

**NAHIGIAN REAPPOINTED BY MASS. REAL ESTATE LICENSING  
COMMISSION; SPEAKS AT INDUSTRY EVENTS IN FALL 2012**

**Date:** November 12, 2012

**From:** Rob Nahigian, FRICS, SIOR, CRE

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**NEWTON, MASS.**

Rob Nahigian, FRICS, SIOR, CRE, MCR of Auburndale Realty Co. was reappointed during September by Joseph Autilio, Executive Director of the Massachusetts Division of Professional Licensure, to the Massachusetts Board of Registration's Real Estate Brokers and Salesperson's Education Sub-Committee. The Education Sub-Committee offers recommendations on continuing education requirements and course contents for the purpose of real estate agent license renewals. The Sub-Committee enhances the ability of the Board to protect the consumers in Massachusetts in the practice of real estate brokering.

Additionally during the second half of 2012, Rob Nahigian, FRICS, SIOR, CRE, MCR of Auburndale Realty Co., Newton, Mass. spoke at a number of regional and national commercial real estate events throughout the U.S. as an industry subject matter expert.

On Sept. 18 Rob spoke for the Cincinnati Association of Realtors on "Liquidity and Commercial Real Estate" held in Cincinnati. Over 55 professionals attended this event at the Eagle Realty offices with a reception at the University Club in downtown Cincinnati. This program was sponsored by a grant from NAR Commercial. Rob spoke at the State

Convention of Mass. Association of Realtors on Sept. 20 on “Commercial Buyers Brokerage, Commercial Brokerage Due Diligence in the Sale of Real Estate, and International Real Estate Challenges.” The State Convention was held at the RI Convention Center in Providence, RI. On Sept. 24, Rob was invited by the SIOR E. Canada Chapter to speak at its regional event in Montreal on “Build-To-Suit Opportunities and Pro Forma.” Over 115 people attended this event at the Oxford Conference Center in Montreal. Rob then taught the SIOR designation course for the SIOR accreditation in Dallas on Oct. 3 at The Adolphus Hotel. The topics were “Synergistic Sales Skills” and “The Art of Negotiating.”

Lastly, Rob was invited to the national faculty of CoreNet Global for its MCR accreditation and to develop a new industrial course. The new course entitled, “The New Survival Tools of Industrial Operations and Real Estate Decisions” was offered for the first time in Chicago on Nov. 8<sup>th</sup> and Nov. 9<sup>th</sup> at the headquarters of MillerCoors Co. in downtown Chicago. This course was a new elective for the MCR accreditation.

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