



REALTOR® Commercial Alliance
of the
REALTOR® Association of Acadiana

"The Leading Advocate of the Commercial Real Estate Industry"

May 2010

2010 Signature Series Event

LAST CHANCE TO REGISTER!!

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

***Presented by Rob Nahigian, FRICS, SIOR, CRE, NAR Signature Series
Speaker***

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

RAA Education Room
4 CE Credits
Lunch Included

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!!

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From NAR

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What's New from the National Association of REALTORS®

IMPACT OF MEDICARE TAX ON REALTORS®

A new 3.8% tax will apply to the "unearned" income of "high income" taxpayers, and 0.09% tax will apply to the "earned" income of many of these same individuals. To read a comprehensive Q&A on these proposed portions of the legislation referred to as "Medicare" taxes, click - [here](#)

Sponsors Needed

Welcome New Members

NAR Webinars FREE

Member Benefits

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

RCA/CCIM Luncheon

Thursday, June 17th
11:30am - 1:00pm
City Club at River Ranch

COMMERCIAL CONNECTIONS NEWSLETTER

Read the latest issue of Commercial Connections, previously RCA Report, and learn more about advocacy efforts for commercial real estate, key legal issues, and more. Click [here](#).

Upcoming CCIM Events



May 21: CCIM Louisiana Chapter's [Membership Luncheon](#)
Alexandria

June 17: CCIM Louisiana Chapter's Membership Luncheon
Lafayette

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.

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:

- Susan Parker, NAI Lake Charles
- Betty Johnson, Johnson & Associates Real Estate, LLC
- Chanda Rubin, Coldwell Banker Pelican Real Estate
- Donna Thibodeaux, Coldwell Banker Pelican Real Estate
- Kathy Benoit, Century 21 Gateway Realty
- Ricky Hinch, NAI Lake Charles
- Ryan Richard, Real Estate de Louisiane
- Robert Thomson, Real Estate de Louisiane

Over 100 members strong and growing!

Commercial Webinars Offered

FREE Webinars from NAR:

May 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

Access Richard's Session:

[View and listen 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 will help REALTORS prosper by being able to RE/position their client's properties and fully participate as the real estate market begins to RE/start in 2010 - 2012.

Duration: 1 hour 10 minutes

Access Ned's session: 54 minutes

[View and listen now>](#)

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