

## Oregon Commercial Real Estate Conference

November 8 - 9, 2017

At COAR

8.5 CE

### November 8th, 9:00 AM - 5:00 PM

Session 1 - Technology: A Game Changer of the Entire Commercial Real Estate Industry (Emily Line, Vice President of Commercial Services Realtors Property Resource)

Learn how to more efficiently gather and analyze a myriad of data that is rapidly becoming a critical element in the future of commercial real estate. It's time to talk big data and systems for managing information to improve Commercial Practitioners' workflow.

Session 2 - How Millennials are Impacting Traditional Leases and the Rise of Co-Working (Turner Levison, CEO CommissionTrac & BOD/Investor SharedSpace)

The entrepreneurial Millennials are bringing a different lifestyle and approach to the workplace. They want support and mentorship, flexibility in where they work, a clear path for advancement and high earnings potential. Get tips on how to adjust your business practice to better understand and serve the needs of this growing demographic soon to dominate the workplace.

Session 3 - Crowdfunding: A New, Interesting Alternative Avenue to Finance Commercial Developments (Darren Powderly, CCIM/Co-Founder CrowdStreet)

Crowdfunding is connecting investors with professionally managed properties by pooling their resources online in the same manner that has been done for decades through syndication. This session will take a look at the investment options crowdfunding offers investors, the benefits of this emerging platform and leave you considering some thoughts about it's role in your business.

### November 9th, 8:30 AM - 11:30 AM

Session 4 & 5- Success Strategies for Commercial Real Estate Sales and Leasing (Michael Bull, Host of America's Commercial Real Estate Show)

In his first presentation Michael will share "The Top Ten Success Strategies for Commercial Agents". In the next session he will present "Promoting Your Services & Brand". These sessions will quickly provide hundreds of takeaways to add value to your business.

- Build a business that grows every year
- Become the go-to-broker in your chosen area of expertise
- Win more assignments
- Have clients ask you for services

\$75 for members of OAR/\$100 for non-members.

This event is presented by the NAR, OAR and COAR.

**[REGISTER HERE](#)**

IMPORTANT TO YOU

**Commercial Marketing Meeting Date Changed**

We will be returning to first Friday morning marketing meetings in September. CE will be scheduled separately from the marking meetings going forward. Here is the schedule for the remainder of 2017.

November 3

December 1

Doors Open at 7am Meeting 7:30-8:30am

Just a reminder to send your materials for any properties/projects you would like highlighted to [cid@coar.com](mailto:cid@coar.com) by noon the day before the meeting.

## **Salem Report: 2017 Legislative Recap & Preview of the 2018 Short Session**

October 30, 2017

11:00 AM - 12:00 PM

1 CE/Free

Join us for the first of the REALTOR® Party Town Hall Speakers Series. Shawn Cleave, Government Affairs Director for OAR and Shaun Jillions, Chief Lobbyist for OAR and partner at Deckert Jillions, LLP will recap the 2017 Oregon Legislative session and a preview of the 2018 short session.

[Learn more](#)

## **Three Great Uses for the New RPR Commercial Practitioner Resource Guide**

RPR's new Commercial Practitioner Resource Guide offers Associations a unique opportunity to demonstrate the value of membership, enhance member communications, and provide ongoing educational and business-building assets to their members—all offered at no cost to the Association and in ready-to-go formats.

[Learn more](#)

## **Building a Better Bend to Host " Density, Dollars & Development: The Economics of Land Use in Bend**

Lecture by Joe Minicozzi of Urban3

Wednesday, November 1, 2017

Trinity Episcopal Church | 6:30pm | FREE

This presentation will illustrate how land use economics is an effective tool for getting the highest return on investment while growing smarter as a community. From capital improvement planning to placemaking, the presentation will challenge the way people think about the cost of development and the value of land.

Joe Minicozzi, AICP is the principal of Urban3, a private consulting firm whose work in pioneering geo-spatial representation of economic productivity has prompted a paradigm shift in understanding the economic potency of urbanism and the value of well designed cities. Joe is a sought after lecturer on city planning issues and his work has been featured in numerous journals and at international conferences.

[Learn more](#)

## **Composing Vibrant Urban Places**

How do you create value and a sense of place on a small site? Opticos Founding Principal Daniel Parolek dives into opportunities, challenges, and initial concepts that reimagined a former gas station.

[Learn more](#)

## Commercial News

[Impact Fees: An Urban Planning Zombie in Need of Slaying](#) - Dan Bertolet, Sightline Institute  
[Sisters Vacation Rental Policies](#) - KTVZ  
[City and Park District Fail on Mirror Pond Dredging](#) - Editorial, The Bulletin  
[LeadMethod Wins \\$500,000 at Bend Venture Conference](#) - Kathleen McLaughlin, The Bulletin  
[Athletic Club of Bend for Sale](#) - The Bulletin  
[Venture Out Names Winning Companies](#) - The Bulletin  
[OnBoard Dynamics Partners with Global Manufacturer](#) - Kathleen McLaughlin, The Bulletin  
[Bend Chamber Names Sage Winners](#) - The Bulletin  
[Attract Young Pros to Commercial Real Estate](#) - Dylan Taylor, REALTOR Magazine  
[Should the iPhone X be in Your Future](#) - Michael Antoniak, REALTOR Magazine

## NAR Publications

[2017 NAR Commercial Member Profile](#)  
[Commercial Real Estate ALERT Report](#)  
[International Business Trends 2017](#)  
[Commercial Connections Summer 2017](#)  
[May 2017: Changes in the Air](#)  
[June 2017 Business Creation Index](#)  
[Commercial Real Estate Outlook: 2017.Q3](#)  
[Commercial Real Estate Lending Trends 2017](#)  
[2017 Q1 Commercial Real Estate Market Survey](#)

## IMPORTANT LINKS FOR COMMERCIAL PRACTITIONERS

CCIM (Certified Commercial Investment Member) Designation	NAR Commercial Information
IREM (Institute of Real Estate Management) Designation	LoopNet
SIOR (Society of Industrial and Office REALTORS®)	CommercialSearch.com
CIPS (Certified International Property Specialist)	Economic Development of Central Oregon
LEED Certification (U.S. Green Build Council)	Redmond Economic Development
Commercial Education at COAR	Central Oregon Builders Association
Building Owners and Managers Association	ZipForms



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