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## **As a group we have increased value, strength and influence - by Joe Friedman**

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2020 President

Joe Friedman

Brooks Properties

There are real benefits to being a part of the New Hampshire Commercial Investment Board of Realtors ("NH CIBOR"). They include linkages, bridges and bonds.

Linkages, or access to resources, include participation in the New England Commercial Property Exchange ("NECPE"), New Hampshire's best commercial property exchange. Also, high quality commercial real estate oriented continuing education offerings enable NH CIBOR members to maintain and keep their real estate licenses up to date. NH CIBOR members have access to an excellent Forms database for the many types of transactions that arise in a commercial real estate transaction. They have access to the deep resources of the National Association of Realtors ("NAR"). And members have access to sources of funding for their clients.

Bridges include connections to other groups such as the New Hampshire Association of Realtors, NAR and other industry trade groups such as CCIM, SIOR and IREM. NH CIBOR gives its members bridges to legislators in Concord for issues that matter to Realtors. As a collective group our voice is more significant than an individual in shaping the various laws that are considered in Concord. NH CIBOR's public policy committee regularly reviews proposed and pending legislation in Concord as well as new and revised environmental policies and building code issues. NH CIBOR Cares, a part of NH CIBOR, is a non-profit fundraising group that helps those in need around New Hampshire.

Bonds are those connections within NH CIBOR that exist between Realtors, affiliates, (such as bankers, architects, engineers, contractors, and real estate consultants) and institutional members (universities and government entities including economic development people at the local and state level). While those bonds were previously developed in face-to-face, meetings have evolved to include virtual meetings and connections. Currently, NH CIBOR's affiliates and special events committee is planning exciting in-person and virtual events for members and prospective members.

Together these linkages, bridges and bonds form social capital for a person. This social capital is as much a part of a person's net worth as their bank account. Active NH CIBOR members are rich in social capital. There is great value to being a member. As a group, the sum of its members' social capital significantly increases the value, strength, and influence of NH CIBOR.

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