



National Council of Exchangors

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Quarterly Newsletter- Spring 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

- President's Message
- Kara's Korner
- Local Exchange Groups
- Meeting Highlights
- Young Member Thoughts
- Educators & Education
- Future Meeting Information

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NCExchangors.com

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

Spring 2025 - 01 /14



Welcome to 2025 to all my fellow NCE Members,

2025 looks to be another unique year in Real Estate, and throughout the economy. I want to encourage us all to be grateful for the formulas and counseling skills we have and will continue to learn at NCE that will help us all through these ever-changing times in the Real Estate markets throughout the country.

Whether you are relatively new to Real Estate or have weathered many downturns, the Exchangors' unique method of marketing, and thinking, will keep your toolbox full and your mind open to alternative solutions for your clients. I could write all day about how Exchangors have changed my life, and how I think our unique tools are so well suited for today's marketplace, but I shall try to make this short and to the point.

In my opinion, the markets are tough. It is hard to recommend clients buy or sell anything in many cases. CAP rates are too low, interest rates and loan constants are too high, and nobody knows which way the market is going for some asset classes. That is the bad news for all of us.

It also gives us, as Exchangors, the opportunity to be bearers of good news. It turns out there are many other ways to transact business than with cash down and a new loan. Prices can stay high if rates can stay low. After all isn't it really about the benefits? The market determines the value of different sets of benefits, and can change them, but, overall, we are just trying to see if we can find a deal where both parties are better off after the closing than they were before. Kinda like always. Sometimes a landbank is better than a bank. Sometimes a break-even property has more after tax benefits than a cash flowing one. Forums like NCE allow us the freedom to imagine transactions that we may not otherwise consider. By adding these skills and this mindset to our daily activities we can overcome a sluggish market. Encourage your Sellers to be Buyers with their equity. Look for opportunity where others are not and find ways to add value wherever we can. These are the ideas that come up during our brainstorming sessions that result in the solutions we need. The National meetings allow a critical mass of Exchangors to get together to create that "Power of the Room" that we all talk about.

You get more skills at every meeting, and can take those skills back to your local market to apply them to the advantage of your clients.

As you can tell, I am excited about exchanging, and still excited about Real Estate. I encourage us all to invite as many as possible to the national meetings, and to extend our reach into your local market.

As far as a state of the Union for NCE, membership is down and costs are up. Our budget is still strong, and so far we have been able to keep up with the increased costs, but the pattern is not sustainable if we don't find ways to change it.

Our older membership is aging out and we need to replace these old legends with the new legends. I am so encouraged by the newer, younger members we have, but always somewhat baffled that there are not many times more Exchangors than there are. Please help me try to engage the traditional Real Estate community to educate them about who we are and what we do, and to get as many licensees out to Vegas as we can.

With a larger, more active membership we can overcome some of the increased costs we are seeing with everything associated with the conferences that must be paid one way or another.

So bring all your friends out to Vegas and let's make each meeting bigger than the last. And bring your inventory! The amount and quality of the inventory greatly affects the quality of the experience for all involved.

Get it in the system on time so it is in the First Book and goes home with every attendee.

See you in Las Vegas!

Blake Allen
2025 NCE President

Local Exchange Group Meetings

City / State	Name	Time	Day	Phone/ Email	Contact
Tucson	AZREX	9:30	2nd & 4th Thursday of each month	Email: bob.dytko@stewart.com Website: http://AZREX.org	Bob Dytko
San Clemente, California	OCE	9:00	First Friday of each month Zoom & Live @ 635 Camino de los Mares, 3rd Floor, San Clemente	949-463-4111/ OCEMeet@gmail.com	Debbie Ferrari & Alex Ko
San Diego	REIE		Time and/or Location: Varies- contact for more information	760-688-8000 / Email: admin@reiesandiego.com	Dan Sanders & Jackie Ross
Denver	MHE-CCME	8:30	Every Wednesday Location varies- contact for date and time	720-203-7993/ dawn@ccme1031.com	Dawn Warriner/Ana Lugo/Jason Pavlovik
Colorado Springs	PPX	8:30AM	1st & 3rd Friday of each month Mimi's cafe on N. Academy	Phone: 719-290-7639 Email: thomasnpowell@comcast.net	Thomas Powell
Pueblo/ Colorado	PAX	9AM	Online & in person- Passcode for Zoom 4yN23d Website: https://us02web.zoom.us/j/73453395772?pwd=NWxkdTNEWFd6RFJTNuZEdHRXOXhiUT09 Every Thursday 9 AM- Walkingstick Golf Course Clubhouse, 4351 Walkingstick Blvd	719-778-0937/ jghart46@gmail.com	John Hart
Florida	FREE	FREE meets 4-6 times per year	Time and/or Location: Varies, contact for more information.	Email: tim@mapprealty.com Website: www.flree.com	Tim Mapp

Sarasota/ Florida	GREAT	9:30 - 11:30	Every Friday at Der Dutchman at 3713 Bahia Vista St, Sarasota \$15 cost covers free buffet breakfast & drink.	Email: tim@mapprealty.com	Tim Mapp
Atlanta/ Georgia	AGREE	9 AM- NOON	3rd Thursday of each month; Atlanta Realtors Center 5784 Lake Forrest Dr. NW, Atlanta, GA 0328	770-310-9575/ smorchower@comcast.net	Scott Morchower
Indianapolis/ Indiana	IREX	9:00	Varies- see website for date & time MIBOR 1912 N. Meridian Street, Indianapolis	317-753-5447 Email: admin@indianarex.org Website: http://indianarex.org	Gloria Emborsky
Louisville/ Kentucky	KREE		1st and 3rd Thurs Time and/or Location: Varies; contact for time & location	<u>502-276-3783</u> Email: aray@ar-hq.com Website: http://kree.org	Anne Ray
Grand Rapids Michigan	MAREX	2:30 PM via Zoom	3rd Wednesday	Email: tomgoebel@gmail.com Website: http://thomas-goebel.ca/marex	Tom Goebel
Minneapolis/ Minnesota	MREE	9AM	1st & 3rd Wednesdays / 9:00-11:45 AM, Hellmuth & Johnson Conf. 4th floor, 8050 W. 78th St	Email: support@bizfund10x.com Website: https://mree1031.com Phone: 320-333-8782	Brian Beeman
Missoula Montana	MAREX	9AM	Every other month (starting in Feb) 2nd Wednesday Ruby's Reserve Street Inn	Phone: 406-261-4930 Email: rogerhgr@hotmail.com	Roger Carlson
Albuquerque New Mexico	NMCE	8:30 AM	Every Thursday; GAAR Bldg, 1635 University Blvd NE, Albuquerque	thesanchezgrouprealty@gmail.com Website: http://newmexicocouncilofexchangers.com Phone: 505-720-4332	Brandon Sanchez

City / State	Name	Time	Day/ location	Phone/ Email	Contact
Columbus Ohio	OCREE	8:30 AM	2nd & 4th Thursday each month York Golf Club, Columbus OH	Email: MikeLane1031@gmail.com Phone: 614-419-7040	Mike Lane
Nampa Idaho	TVEG	9:00AM	Third Thursday of the odd months Pioneer Title Nampa, 100 10th Avenue South	Phone: 208-631-0732 Email: rockyboisehomes@gmail.com	Rocky Hammons
Greenville South Carolina	GEMS		1st & 3rd Thursday of every month 424 Westfield Street, Greenville SC 29601	Phone: 864-735-5366 Email: Philip@upstatelandtrust.com	Philip Klinck
Salt Lake City Utah	UIEC	9AM	Every 3rd Friday; Jim's Family Restaurant 128th S. Redwood Drive, Riverton	Phone: 801-243-4700 Email: jr@selectgrouputah.com	JR McLaughlin

Local Exchange Group News



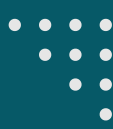
NCE's Local Exchange Group Committee is taking off with new monthly educational events. Mike Libster, Jim Munson and Steve Smullin have presented seminars on various topics about Equity Marketing over the last three months via Zoom. If you have something to add to the above list, please let us know!

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

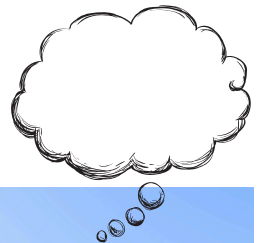
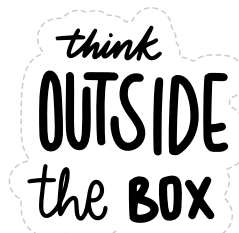
NCE Mentor Program



If this is your first NCE conference or you just need a little help in preparation for the meeting, NCE has a Mentor Program, currently, this position is being reconsidered. We will 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 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.



Creative Real Estate Network
Where People and Deals Come Together

CREATIVE REAL ESTATE SERIES
CREATIVE SELLER FINANCING
How to Use Seller Financing to Buy or Sell Any Real Estate
CHUCK SUTHERLAND

CREATIVE REAL ESTATE SERIES
CREATIVE DOWN PAYMENTS
How to Use Almost Anything as a Down Payment to Buy Real Estate
CHUCK SUTHERLAND

CREATIVE REAL ESTATE SERIES
ADVANCED CREATIVE REAL ESTATE FINANCING
Breakthrough Success Strategies
CHUCK SUTHERLAND

Intro to Equity Marketing

People You Should Know

Board Officers & Committees



2025 Officers & Board of Directors

Blake Allen, 2025 President 2nd year - 2 year term

George Noor, President Elect 2nd year-2 year term

Debbie Ferrari - Director 1st year 2 yr term

Christina Azharian, Treasurer 1st year-2 year Term

Billy Anastopoulos, 2nd year-2 year term

Amanda Champine, Secretary 1st year- 2 year term

Brandon Sanchez, 1st year- 2 year term

2025 Committees

Executive Administrator: Kara Libster

Audit: Hal Palmer, Chair

Education: Jim Munson, Chair

Ethics: William Jones, Chair; Michael Libster

Marketing: Michael Libster, Chair; Will Jones, Mike Vachani

Membership: John Spinola, Chair; Billy Anastopoulos

Newsletter: Debbie Ferrari, Editor

Production Managers: Asher Refailov

Contracts & Document Preservation: William Jones

Conference Manager: Chuck Sutherland

Strategic Planning: Tyler Nepote, Chair

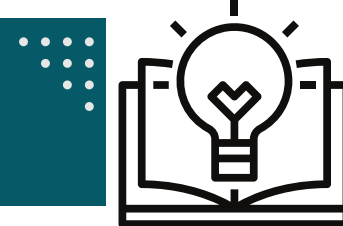
Meetings Highlights

NCE Group
attends
CCIM C-5
Summit in
Florida
September
2024



Meetings Highlights





Mastering Taxes & Asset Protection

-Essential Strategies for Your Future-

Join us for an insightful session with **Peter Karl**, CPA & Tax Attorney, as he breaks down key tax strategies, asset protection techniques, gifting, estate planning, trusts, Delaware Statutory Trusts (DSTs) and all things Tax related.

Whether you're looking to safeguard your wealth, minimize tax liabilities or plan for the future, this class will equip you with the knowledge you need to make informed financial decisions.

Don't miss this opportunity to gain expert insights and take control of your financial future!



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: ncexchangors@googlegroups.com, and everyone on the list receives it. It is as easy as that!!

Caveat: Please keep your communication to the group about your Have's and Want's or other important business-related communications. Any violations may result in your removal from the group. ~ Kara

Friendly reminder that our April meeting is earlier in the month this year, so we are encouraging everyone to register early and make your hotel reservations before their March 17th deadline! Our ability to offer the best meeting experience depends on you securing your hotel room and registration early!

NCE Spring Real Estate Education and Marketing Conference

April 7-10

Registration Dates: February 03, 2025 - April 07, 2025

Registration Fee: \$549

Early Registration Deadline: March 25, 2025 - \$50 discount

Tuscany Resort, Las Vegas NV

CALL OR LOG IN TO REGISTER TODAY!

(858) 222-1608

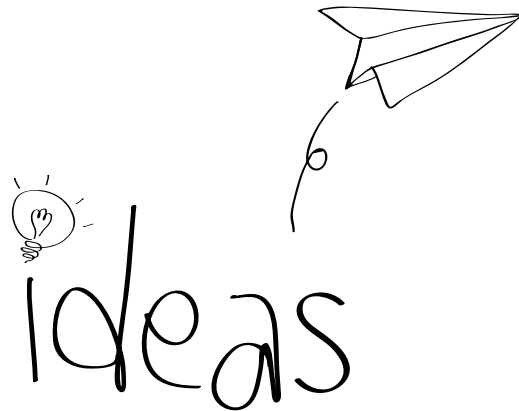
www.ncexchangors.com

LEARN MORE



- The 1031 Exchange Qualified Intermediary industry has no licensing or regulatory oversight capabilities. That most Qualified Intermediaries have no regulatory oversight, audit, insurance, or equity capital requirements. Exeter 1031 Exchange Services, LLC is one of the few Qualified Intermediaries that has regulatory oversight, including an annual audit and minimum insurance and equity capital requirements. Exeter 1031 deposits, holds, and safeguards clients' 1031 Exchange funds in separate, segregated, dual-signature Qualified Trust Accounts with Exeter Trust Company. Exeter Trust Company is licensed, regulated, and audited by the Wyoming Division of Banking. The Exeter Group of Companies is celebrating its 20th Anniversary.

William "Bill" L. Exeter
Chief Executive Officer
Exeter 1031 Exchange Services
Office (619) 239-3091 | [Exeter Website](#)



- Agricultural land with farmsteads can pose environmental risks due to active or former farm dumps. It is often the practice of farmers to conduct equipment repair or disposal in designated areas on their land. These activities often involve hazardous materials, such as used oils, lubricants, and scrap metal, that can contaminate the ground. Prior to ProTec site investigations, we review historical sources to determine where active or former areas could be before visiting the property. Once at the site, we survey the entire property for physical evidence of dumping activities, such as buried materials, stained soils, and examination of current building systems.

Leslie Strohm-President
ProTec Environmental Consultants, Inc.
651-686-5656 office
651-592-0056 cell

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**

Upcoming Meetings

Apr 07, 2025 - Apr 10, 2025

Jul 14, 2025 - Jul 17, 2025

Oct 20, 2025 - Oct 23, 2025

Sponsors

