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CIBOR president's message: Learn from your challenges - by Christian Stallkamp

February 07, 2020 - Northern New England

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2019 is now in the rearview mirror, and as a broker, this time of year brings a mix of emotions. It's both a starting and stopping point where we wipe the slate clean and can take a deep breath before we start the climb again. As we look back at the challenges we have overcome in the deals that closed and those that didn't; hopefully, we can take something away from these experiences and learn both personally and professionally.

As I step into the role of 2020 NHCIBOR president, it is clear that I don't have to wipe the slate clean and start from scratch but continue the message of those that have led before me. The goal is simple, continue to serve and empower the commercial real estate community through education, advocacy, networking, and, most importantly giving back to the communities we serve through NHCIBOR CARES. I am thrilled to be backed by a diverse board with energetic committees to serve the over 600 members. What has been amazing to see when jumping into this role and talking with the different committee chairs and members was the commitment that members have put into NHCIBOR over the years. Five to ten years in these roles was a common theme amongst these many members. As an organization we are truly lucky to have members with this background and experience.

In 2020 our main focus will be to continue to improve the educational offerings through online commercial courses and working on rolling out a commercial designation. We will also look to increase and enhance NECPE's online presence while keeping an eye on any legislation that could affect our industry.

If you're an existing member who's looking to get involved or if you are new to the industry and looking to get a good foundation in commercial real estate as a Realtor or affiliate, please don't hesitate to reach out to me directly at cstallkamp@boulos.com.

I also wanted to extend my thanks to both past presidents Ralph Valentine and Doug Martin. I would

also like to thank Tom Riley, who is on the road with NAR and looking to promote NHCIBOR wherever he can. They have been instrumental in strengthening and supporting NHCIBOR over the years.

If you are new to NHCIBOR and commercial real estate we've launched the "Top Dog" introduction to commercial real estate brokerage program for members This package is aimed at getting new commercial practitioners up and running as quickly as possible. All that a user has to do is purchase a manual for \$195 and he/she will get access to the full 15 lesson course. Please go on our website, www.nhcibor.com, for more information.

Also, thanks to NHAR's and NHCIBOR's call for action House Bill 655 got shot down. This bill would have allowed landlord's to be fined for the actions of their tenant's. The landlord could be fined for tenant's "disorderly activity" but would not provide the landlord any added means to evict that tenant. Thank you for those who reached out to the representatives on this matter.

If you have any questions at all or if you would like to consider joining a Committee or getting involved with NHCIBOR, please reach out.

I am excited to begin my new role and look forward to working with everyone in 2020.

Feedback by our members is important, please reach out. Thank you.

Christian Stallkamp is a senior broker with The Boulos Co., Portsmouth, N.H. and is the 2020 president of the N.H Commercial Investment Board of Realtors, Bedford, N.H.

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