

Quarterly Newsletter

SUMMER 2022



National Council of Exchangers

Welcome to our NCE Newsletter!

This newsletter will be sent to you quarterly filled with valuable content you can use from meetings to accessing instructor videos.

We at NCE strive to bring you value and enhance your NCE membership so you can be more productive.

A big thank you to Debbie Ferrari, EMS, who has volunteered to be our editor. We appreciate your input.



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Are You Ready For The Meeting?

As you prepare for the upcoming meeting, please view the following videos on the things to do before you attend:

- How to fill out the NCE Package
- How to fill out the APOD (Annual Property Operating Data)
- How to track all those numbers

Still have questions? Contact us.

President's Message



Our goals this year are to improve our education opportunities, expand our affiliate chapters, and to enhance the value of your NCE membership.

You have an energetic, experienced, and diverse Board of Directors for 2022. Given the setbacks due to Covid, we have much to do this year. However, we have already accomplished a great deal.

At the January meeting we held a full day Board Retreat to formulate plans for this year and beyond.

Your Board of Directors has approved a comprehensive update of the NCE website and have this project under contract. It is hoped that the new website will be rolled out within the next 30-45 days.

A policy and procedure manual for our national conferences is close to completion, thanks to Tyler Nepote and his committee.

Dave Sanchez, EMS has volunteered to lead our new affiliate group committee to enhance support to our affiliate groups through monthly Zoom meetings and an affiliate round table at our conferences.

However, there is much, much more work to be done on our upcoming projects. We need your help! Let me know if you would like to volunteer.

Please check out the articles and information in the newsletter and give us your input.

Improvement doesn't happen overnight, but we can all take the daily steps together to make our organization stronger and more valuable to us all.

Warm regards,

Tom DeSollar, EMS
2022 President
National Council of Exchangers
Email: tom@azfirstprop.com

Meet Your NCE Board Of Directors, Officers, And Chairs



National Council of Exchangers

Committee Chairs & Members:

- Executive Administrator: Kara Libster
- Audit: Hal Palmer, Chair
- Education: Michael Libster, Chair; Jim Wilson, John Weaver
- Election: To Be Selected After Nominations
- Ethics: William Jones, Chair; Michael Libster; Eli Weisblum
- Group Affiliations: Dave Sanchez, Chair
- Marketing: Michael Libster, Chair; Will Jones; Kara Assisting
- Membership: John Spinola, Chair; Billy Anastopoulos; Janice Landers
- Internet & Social Media: Chuck Trice, Chair

Appointed Committees:

- Mentor Chair: Erica Vesely, EMS
- Newsletter Chair: Debbie Ferrari, EMS
- Meeting Managers: Chair, Tyler Nepote
- Website Improvement & Development: William Jones, Michael Libster, Kara Libster, Thomas Powell
- Contracts, Document Preservation: William Jones
- NCE Foundation Liaison: Jim Wilson/ Chuck Sutherland
- Spouse & Guest Social & Entertainment: Marta & Jim Buchanan

Board Of Directors:

- Tom DeSollar, President
- Debbie Ferrari, President-Elect
- Demetrios Tsimis, Secretary
- Tyler Nepote, Treasurer
- Blake Allen
- Chuck Sutherland
- Erica Vesely
- ***Administration***
- Kara Libster, Exec. Administrator
- Michael Libster, Assistant

Bringing A Spouse Or Guest To The

Conference? While we are all working, we'd 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 activity they enjoy.

To be prepared for your spouse/guest, email Marta at martab5678@yahoo.com in advance.

The Affiliate's Corner & NCE Mentor Program

GREAT NEWS FROM THE NCE AFFILIATE GROUPS! WE ARE GOING SOMEWHERE! DYNAMIC ENERGY IS PUSHING NEW LIFE INTO THE 15 GROUPS NATIONWIDE.

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.

Many of the Affiliate Groups are very successful and have a lot to offer the investing community.

A monthly meeting held by Dave Sanchez brings together the group leaders and guests to discuss goals, assign volunteer duties and evaluate results. This is where the ideas begin and evolve.

To create a stronger communication between the groups and enhance the connectivity nationally, a schedule for all Affiliate Groups are provided on the following page.

Another factor in expanding the groups and marketing efforts is the use of Social Media. Christina Azharian has agreed to lead up our Facebook page and more.

Christina has asked that all affiliated group leaders send in a list of Social Media sites being used and the name of their sites.

Once we have this information, we can all be connected to promote the groups and postings. Please send all information to Dave Sanchez at RoiVentures@mail.com.

NCE has a list of educators willing to teach in their area of expertise. Many of these training sessions have been recorded and are available for review.

To locate these recordings, you can do a quick search on YouTube of the educator's name. This will provide a multitude of opportunities for members to study.

In addition, there are in person training opportunities and regional meetings.

Stay tuned for more action!

NCE Mentor Program

Erica Vesely, EMS will be heading up the newly launched Mentor Program for first time attendees to our quarterly Las Vegas Conferences.

Erica is a member of the NCE Board of Directors and is the current President of the New Mexico Affiliate Chapter of NCE.

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 the Mentor will be a valuable resource to get questions answered both before and during the conference.

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

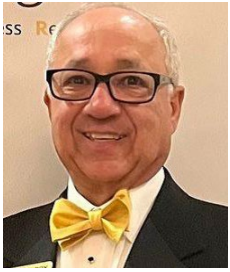
The Affiliate's Corner: Meetings

City	Name	Time	Day	Web Page	Contact
Tucson	TREE	10:00	2nd & 4th Thurs	tree.ncexchangors.com	Jim Buchanan
Las Angeles	LAEIF		3rd Thursday	laeif.ncexchangors.com	Bal Ramlochan
So California	OCE		1st Friday	oce.ncexchangors.com	Mike Strand
San Diego	REIE		Every Monday	reie.ncechangors.com	Bal Ramlochan
Denver	MHE	9:00	Wed	mhe.ncexchangors.com	Dave Sanchez
Colo. Springs	PPX	9:00	1st & 3rd Fri	ppx.ncechangors.com	Thomas Powell
Atlanta	AGREE	8:00	3rd Thursday	agree.ncexchangors.com	Nick Nichols
Indianapolis	IREX		see website	irex.ncexchangors.com	Gloria Emborsky
Louisville	KREE		1st and 3rd Thurs	cree.ncechangors.com	Katie Krotzer/Anne Ray
Grand Rapids	WMIC		see website	wmic.ncechangors.com	John Pehrson
Missoula	MAREX		see website	marex.ncechangors.com	John Myers
Albuquerque	NMCE	8:45	Thursdays	newmexicoexchangors.com	Erica Vesely
Columbus	OCREA	8:30	Thursdays	ocrea.ncexchangors.com	Mike Lane
Portland	MART	8:30	2nd Thurs of Mo	mart.ncechangors.com	Hal Palmer
Salt Lake City	UREX		3rd Friday	urex.ncexchangors.com	JR Mclaughlin

2022 Educational Roster

The National Council Of Exchangors

Presents Charles E. Sutherland, Michael Figueroa, and Larry Harb: Monday July 17, 2022 At The Tuscany



Larry Harb is the Founder of IT Risk Managers, Inc. Started in July of 2000, IT Risk Managers, Inc. is a national niche insurance broker that provides risk management solutions for niche' industries such as the auction and appraisal industry, cannabis industry, real estate industry, technology industry or business that use technology. We are the industry's premier brokers of Database (Cyber) Insurance.

IT Risk Managers is licensed in all 50 States to market all types of Property and Casualty insurance products. Their websites are: ITRiskmanagers.com, AuctioneerInsurance.com, ComputerInsurance.com, DatabaseInsurance.com; THCins.com; RECins.com; USDACropIns.com.

Mr. Harb has over thirty years of experience in the financial services and insurance industries. During his career he has also served as an guest lecture at Michigan State University and as an adjunct professor at Illinois Institute of Technology, Stuart School of Business.

Mr. Harb holds a Masters of Management degree from Northwestern University's Kellogg School of Management and a Bachelors degree from Northern Illinois University. He co-authored the book Reinventing the Retail Bank published in 1994. He is a Certified Identity Theft Risk Management Specialist, a licensed Auctioneer and the 2020 Michigan State Ringman Champion. He has written numerous articles and is a frequent guest speaker at industry conferences and seminars.

Mike Figueroa is the CEO of Intuitive Capital Strategies LLC in Tucson, AZ and is active in Real Estate fix and flip, development of subdivision, home building, trustee sales, bankruptcy sales, probate and property tax sales. Mike has been a Real Estate Broker since 1979 and currently holds a loan originators license.

Utilizing his law education and background in tax to structure entities and transactions, Mike strives to minimize client's tax liability using pension structure and 401K's.

His course can teach you how to protect yourself from lawsuits, methods and structures designed to save on taxes and will also present examples on different transactions that he has done. Mike has over 40 years of experience that can help you think outside of the typical box.

Chuck Sutherland has been in the real estate investment business for 50 years. He has been involved in the development of single and multi-family residential, commercial, retail, industrial, hospitality, and mini-storage projects. As either an investor/developer or consultant, Mr. Sutherland has participated in the completion of over \$200 million in real estate transactions and developments.

Mr. Sutherland has also been a development consultant, conducting feasibility and market studies for industrial, commercial, hospitality, retail, min-storage, mobile home, and housing properties throughout the United States.

He is a member of the Society of Exchange Counselors, and a member and president of the National Council of Exchangors. Furthermore, he is a Certified Instructor for both organizations. His course on Creative Real Estate Formulas has been used for over ten years as one of the fundamental creative real estate courses for several national real estate organizations.

Mr. Sutherland is a recipient of the Society of Exchange Counselors Yvonne Nasch Award, the Jack R. Hunt Excellence in Education Award (2015), and the Clifford Weaver Creative Real Estate Transaction Award (2010). He also received the Excellence in Education Award (2010) by the New York State Commercial Association of Realtors (NYSCAR).

Chuck Sutherland has authored three real estate books: Creative Seller Financing, Creative Down Payments, and Advanced Creative Real Estate Financing now on Amazon at ChuckSutherlandOnAmazon.com.

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Monday July 17, 2022 At The Tuscany

Instructors:

Blake Allen: 1031 Paper

Ted Blank: *New course: "Exchanging and Counseling **2+2+2**, Counseling For The Serious Exchangors, 7 Deadly Sins Of Marketing (1/2 Day), Understanding Your Client (Full Day)

Jason Dillard Paper On Steroids Course

Stephen England: How To Market That Difficult Investment Listing In Any Economy

William Exeter: 1031- All Things 1031 And Self Directed IRA Custodial Services

Larry Harb Risk Management

Mike Figueroa Asset Preservation

Michael Fine: Real Estate Auction And A Misunderstood Solution

Michael Libster: "Navigating Creative RE Marketing Conferences" Preparation, Production, Post Session Followup

Bruce Geiss: Charitable Giving Of Real Estate (Certified: 4-hr. Course)

Hunter Quistgard:

Traditions Of Exchange Counseling, "The First Quistgard/Weaver Counseling Course"

Steve Streetman: Crypto Currency

Charles E. Sutherland:

Creative Seller Financing, Creative Down Payments, Outlines Counseling And Formulas

John Weaver: Hanging Out, Fishing Upstream

Jim Wilson: "Introduction To Equity Marketing"

Tom Van Erp: "Owner Carry" (OWC)

Gary Vandenberg "Broker Estate Building", "Exchange Magic"

Kenneth Vidar: RE Formulas

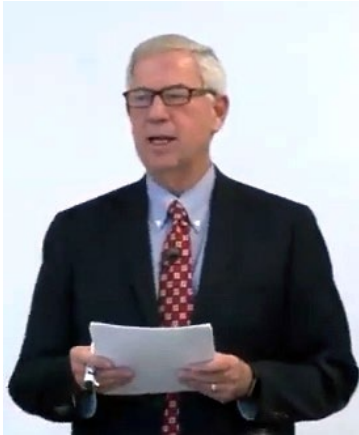
Robert Zink: DST (Delaware Statuary Trusts)

Exchanging And Counseling

Attend One, Two, Or All Three Sessions

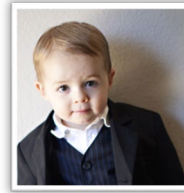
Beginners - Intermediates - Advanced

“TWO” + “TWO” + “TWO”



Ted Blank
CCIM, SEC, EMS

- 40+ years in Real Estate
- Syndications, Real Estate Sales, Exchanges, National Brokerage, Note Acquisition and Estate Building
- SEC, Mile High Marketing Exchange, NCE
- Jack Hunt Excellence in Education Award, Ex-changer of the Year; Counselor of the Year



Beginners 9:00 To 11:30 am
Less Than 3 Years Experience
3 Cornerstones Of Exchanging
Different From “Conventional” Market
Needs Vs Wants
Price Vs Value



Intermediates 12:45 To 2:45 pm
4- 10 Years Experience

Expand Client’s Market
The Importance Of Listening
Brokerage Vs Ownership
Be A Motivation-seeking Device



Advanced Session 3:00 To 5:00 pm
10+ Years Experience

After 40 Years Of Watching,
Listening, And Practicing.
Let Me Help You Assess Your
Strengths And Weaknesses

Advanced Listening Skills
Getting Unstuck
Build Legacy

October 17 , 2022

Tuscany Resort Las Vegas

255 E Flamingo Rd, Las Vegas, NV 89169

9:00 am –5:00 pm

Florentine “C”

To Register

Call Kara at 858-222-1608

From Previous Students:

“Great insight into the mind, motives and benefits of client counseling”

“I would recommend this class to seasoned brokers as well as those entering the field. This should be a mandatory class”

Spring 2022 Award Winners Congratulations



National Council of Exchangers

National Council Of Exchangers President's Award 2022 Presented To:



Recipients From Left To Right: Chuck Sutherland, Kara Libster, Mike Libster, Will Jones, and Tom DeSollar

The Board of Directors and Members of the National Council of Exchangers in appreciation of your Leadership, Service, and Extraordinary Contribution to the Preservation and Future of our organization.

Meetings At The Tuscany

All Meetings Are Held At The
Tuscany Resort
255 E Flamingo Rd, Las Vegas, Nv 89169

tuscanylv.com

For Room Reservations And Savings Call:
1-877-887-2261 And Reference Your Event Is With
The National Council Of Exchangors Group

Summer: July 18 – 21, 2022
Meeting Registration Is Now Open
Discount Applies Through July 5, 2022
Email: admin@ncexchangors.com or Call 858-222-1608

Upcoming Meetings
October 17 – 20, 2022
January 30 – February 2, 2023
April 24 - 27, 2023
July 24 - 27, 2023
October 16 - 19, 2023

Sponsors



jared@basincommercial.com



exeterco.com



inland-investments.com



hjinvestments.com



prestigeauction.com

Prestige
Auction



getrisco.com



stewart.com