



REALTOR® Commercial Alliance  
of the  
REALTOR® Association of Acadiana

"The Leading Advocate of the Commercial Real Estate Industry"

June 2010

Commercial Webinars Offered

**FREE Webinars from NAR:**

**June Webinars**

Topic: Negotiating

Title: Negotiating the Commercial Lease

Speaker: Richard Muhlebach, CPM, CRE

Description: A leasing agent can save his/her clients thousands of dollars by skillfully negotiating lease provisions. This abridged seminar is a non-legal review of dozens of lease provisions from both the landlord and tenant perspectives. Compromise solutions are presented that will meet the negotiation goals of both the landlord and the tenant.

Duration: 1 hour 12 minutes

[View and listen to Richard's session now>](#)

Topic: Economy and Industry

Title: RE/set, RE/position and RE/start

Speaker: G. Edmond Massie IV, ALC, CCIM, GREEN

Description: The Great Recession is the result of a perfect storm of forces including six massive paradigm shifts that were negative to the real estate market. As a result, the real estate market has RE/set to a New Normal that is very different from the aberrant market of 2002 - 2006. This seminar helps REALTORS® prosper by enabling them to RE/position their client's properties and fully participate as the real estate market begins to RE/start in 2010 - 2012.

Duration: 54 minutes

[View and listen to Ned's session now >](#)

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From NAR

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**Upcoming RCA Events**

**Board of Directors Meeting**

Thursday, June 10th

11:00am

RAA Board Room

**What's New from the National Association of REALTORS®**

**Download the Latest T&I Briefing Podcast**

**(June 2) Jan Fiola, Business Development Director at Bedford Cost Segregation, shares her thoughts about current industry direction, her impressions from years in commercial development and her plans for 2010 as CREW (Commercial Real Estate Executive Women) Chicago president.**

[Read more >](#)

**Updated: Commercial Real Estate Advocacy Timeline**

(June 1) Learn more about the most current NAR advocacy for legislation that helps support REALTORS® and commercial issues.

RCA/CCIM Luncheon  
 Thursday, July 29th  
 11:30am - 1:00pm  
 City Club at River Ranch

[View 2010 YTD Timeline >](#) (PDF: 393KB)

### 2010 Commercial Real Estate Priorities

(May 25) Read a summary of the current commercial real estate market, learn NAR's legislative and regulatory priorities and its proposals to improve the industry, and review facts, figures and products.

[Read more >](#) (PDF: 2.1MB)

### Upcoming CCIM Events



July 29: CCIM Louisiana Chapter's Membership Luncheon  
 City Club at River Ranch  
 Lafayette

### RCA New Members

## Welcome New Members:

Kyle Stelly, AAA Signs Inc.

*Over 100 members strong and growing!*

### 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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