadvantages.

Finally, as a SIOR faculty member, Nahigian taught Synergistic Sales Skills on November 14 in Atlanta for the SIOR National Designation class on Synergistic Sales Skills. Approximately 21 real estate brokers were in attendance to fulfill their SIOR designation requirements.

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