



REALTOR® Commercial Alliance
of the
REALTOR® Association of Acadiana

"The Leading Advocate of the Commercial Real Estate Industry"

April 2010

2010 Signature Series Event--REGISTER TODAY

REGISTER TODAY!!

***"Servicing Commercial Tenant Needs and
Marketing Methods for Commercial Real Estate"***

Presented by Rob Nahigian, FRICS, SIOR, CRE

May 11th, 2010 8:30am - 12:30pm

RAA Education Room
4 CE Credits

This class is geared to educate the seasoned commercial broker on the physical and financial demands of a tenant, how to better segregate the design and construction knowledge and better assist a tenant so that he/she can make a more educated and informed real estate decision. It will cover the construction design elements relevant to both industrial and office tenants; venues to find commercial tenant needs through the indirect and direct approaches; and how to develop and implement effective methods of leasing space.

Cost:
\$35 - RCA Members
\$50 - non-RCA Members

To register, email MaryS@RealtorAcadiana.com.

Thanks to our lunch sponsor, Bradley & Moreau/Real Title!!

REGISTER TODAY!

New to **Commercial Real Estate** or interested in learning more about it?

"Introduction to Commercial Real Estate"

Instructor: Bob McComb, Top Dogs

Thursday, April 22nd

8.30am - 12.30pm

RAA Office

4 CE credits

Email MaryS@RealtorAcadiana.com to register.

Topics include:

- Industrial Properties Overview
- Retail Properties Overview
- Sales & Leasing
- Essential Tools for doing Business
- 4 Basic Roles of Commercial Real Estate Agent
- Property Income & Capitalization Rates
- And much more

Cost:

Free for RCA members
\$35 for non-RCA members

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Upcoming RCA Events

Board of Directors Meeting

May 13th
9:00am
RAA Board Room

Signature Series Event

"Servicing Commercial
Tenant Needs and Marketing
Methods for Commercial
Real Estate"
May 11th
8:30am - 12:30pm
RAA Education Room

What's New from the National Association of REALTORS®

COMMERCIAL PODCAST - APRIL EDITION

Hear news about recent NAR Congressional testimony urging incentives for commercial RE investing such as accelerated depreciation and development of a mortgage insurance program to insure the difference between a property's current value and its debt; plus information about credit union lending as NAR Treasurer James L. Helsel, Jr. provides his latest update. To listen , click [here](#)

BY YEAR END -- HALF COMMERCIAL MORTGAGES UNDERWATER

That's what Elizabeth Warren, chair of the TARP Congressional Oversight Panel said last Monday. "These loans are concentrated in the mid-sized banks," Warren told CNBC. "We now have 2,988 banks-mostly midsized, that have dangerous concentrations in commercial real estate lending. As a result, the economy will face another very serious problem -- to be resolved over the next three years... [and] things are unlikely to return to normalcy in 2010." For more information, click - [here](#)

Upcoming CCIM Events



April 17 - 21: CCIM Institute's [Midyear Business Meetings](#)
New Orleans

April 21 -22: CCIM Institute's [Recharge Your Power Tools Event](#) New Orleans

April 29: CCIM Louisiana Chapter's [Annual Crawfish Boil](#)
Baton Rouge

Attention Affiliate Members

RCA is in need of sponsors for the following events. Please let Mary know if you are interested in sponsoring one of these networking and/or education events.

April 22nd - "Intro to Commercial Real Estate" Course - breakfast or lunch sponsor needed

August 11th - Statewide Commercial Conference at the LITE Center - lunch sponsor needed

Email MaryS@RealtorAcadiana.com with the event you would like to sponsor. Thanks!

RCA New Members

Welcome New Members:

Billy Pruitt, Acadiana Metro
Robin Baroni, City Club at River Ranch
Michelle Desormeaux, Van Eaton & Romero

Over 100 members strong and growing!

Commercial Webinars Offered

FREE Webinars from NAR:

April Webinars

Topic: Liquidity and Commercial Real Estate in 2010: Connecting the Dots

Speaker: Rob Nahigian, FRICS, SIOR

Description: Join Rob as he presents his assessment of the Commercial Real Estate Market and the economic factors that continue to affect it. This presentation will explore both the practical and economic reasons how investment real estate reached this current point of chaos and how it could significantly outperform over the mid-term horizon.

Duration: 1 hour 12 minutes

Access Rob's Session. [View and listen now >](#)

[Download presentation >](#)

Topic: Profit from the Latest in Technology Trends

Speaker: Todd Clarke, CCIM

Description: This course provides a wonderful overview on the latest technology trends and how to implement them to enhance your business.

Duration: 1 hour 10 minutes

Access Todd's session. [View and listen now >](#)

[Download presentation >](#)

RCA Member Benefits

RCA Member Benefits

- Reduced monthly fees for LACDB access (new benefit for 2010)
- Unified Community Commercial Presence
 - Continuing Education
 - Networking Opportunities
 - Information Sharing
- Strategic Unified Voice for Legislation
- Advertising Opportunities

-Data Sharing
-Commercial Specific Benefits for REALTOR® members
-Increased Financial Opportunities

Quick Links

[CCIM](#) [CRE](#) [IREM](#) [SIOR](#) [RAA Website](#) [MLS](#) [REALTORS Land Institute](#) [LACDB](#)

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REALTOR® Commercial Alliance | 1819 W. Pinhook Ste. 115 | Lafayette | LA | 70508