



MESSAGE FROM THE RAC NYSCAR PRESIDENT

From the Desk of Ginny Squire:

As the Spring Market quickly turns to the Summer Market, there is a lot happening! RAC NYSCAR has an action-packed agenda for our Brokers and Affiliates.

It is a great time to be part of RAC NYSCAR as we have impressive property tours, networking and educational opportunities on the horizon. [Don't forget our Broker Invitational. Invite a fellow Broker to come as your guest!](#)

As May turns to June, our local networking luncheons will bring us to 2600 Manitou Road for our *new* May 30 member luncheon, and on June 13, the spaces that are available at City Gate. June kicks off with our NYS Commercial Real Estate Conference on June 3-5 at Turning Stone. An additional day has been added to our traditional Marketing session and a day of Continuing Education. We will have plenty of time to network and have a little fun also! Summer fun brings us to the Annual RAC NYSCAR Golf Tournament on July 22. We are excited for a new location, the Links at Greystone.

With the Fall, we are looking forward to bringing two outstanding CCIM classes to Rochester. On October 28 and 29 at the Hyatt Regency Rochester, we will be partnering with CCIM to offer the "Foundations for Success in Commercial Real Estate." **Whether you are taking the class or not, CCIM invites you to a Happy Hour at the Hyatt on October 29; more details on that later.** On October 30, we will also have CCIM's "Commercial Real Estate Negotiations." See below for details and registration.

Between the classes offered at the June conference, followed by the classes in October, you could easily take care of all of your Continuing Education needs. Don't forget that we have an additional \$1,235 from last year's President's Dinner Silent Auction in our Education Scholarship fund. If you would like to apply for an Education Scholarship for any courses, [download details](#). Contact Awards & Scholarships Chair, Mercedes Brien, at mercedes@missioncommercialrealty.com or at (585) 330-4890 with any questions.

I want to thank all the Committees and Board members who have worked so hard to bring together such a robust calendar of events this Summer and Fall. It is through the relationships made, the education learned and the opportunities shared at RAC NYSCAR events and classes that empowers each of us to bring the best we can be to this ever-changing and exciting business.

As always, please feel free to reach out to me at virginiasquire@hannacre.com or at (585) 455-3352 with any questions or comments.



RAC NYSCAR TECHNOLOGY UPDATE FOR MAY

From the Desk of Carly Rohlin, RAC NYSCAR Technology Committee Chair:

In conjunction with the talk that Sarah Compter of SYNACT presented regarding Customer Relationship Management (CRM) at the May 9 RAC NYSCAR monthly member meeting, please [follow this link for more information regarding specific CRM options for Commercial Real Estate](#).



CALLING FOR RAC NYSCAR AWARD NOMINATIONS

From the Desk of Mercedes Brien, Awards & Scholarships Committee Chair:

Did you close a big Commercial lease or sale deal this year? Do you know someone who did? Who would you nominate? The year is flying by, and our President's Awards Dinner will be here before we know it on Thursday, November 14. These are the awards we present each year: [Download the list of awards](#). Please take a look and get back to me with your nominee(s) at 585-330-4890 (cell), 585-348-9170 (office) or mercedes@missioncommercialrealty.com.



REGISTER *NOW* FOR RAC NYSCAR'S GOLF TOURNAMENT THE LINKS AT GREYSTONE MONDAY, JULY 22



Our 18th Annual Golf Tournament is almost here, and registration is open!! Come golf with colleagues and friends -- all are welcomed! Put together a foursome. Golf as an individual, and we'll put you together with a great bunch of people. Or, just come for dinner. We'll have fabulous Raffle prizes and a 50/50 Raffle. **SPONSORSHIPS ARE STILL AVAILABLE!** [Download all details](#). Pay by check or [pay via PayPal](#). Questions? Contact Golf Chair, Tom Fromberger, at (585) 381-9250.

RAC NYSCAR's proceeds from the 50/50 Raffle will go to the REALTORS® Charitable Foundation again this year.



STILL TIME TO REGISTER! JUNE 3-5, 2019 NYS COMMERCIAL REAL ESTATE CONFERENCE AT TURNING STONE



Monday, June 3, 2019 - 8:00 a.m. to Wednesday, June 5, 2019 - 5:00 p.m.

[DOWNLOAD DETAILS](#) / [REGISTER ONLINE NOW](#)



REGISTER FOR CONTINUING EDUCATION IN ROCHESTER OCTOBER 28, 29 & 30



CCIM Institute
Commercial Real Estate's
Global Standard for Professional Achievement

"Foundations for Success in Commercial Real Estate" is being offered on October 28 & 29. This two-day class provides agents, brokers, students, and allied professionals with an understanding of the skills, resources and business practices that pave the way for success in Commercial real estate. Through real-world case studies, you will learn how to analyze leases and investment value and develop a plan to kick-start your career. [Details and Registration.](#)

"Commercial Real Estate Negotiations" is being offered on October 30. Learn and apply the CCIM Interest-based Negotiations Model to your most challenging transactions. Learn new, proven strategies to client acceptance that will get you out of the "high/low game" and other tactics that can derail a successful transaction. This class is a prerequisite for CCIM 103, "User Decision Analysis for Commercial Investment Real Estate." [Details and Registration.](#)

SAVE THE DATE!

October 29

CCIM Happy Hour at the Hyatt Regency Rochester for all RAC NYSCAR Members

All RAC NYSCAR members and their guests, not only CCIM Course participants, are invited to a CCIM-sponsored Happy Hour at the Hyatt on October 29. More details will be forthcoming.



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Please feel free to forward our newsletter to any professional in the Commercial Real Estate community. New members are welcomed and encouraged.

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