



National Council of Exchangors

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Quarterly Newsletter - Winter Edition



MISSION STATEMENT

National Council of Exchangors

- Provide a platform to its members for education and the creative marketing of real estate.
- Provide an environment for forming lasting professional and profitable relationships among its members.
- Expand and maintain the educational and networking opportunities for the creative and exchange marketing of real estate.

In This Issue

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Welcome to NCE

The National Council of Exchangors (NCE) is a non-profit trade association comprised of real estate licensed professionals from across the country. We meet four times per year at our conference venue in Las Vegas, Nevada where we host educational events and conduct marketing meetings. At conferences, our members have the opportunity to present offerings through professional moderators towards the sale and exchange of their real estate nationwide.

Our events are highlighted with industry specific educational courses such as: introduction to equity marketing, client counseling, creative real estate formulas (designed to help better structure successful sales and exchange solutions), transaction structures and other related real estate course topics.

Professional moderators conduct our marketing session and utilize a pre-moderation counseling process to assist the presenter by placing focus on the specific goals of the client, benefits to the parties, as well as any specific challenges of the property, the ownership, or the location. Thereafter, guided by our moderators, the presenter is able to draw out a greater number of sale and exchange proposals from the audience. Member focus on this equity marketing process as a tool that allows real estate licensees to look beyond "all cash" as the only means to consummate a transaction.

NCE understands that knowledge and creativity are the keys to success for our clients and our profession. Our members achieve high levels of education in the following areas:

Counseling - Creative Formulas - Exchanging
Financing - Marketing - Tax Considerations - Transaction Structure



January 2024 was the first NCE Conference for 2024 in Las Vegas. Firstly I would like to thank Tom DeSollar for his fantastic leadership as President in 2022 AND 2023!

We accomplished a lot under his guidance and keeping the board on track, and it's my goal to continue with our mission of having some excellent Education for not only our newer members to get some good "core" education but a mix of the "new" as we had in January with the excellent information on Artificial Intelligence (AI) taught by Katrina Fine. There was so much to learn!

I am thrilled with those on the board this year, and everyone is committed to more Education and building our Membership, so that there are more like-minded people attending to do more transactions with!

If you are a new attendee to the NCE meetings and have questions don't hesitate to ask one of the more "senior" and experienced NCE members, because they are always willing to pass on their years of experience and knowledge. These seniors also recognize that younger members have fresh ideas and new perspectives on our industry that we should embrace.

Our mission at NCE is to provide the Education, Marketing Platform and the opportunity to form lasting professional relationships among our members of all ages and experience levels. It appears we are headed in the right direction!

I came away from the conference energized until the next conference April 8-11. It's earlier in the month this time so be aware the cutoffs are earlier too! March 19th to get your properties in the book so you can be first up to present from the podium! I hope to see you there! Please invite someone to attend that you feel would benefit from our organization. See you in April!

Warm regards,

Debbie Ferrari, EMS, NCE President



Local Exchange Group Meetings

City	Name	Time	Day	Phone/ Email	Contact
Tucson	AZREX	9:30	2nd & 4th Thurs	520-668-6697	Bob Dytko
Los Angeles	LAEIF		3rd Thursday	760-271-1265	Bal Ramlochan
So. California	OCE	9:00	1st Friday	949-463-4111	Debbie Ferrari
San Diego	REIE	9:00	Every Monday	760-688-8000	Dan Sanders
Denver	MHE	9:00	Wed	720-338-5123	Dave Sanchez
Colo. Springs	PPX	9:00	1st & 3rd Fri	719-290-7639	Thomas Powell
Atlanta	AGREE	8:00	3rd Thursday		Nick Nichols
Indianapolis	IREX		see website https://indianarex.org/about/	317-753-5447	Gloria Emborsky
Louisville	KREE		1st and 3rd Thurs https://kree.org/	<u>502-276-3783</u>	Katie Krotzer Anne Ray
Grand Rapids	WMIC		see website	jlpehrson@me.com	John Pehrson
Missoula	MAREX		see website		John Myers
Albuquerque	NMCE	8:45	Thursdays	Email: champineabq@gmail.com Cell: 505-948-0377	Amanda Champine
Columbus	OCREA	8:30	Thursdays		Mike Lane
Portland	MART	8:30	2nd Thurs of Mo	360-431-2733	Hal Palmer
Salt Lake City	UREX		3rd Friday		JR McLaughlin

Local Exchange Group News

NCE's Local Exchange Group Committee is taking off with new monthly educational events. Mike Libster, Jim Munson and Steve Smullin have presented seminars on various topics about Equity Marketing over the last three months via Zoom. If you have something to add to the above list, please let us know!

If you or your Local Exchange Group want to participate, email Debbie@DebbieFerrari.com or Billyamariabveronicap@gmail.com to get on the invitation list. This is a great way to ramp up your business and energize your group.

Remember that NCE has an experienced group of National Educators that offer a wide variety of seminar topics. These instructors are available to your Local Exchange Groups for live presentations. Contact NCE for further information.

If you don't have a Local Exchange Group in your area and would like information on forming one, please email NCE at admin@ncexchangors.com

NCE Mentor Program



If this is your first NCE conference or you just need a little help in preparation for the meeting, NCE has a Mentor Program headed by Erica Vesely, EMS. Erica is a member of the NCE Board of Directors and current President of the New Mexico Chapter of NCE.

She can assign an experienced NCE Member to help you with Package Preparation, counseling your client, how to prepare for your property presentation at the meeting and what to expect at the meeting. Your Mentor will also be available to answer questions at the meeting.

Having a Mentor will help you get the most out of the meeting and enjoy the experience. The new mentor program is designed to improve the conference experience and comfort level to our first-time attendees. Mentors will be assigned to welcome and assist in the preparation of property preparation and presentations. Helpful tips will be offered and mentors will be a valuable resource both before and during the conference.

Any current members who would like to volunteer their time to be a Mentor, please contact Kara or Erica for more information.

To enhance the experience of our members and grow our membership base, we are joining forces and setting goals. Through better communication and education, we expect growth and success.

Erica Vesely, EMS will be heading up the newly launched Mentor Program for first time attendees a tour quarterly Las Vegas Conferences. Erica can be reached at 505-250-0847 or via email at ericavesely@gmail.com

Young Member Testimonials



Having attended the National Council of Exchangors (NCE) Conference for the second time, I can confidently attest to the tremendous value this event offers to real estate professionals.

The NCE Conference serves as a beacon of knowledge, leadership, and networking opportunities within the industry, and I am continuously impressed by its ability to foster growth and development.

Seasoned professionals generously share their wisdom through workshops, panel discussions, and mentoring sessions, creating an environment that cultivates learning and growth for professionals at all stages of their careers.

Through NCE, I've expanded my knowledge and skills as a real estate investor and entrepreneur, and I'm confident that this journey of growth will continue.

A heartfelt thank you to our sweet Debbie Ferrari for introducing me to NCE and connecting me with some of the most successful and innovative minds in the industry.

I am grateful for the invaluable connections, insights, and opportunities it has provided me, and I wholeheartedly recommend it to anyone seeking to elevate their career in real estate.

Joining NCE is not just a choice; it is an investment in personal and professional growth.

Sincerely,

Irina Ciobanu - Southern California



2024 Officers & Board of Directors

Debbie Ferrari – President

Erica Vesely – Secretary

Blake Allen – President Elect

Billy Anastopoulos

George Noor – Treasurer

Noah Ruggieri

Kara Libster – Executive Administrator

Michael Libster – Past President

2024 Committees

Executive Administrator: ***Kara Libster***

Audit: ***Hal Palmer*** - Chair

Education: ***Michael Libster*** - Chair, ***Ted Blank***

Election: To be selected after the nominations.

Ethics: ***William Jones*** - Chair, ***Michael Libster***, ***Erica Vesely***

Local Exchange Groups: ***Billy A.*** - Chair

Marketing: ***Michael Libster*** - Chair, ***Will Jones***, ***Paul Krause***

Membership: ***John Spinola*** - Chair, ***Billy Anastopoulos***, ***Janice Landers***

Newsletter: ***Debbie Ferrari*** - Editor

Internet & Social Media: ***Chuck Trice*** - Chair

Production Managers: ***Asher Refailov***

Conference Manager: ***Chuck Trice*** - Chair

Contracts, Document Preservation: ***William Jones***

NCE Foundation Liaison: ***Jim Wilson***, ***Chuck Sutherland***

Spouse & Guest, Social & Entertainment: ***Marta & Jim Buchanan***

Winter Meeting Highlights



Mastering the Game of Monopoly

Learn from the Masters to better understand how some of the avenues of real estate are utilized and how they are available to you.

Christina Azharian has been part of NCE for just three, short years after joining her father, Armond, in his company. Prior to this, she was a business professor at Regis University, teaching in the MBA, Masters of Non-Profit, and undergrad business programs. She also runs a non-profit, rescuing dogs in Spain and bringing them to their forever homes in the US.



Kara's Korner

Did you know that as a member of NCE, you have at your disposal a marketing platform called Google Groups?

Members can voluntarily join and use the site to send Haves and Wants out to the entire group with one email. Recipients can then respond directly to the sender to continue the communication. This is a very active and engaged group and enables you to rapidly get the work out for your client's needs.

If someone is interested in joining the group email, all they need to do is email Kara at: admin@nceexchangors.com to be added to the group. Once added, you simply send an email to: nceexchangors@googlegroups.com, and everyone on the list receives it. It is as easy as that!!

Please note that the April meeting is earlier in the month - Apr 08 - Apr 11.

Don't forget to register and upload your packages no later than March 19th.

Caveat: Please keep your communication to the group about your Haves and Wats or other important business-related communications. Any violations may result in your removal from the group.

~ Kara

Remembering Michael Fine



IN LOVING MEMORY

All-

It is with great sadness that we announce the passing of NCE member and educator Michael Fine. He passed on December 7th in Chicago.

Michael earned a reputation as one of the industry's most knowledgeable and experienced real estate auction professionals. He structured and conducted successful auctions in more states and countries than any other individual in the country.

He had over 35 Years' Experience Developing the Strategies and Managing Real Estate Auctions.

He developed wide-ranging experience from condominiums to the most expensive estates in the country, from small commercial buildings to shopping centers to large industrial properties, and from homesites to a 380,000 acre Legacy holding.

Throughout his career he was responsible for the sale and project management of thousands of properties in 30 states, four provinces of Canada, Mexico, Latin America, and throughout the Caribbean.

He personally managed real estate auction programs for hundreds of banks, financial institutions, and the public.

Formally a partner and EVP of Operations and served on the Board of Directors of the top national real estate auction firm for well over a decade.

Former CEO and Founder of a Real Estate Auction subsidiary of two international companies.

He utilized every conceivable venue from internet, onsite, ballroom, audio and video simulcast, and telephone bidding Education & Accreditations.

Mike held an M.B.A.—Finance – Keller Graduate School of Management

B.A.—Business Economics (Magna Cum Laude) – Milton College

Certified Commercial Investment Member (CCIM)

Accredited Auctioneer of Real Estate (AARE)

Certified Auctioneer Institute (CAI)

Our thoughts are with his family at this difficult time of loss,

Kara Libster

Executive Administrator

National Council of Exchangors

11 West Main Street, Suite 223

MEETINGS AT THE TUSCANY

All meetings are held at:

The Tuscany Resort

255 E. Flamingo Rd.
Las Vegas, NV 89169
www.tuscanylv.com



For room reservations and savings please call: **877-887-2261**

Reference attendance at the upcoming conference with:

The National Council of Exchangors

Email admin@ncexchangors.com or Call **858-222-1608**

Bringing A Spouse or Guest To The Conference?

While we are all working, we would like to make the trip an enjoyable experience for everyone who attends, including guests and spouses. To help ensure this, we would like to introduce them to Marta Buchanan. Marta has generously offered to organize some activities for your guests and spouses. When making plans for their stay, she needs to know how many are attending and what type of activities they enjoy. To be prepared for your spouse/guest, please email Marta at martab5678@yahoo.com in advance.

Upcoming Meetings

- Apr 08, 2024 - Apr 11, 2024
- Jul 15, 2024 - Jul 18, 2024
- Oct 07, 2024 - Oct 10, 2024
- Jan 27, 2025 - Jan 30, 2025

Sponsors

