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New members and higher attendance at monthly meetings - by Douglas Martin

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Colliers International

It is gratifying to see NHCIBOR numbers growing every month. In March, we added 11 new Realtor members and 3 affiliate members bringing our total membership to 548 (386 Realtors and 162 affiliates).

It was also nice to see a number of new faces at our recent Professional Development Series class and quarterly meeting. The presentations on “comeback communities” and “opportunity zones” were well outlined and informative. Notably, both events had the hosting rooms at or near capacity. With so many folks in attendance, it created great Q&A sessions during the classes. We heard many thoughtful questions, which sparked discussions that will help everyone better serve their clients and customers.

Our monthly marketing/networking sessions are also seeing higher attendance. If you are working in the commercial real estate industry you will find value in these meetings. Brokers pitch new listings and buyer/tenant assignments and our affiliates are able to provide more information about their various services that complement the deal making process.

As a reminder, the Statewide Marketing Meetings are every 4th Wednesday of the month from January to November at the Matheson Education office at 166 South River Rd., 2nd floor, in Bedford from

9 - 10:15 a.m. The Seacoast Marketing Meetings are every 3rd Friday of the month from January to December at Pease International Tradeport at 1 New Hampshire Ave., 3rd floor conference room, in Portsmouth from 8:30 - 9:45 a.m. Coffee and breakfast is provided by an affiliate sponsor at each location.

We have an upcoming Commercial Oriented CORE Course on April 12th at the Berkshire Hathaway office in Londonderry from 8:30 a.m. - 12 p.m.

Lastly, another event members may find interesting is the upcoming Spring NHCIBOR Tour presented by Intown Concord on April 18th from 5:30 - 7:30 p.m. at The Hotel Concord, 11 S. Main

St. in Concord. This event includes a walking tour of 3 up-and-coming venues and a panel discussion followed by a networking reception.

You can sign up for classes and keep up to speed with all of the various events at <https://www.nhcibor.com/events/>.

Douglas Martin is the 2019 president of NHCIBOR, Bedford, N.H.

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