



National Council of Exchangors

# National Council of Exchangors

## Quarterly Newsletter- Fall 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

Fall 2024 - 01 /15

# October NCE Newsletter

## President's Message



*The Fall/October and usually the biggest NCE Conference of the year in Las Vegas is almost here! Be sure to check the cutoff dates, not only for early registration (Sept. 24th), but for the hotel is Sept. 16th. Here is the link!*

*<https://res.windsurfercrs.com/ibe/details.aspx?propertyid=16539&nights=1&checkin=10/5/2024&group=2410NCEOCT&lang=en-us>. Rate is \$89 weekdays and \$169 Friday and Saturday. The code for the meeting is 2410NCEOCT.*

*Also, remember to get your packages in the book to make sure you can be one of the first to present! Some of us will be attending the CCIM/C-5 Conference in Hollywood, Florida in mid-September and we're hoping to recruit some more for the meeting! Maybe we'll even see some of you there. We'll be in Booth 110, alongside Bill Exeter!*

*Tyler Nepote will be the Meeting Manager! He does a great job and runs a tight schedule, so we have a great session to look forward to! Speaking of Packages (again) the cutoff to get them in the Book is September 24th, so give Kara a call or get signed up on line! If you haven't used your "one and done" invite someone to come with you for the first time! Or, let Kara know!*

*Our Education Day on Monday will be Chuck Sutherland for the Intro class. In the main room will be Randy Hughes, on "Reasons to Use a Land Trust" and I'm really looking forward to that! We've had excellent Education this year thanks to our Education Chair Ted Blank! Thank you for your support and hard work even while down with some major surgery!*

*Roundtables Scheduled are coming up with (Bill Exeter and Mike Rowan) on how to save a 1031. On Wednesday, Blake Allen will be doing his 1031 Paper, so if you haven't been to it before, I highly recommend it! (And you might need that one more than once!)*

*Janelle Karas with her Real Estate Auction will be sharing with us the benefits of auctions and alternative for properties.*



# October NCE Newsletter

## President's Message



Let us know if you have suggestions on Round Tables you'd like to have!  
Or any Education for that matter!  
Also, if you'd like to step up and help at one of the meetings, let us know! It's a great way to make lasting relationships with people you enjoy working with!

We are still looking for your Testimonials you'd like to share, we'd love to have that in the Newsletter as well!

We're anxious to hear about your successes that come out of the meetings or just being a part of NCE!

If you are a new attendee to the NCE meetings and have questions don't hesitate to ask one of the more "senior" and/or 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 look forward to seeing you on October 7th for Education and Marketing starts on October 8-10. Watch for the cutoffs (they are here) for Registration, getting in the Book for Presenting your Packages, and the Hotel cutoff for preferred rates, and NO Resort Fees!

Please invite someone to attend that you feel would benefit from our organization. See you in a few weeks!

\*\*\*Members, one last reminder! \*\*\*

Don't forget to log into the website and VOTE for your NCE Board of Directors, you can pick up to 3. All you have to do is click on the name and it will tell you if they have already been nominated or not. Don't assume who you'd like to see on the board will be there without your vote!

Warm regards,

Debbie,

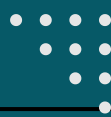
Debbie Ferrari, EMS, NCE President 2024



# Local Exchange Group Meetings

City / State	Name	Time	Day	Phone/ Email	Contact
Tucson	<b>AZREX</b>	9:30	2nd & 4th Thursday of each month	520-603-1002/ <a href="http://AZREX.org">AZREX.org</a> <a href="mailto:j.buchanan50@yahoo.com">j.buchanan50@yahoo.com</a>	Jim Buchanan
Los Angeles	<b>LAEIF</b>		Time and/or Location: Varies- contact for date and time	760-271-1265/ <a href="mailto:balramlochan@gmail.com">balramlochan@gmail.com</a>	Bal Ramlochan
San Clemente, California	<b>OCE</b>	9:00	First Friday of each month Zoom & Live @ 635 Camino de los Mares, 3rd Floor, San Clemente	949-463-4111/ <a href="mailto:OCETeet@gmail.com">OCETeet@gmail.com</a>	Debbie Ferrari
San Diego	<b>REIE</b>		Time and/or Location: Varies- contact for more information	760-271-1265/ <a href="mailto:balramlochan@gmail.com">balramlochan@gmail.com</a>	Bal Ramlochan
Denver	<b>MHE-CCME</b>	8:30	Every Wednesday Location varies- contact for date and time	720-203-7993/ <a href="mailto:dawn@ccme1031.com">dawn@ccme1031.com</a>	Dawn Warriner
Colorado Springs	<b>PPX</b>	Breakfast at 8 AM, meeting begins at 9 AM	1st & 3rd Friday of each month Coquette's Bistro 616 S Tejon St, Colorado Springs.	Phone: 719-290-7639 Email: <a href="mailto:thomasnpowell@comcast.net">thomasnpowell@comcast.net</a>	Thomas Powell
Pueblo/ Colorado	<b>PAX</b>	9AM	Online & in person- Passcode for Zoom 4yN23d Website: <a href="https://us02web.zoom.us/j/73453395772?pwd=NWxkdTNEWFd6RFJTNUZEdHRXOXhiUT09">https://us02web.zoom.us/j/73453395772?pwd=NWxkdTNEWFd6RFJTNUZEdHRXOXhiUT09</a> Every Thursday 9 AM- Walkingstick Golf Course Clubhouse, 4351 Walkingstick Blvd	719-778-0937/ <a href="mailto:jghart46@gmail.com">jghart46@gmail.com</a>	John Hart
Florida	<b>FREE</b>	FREE meets 4-6 times per year	Time and/or Location: Varies, contact for more information.	Email: <a href="mailto:tim@mapprealty.com">tim@mapprealty.com</a> Website: <a href="http://www.flree.com">www.flree.com</a>	Tim Mapp

# Local Exchange Group Meetings



City / State	Name	Time	Day/ location	Phone/ Email	Contact
Sarasota/ Florida	<b>GREAT</b>	9:30 - 11:30	Every Friday at Der Dutchman at 3713 Bahia Vista St, Sarasota \$15 cost covers free buffet breakfast & drink.	Email: <a href="mailto:tim@mapprealty.com">tim@mapprealty.com</a>	Tim Mapp
Atlanta/ Georgia	<b>AGREE</b>	9 AM- NOON	3rd Thursday of each month; Atlanta Realtors Center 5784 Lake Forrest Dr. NW, Atlanta, GA 0328	770-310-9575/ <a href="mailto:smorchower@comcast.net">smorchower@comcast.net</a>	Scott Morchower
Indianapolis/ Indiana	<b>IREX</b>	9:00	Varies- see website for date & time MIBOR 1912 N. Meridian Street, Indianapolis	317-753-5447 Email: <a href="mailto:admin@indianarex.org">admin@indianarex.org</a> Website: <a href="http://indianarex.org">http://indianarex.org</a>	Gloria Emborsky
Louisville/ Kentucky	<b>KREE</b>		1st and 3rd Thurs Time and/or Location: Varies; contact for time & location	<a href="tel:502-276-3783">502-276-3783</a> Email: <a href="mailto:aray@ar-hq.com">aray@ar-hq.com</a> Website: <a href="http://kree.org">http://kree.org</a>	Anne Ray
Grand Rapids   Michigan	<b>MAREX</b>	2:30 PM via Zoom	3rd Wednesday	Email: <a href="mailto:tomgoebel@gmail.com">tomgoebel@gmail.com</a> Website: <a href="http://thomas-goebel.ca/marex">http://thomas-goebel.ca/marex</a>	Tom Goebel
Minneapolis/ Minnesota	<b>MREE</b>	9AM	1st & 3rd Wednesdays / Hellmuth & Johnson Conf. 8050 W. 78th St.	Phone: 612-532-4663 Email: <a href="mailto:briangarydoyle@gmail.com">briangarydoyle@gmail.com</a> Website: <a href="http://mree1031.com">http://mree1031.com</a>	Brian Doyle
Missoula   Montana	<b>MAREX</b>	9AM	Every other month (starting in Feb) 2nd Wednesday Ruby's Reserve Street Inn	Phone: 406-261-4930 Email: <a href="mailto:rogerhgr@hotmail.com">rogerhgr@hotmail.com</a>	Roger Carlson
Albuquerque   New Mexico	<b>NMCE</b>	8:30 AM	Every Thursday; GAAR Bldg, 1635 University Blvd NE, Albuquerque	<a href="mailto:the_sanchezgrouprealty@gmail.com">the_sanchezgrouprealty@gmail.com</a> Website: <a href="http://newmexicocouncilofexchangers.com">http://newmexicocouncilofexchangers.com</a> Phone: 505-720-4332	Brandon Sanchez

## Local Exchange Group Meetings

City / State	Name	Time	Day/ location	Phone/ Email	Contact
Columbus   Ohio	<b>OCREE</b>	8:30 AM	2nd & 4th Thursday each month York Golf Club, Columbus OH	Email: <a href="mailto:MikeLane1031@gmail.com">MikeLane1031@gmail.com</a> Phone: <a href="tel:614-419-7040">614-419-7040</a>	Mike Lane
Portland   Oregon	<b>MART</b>	8:30 AM	2nd Thursday of each month ; Airport Shilo Inn, 11707 NE Airport Way	Email: <a href="mailto:hal.equitynw@gmail.com">hal.equitynw@gmail.com</a> Phone: <a href="tel:360-431-2733">360-431-2733</a>	Hal Palmer
Greenville   South Carolina	<b>GEMS</b>		1st & 3rd Thursday of every month 424 Westfield Street, Greenville SC 29601	Phone: 864-735-5366 Email: <a href="mailto:Philip@upstatelandtrust.com">Philip@upstatelandtrust.com</a>	Philip Klinck
Salt Lake City Utah	<b>UIEC</b>	9AM	Every 3rd Friday; Jim's Family Restaurant 128th S. Redwood Drive, Riverton	Phone: 801-477-7650 Email: <a href="mailto:chris@investwithchris.com">chris@investwithchris.com</a>	Chris Watkins

## Local Exchange Group News

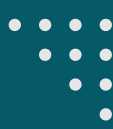
NCE's Local Exchange Group Committee is taking off with new monthly educational events. Mike Libster, Jim Munson and Steve Smullin have presented seminars on various topics about Equity Marketing over the last three months via Zoom. If you have something to add to the above list, please let us know!

If you or your Local Exchange Group want to participate, email [Debbie@DebbieFerrari.com](mailto:Debbie@DebbieFerrari.com) or [Billyamariabveronicap@gmail.com](mailto: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](mailto: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](mailto:ericavesely@gmail.com)

Be  
**Creative**

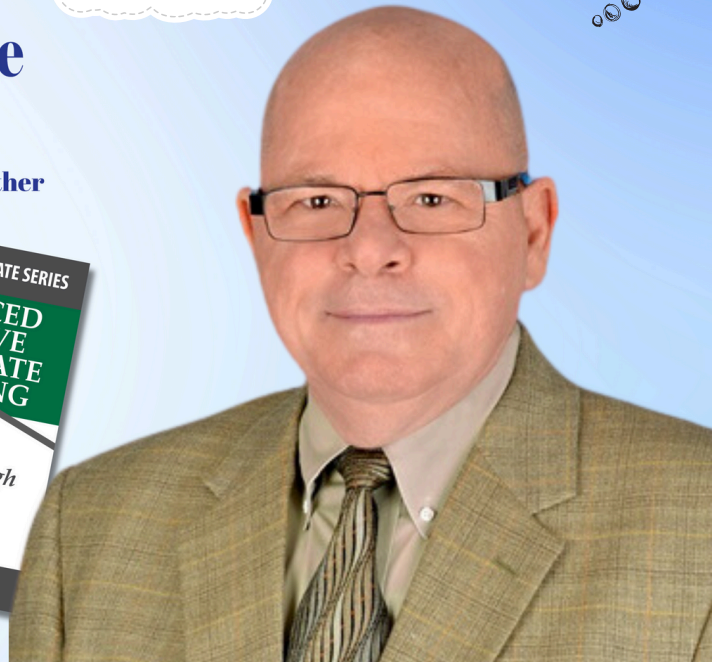


**Creative Real Estate  
Network**

Where People and Deals Come Together



think  
**OUTSIDE  
the BOX**



**“Equity Marketing and Formulas” One-Day Class later this year as follows:**

**Tulsa – September 19TH (Marketing Session September 20th)**

**Cincinnati – August 29th (Marketing Session August 30th)**

**Indianapolis – October 23rd (Marketing Session October 24-25)**

# People You Should Know

## Board Officers & Committees



### 2024 Officers & Board of Directors

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***Debbie Ferrari – President***

***Blake Allen – President Elect***

***Erica Vesely – Secretary***

***George Noor – Treasurer***

***Kara Libster – Executive Administrator***

***Michael Libster – Past President***

***Chuck Trice - Production Manager***

### 2024 Committees

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Executive Administrator: ***Kara Libster***

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

Education: ***Ted Blank*** - Chair

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

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

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

# Summer Meeting Highlights



# Summer Meeting Highlights





**LUNCH  
&  
LEARN**



### **How to Profit from Real Estate Auction**

**+++Box lunch provided+++**

**Join Janelle Karas and Prestige Real Estate Auction for lunch and learn how to increase YOUR revenue and market share by adding auction as a tool in your tool box.**

**We will be sharing with you the benefits of auction for YOU and YOUR client.**

**Retain your listing, earn equivalent commission, build a huge buyer list and more.**

**Real estate auctions are continuing to grow and take a share of the market. Don't get left behind.**

**To your success.**

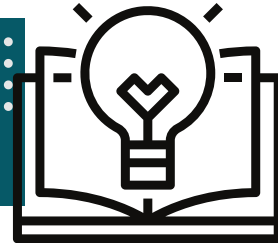
**Janelle Karas**

**PrestigeAuction.com**

**970-799-3311 mobile**

**877-612-8494 office**





### **Discover the Secret to Keeping More of Your Own Cash**

The National Expert on financial privacy and asset protection, **Mr. Land Trust®**, has agreed to deliver a presentation for us during which he is going to explain how protecting your assets can actually cut your cost of real estate investing.

Mr. Land Trust® will explain to you how you can:

- Make bigger profits when selling on an installment contract
- Eliminate the risk of selling on a note or contract
- Make more money when selling on a lease-option
- Eliminate confrontations with tenants
- Combine this one essential step with LLC's for dy-no-mite asset protection
- Avoid due-on-sale, transfer taxes, re-assessment upon sale and seasoning issues
- Obtain privacy of ownership and avoid frivolous lawsuits

Did you know that as real estate investors we can create financial privacy and asset protection at NO COST to us! That's right, it costs NOTHING for you and your family to be more secure.

**Mr. Land Trust®, Randy Hughes**, is just an investor like you and me.

His "day job" is and has been real estate investing. He's been doing it for more than 5 decades. Randy specializes in the single-family house business. When you listen to him reveal Land Trusts Made Simple®; The Cornerstone of Financial Security and ask him your questions, you'll be talking with someone who understands you and your business.

Please take advantage of this unique opportunity to learn from a true professional who has been in the trenches just like you.

Mr. Land Trust® teaches real estate investment courses throughout the United States. He has been an expert witness in the California and Illinois court systems on Land Trust issues. Randy has been a licensed Continuing Education Instructor for the Illinois REALTORS® for 25 years. He also speaks to real estate investment clubs throughout the United States.

**To learn more about Mr. Land Trust® call: 217-355-1281 or go to:**  
**[www.landtrustsmadesimple.com](http://www.landtrustsmadesimple.com)**  
**[randy@mrlandtrust.net](mailto:randy@mrlandtrust.net)**



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](mailto:admin@nceexchangors.com) to be added to the group. Once added, you simply send an email to: [ncexchangors@googlegroups.com](mailto: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 the October meeting is earlier, so please make sure you submit your packages on time.

Important dates:

The deadline to reserve the hotel is next **Monday, September 16th**.

You can use the following link to book:

[https://res.windsurfercrs.com/ibe/details.aspx?](https://res.windsurfercrs.com/ibe/details.aspx?propertyid=16539&nights=1&checkin=10/5/2024&group=2410NCEOCT&lang=en-us)

[propertyid=16539&nights=1&checkin=10/5/2024&group=2410NCEOCT&lang=en-us](https://res.windsurfercrs.com/ibe/details.aspx?propertyid=16539&nights=1&checkin=10/5/2024&group=2410NCEOCT&lang=en-us)

The rates are \$89 for weekdays and \$169 for Friday and Saturday.

\*After 9/16, they do not guarantee room availability or the discounted rate.

Please note that the code for the meeting is **2410NCEOCT**.

**September 24: NCE early registration** deadline and last day to **get packages in the first marketing book**.

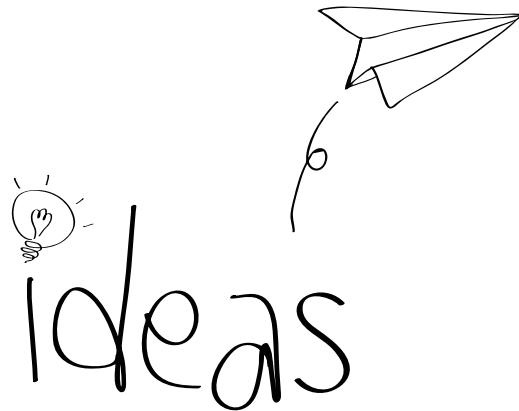
**Please don't delay registering for the meeting and submitting your nomination for the Board of Directors.**

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](http://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](mailto:admin@ncexchangors.com) or Call **858-222-1608**

## Upcoming Meetings

**Oct 07, 2024 - Oct 10, 2024**

**Jan 27, 2025 - Jan 30, 2025**

## Sponsors



Prestige  
Auction

