



National Council of Exchangors

National Council of Exchangors

Quarterly Newsletter- Summer 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

11 West Main St. Suite 223
Belgrade, MT 59714
Phone: (858) 222-1608
Email: admin@ncexchangors.com
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

Summer 2024 - 01 / 13

President's Message



The July 2024 Summer NCE Conference in Las Vegas is almost here! This is typically a smaller meeting because of vacations, weather, etc. If you're worried about the heat, don't be, they have great A/C in the Tuscany!

As I've said before, the smaller meetings can sometimes mean you get to actually sit down with those you want to put a deal together with and have those face-to-face conversations! And I know for a fact we've got some new people coming for the first time who have some properties many of you will be interested in!

Noah Ruggieri is our Meeting Manager this time, and Miho will be helping him keep everyone on deck and ready to get to the podium to present their package!

Speaking of Packages, the cutoff to get them in the Book is July 2nd and you want to make sure to get that done if you're going to get Pre-Moderated and Present from the Podium! If you don't have your 1 and Done, the cutoff for Early Registration is also July 2nd, so give Kara a call or get signed up online!

Registration at the Tuscany cutoff for our Room Rates with NO Resort Fee is June 24th so that is coming right up! If you haven't used your "and done" invite someone to come with you for the first time!

Our Education Day on Monday will be Steve Smullin for the Intro class. In the main room will be Jason Dillard on Options, and I'm really looking forward to that! We've got a new Roundtable coming up with Bill Exeter and Mike Rowan on how to save a 1031 transaction. Also, 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!

Let us know if you have suggestions on Round Tables you'd like to have! Or any Education for that matter.

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 July 15 for Education and Marketing starts on July 16-18. 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 couple of weeks!

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/ AZREX.org	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.

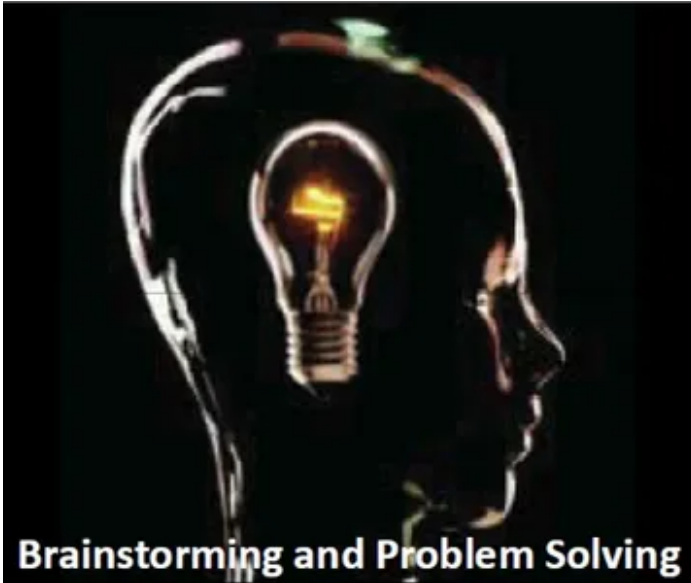
Any current members who would like to volunteer their time to be a Mentor, please contact Kara or Erica for more information.

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



“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)



INTRO TO EQUITY MARKETING...

We'll explore:

- Creating BENEFITS oriented real estate transactions to provide WINNING solutions for all involved
- Takers vs. Buyers
- It's About the Benes.....

That's The Benefits!

- Counseling and Due Diligence - What you NEED to know
- Packaging Properties for Profits and Creating Value by Controlling the Message

We'll thoroughly explore the RENO format, aka the Exchange package

- "Selling the Sizzle" ...Not the Steak
- How controlling real estate can lead to huge profits without enormous expense.
- Earning the RIGHT to Profits
- HOW YOU BENEFIT from Making it EASY for People to do business with you

Steven J. Smullin - Real Estate Solutions Since 1988

Steve is a commercial real estate investor, broker, counselor, exchangor, educator, and long time practitioner using creative solutions to real estate related problems. Steve has closed transactions involving the FDIC, RTC, US Marshall, US Bankruptcy Court, Banks, partnerships and numerous others since the 1980's ... following hundreds of cases, attending dozens of sheriff and judicial sales and assisting clients and partners in the acquisition, stabilization and disposition of properties.

Steve is a member of the National, Illinois and Main Street Organization of Realtors and was a Charter Member of the Northern Illinois Commercial Association of Realtors where he served the Board of Directors. He adheres strictly to the Code of Ethics of these organizations and applies these principles in everyday life. Steve was interviewed for NAR's Commercial Podcast as a resource on the subject of due diligence in commercial investment real estate. In addition, he has served the Board of Directors of the Chicago Area Real Estate Exchangors in numerous capacities including serving as President.

Steve's areas of study include creative solutions and formulas, exchanging, syndication, partner and joint venture structures, financial analysis, property management and more. Steve has studied creative real estate techniques and strategies with some of the most brilliant minds in the country. He is a long-time member and educator with the Chicago Creative Investors Association and is an active participant when attending meetings of the National Council of Exchangors, the Society of Exchange Counselors and numerous other marketing and educational organizations.

Steve is a founding member of

- Smullin & Associates, Real Estate Solutions Counseling - Commercial - Investment - Exchanges
- Real Property Solutions, Inc. a private investment company and joint venture partner
- QI CAPITAL LLC. - a group investment company formed for the benefit of all involved

Steve has created and presented programs and workshops for the Chicago Creative Investors Association, the Lake County Property Investors Association, the West Suburban Landlords Association, the Northern Illinois Real Estate Investors Association, the Milwaukee Real Estate Investors Association, The Apartment Assoc of SE Wisconsin, The ValueHound Academy and others

Real Estate Solutions since 1988



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

Chuck Trice

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***

Spring Meeting Highlights





Present Vs Potential using Options and Trades with Jason Dillard

We will explore the strategic use of options to gain control over property, enhance personal assets, facilitate transactions, finance or definance property, defer taxes, generate cash flow and much more. Whether you're a seasoned investor seeking to expand your toolkit or a newcomer eager to explore innovative strategies, this course offers practical insights and actionable techniques to help you succeed in the dynamic world of property investment.

Owning RE is Different Than Owning Options In Eyes Of the IRS

Do Options Generate a Tax Basis?

How is the cash received to close an option taxed?

What if you take RE or Paper?

Can you take an option for your option?

How is that taxed? WALK THE OPTION!

What if you close on property? 1031?





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!!

Friendly reminder that the cutoff for the guaranteed hotel rate is June 24th and the early registration and book cutoff is July 2nd.

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

Remembering Stephen England

November 13, 1946 - March 20, 2024



IN LOVING MEMORY

Stephen Robert England, 77, of Lincoln passed away March 20, 2024. He was born on November 13, 1946 to Robert and Elinor England in North Platte, Nebraska.

He attended a one room K-8 school until 8th grade then he attended North Platte High School. As a child he worked on his father's ranch that was founded by his great grandfather Alexander England where he also rode horses, and enjoyed the outdoors. As a high school student athlete he played football and ran track. He was one of the faster boys on the team.

He attended the University of Nebraska – Lincoln in 1965 to study Animal Science on East Campus pledging FarmHouse Fraternity meeting friends he would remain in contact with for the rest of his life. After graduation Steve served in the US Air Force and deployed to Vietnam. After serving one year abroad he moved to Cheyenne, Wyoming and while serving there attended the University of Northern Colorado where he earned his Masters of Business Administration.

Upon receiving his MBA he moved to Lincoln, Nebraska. He worked for the Department of Economic Development and the National Bank of Commerce as a Farm & Ranch Manager. While in Lincoln he met and married Jeanine Menchau. They eventually settled in Kearney, Nebraska and enjoyed a 50 year marriage. Their lives included sons Jon and Daniel to whom he was a devoted father.

In 1983 Steve founded Investment Property Exchange (IPEX) a client based real estate brokerage that focuses on farms, ranches and investment properties. His appraisal business grew to be one of the largest commercial farm and ranch appraisal businesses serving central Nebraska.

Steve loved to be involved and was a long time member of the Kearney and Lincoln Rotary Clubs. He was a member of the Realtor's Land Institute where he was served as National President in 1994. In 1992, he discovered the Society of Exchange Counselors (SEC), a national invitation only real estate group where he met numerous friends and business partners. He enjoyed his SEC meetings and the creative transactions that resulted from his attendance. He served on numerous committees and served as President in 1997.

Steve was actively involved in his sons' sporting activities, coaching soccer and baseball. He helped organize indoor soccer tournaments and created the Kearney Knights baseball program in 1996. During this time his Chevy Suburban was full of his sons and their teammates traveling to ball games or tournaments across Nebraska.

Steve was proud of his Nebraska heritage and ranching background. He loved his country and was proud of his military service. He loved cheering for his Huskers and enjoyed traveling with Jeanine to visit new places or visit their sons and their grandkids. He loved FarmHouse (FH) and served on the Nebraska Chapter's Board twice. He created the FH alumni mentorship program and assisted in raising the funds for the Nebraska chapter to build a new fraternity house.

Steve is survived by his wife Jeanine, son Jon (Hilary) England son Daniel (Brittany) England along with six grandchildren: Ella, Charlotte, Lauren, Alexander, Anniston, and Asher England.

Remembering Alan Mandelberg



IN LOVING MEMORY

All-

It is with great sadness that we announce the passing of longtime NCE member and friend Alan Mandelberg. Below is a remembrance from Alan's dear friend, Bal Ramlochan.

I am deeply saddened to share the news of the passing of my dear friend, Alan Mandelberg, who left us on June 9th at his residence in San Marcos.

Alan was an integral part of the San Diego REIE community, where his dedication and leadership played a vital role in the group's longevity throughout the years. His impactful contributions, from serving as President to Treasurer, not only shaped the organization but also inspired others like myself to take on important roles.

Alan's unwavering support and mentorship extended beyond formal positions, as he generously shared his expertise in finance, exchanging, and lending with anyone seeking guidance.

His passion for knowledge was evident in his commitment to attending Exchange meetings and his recent achievement of earning the EMS pin from the NCE after four decades in the Exchange world.

Alan's presence will be deeply missed, and his legacy of friendship and knowledge-sharing will forever be cherished by those who had the privilege of knowing him through the REIE, Tucson, NEC, OCE, or the Los Angeles Exchange Groups.

Alan's academic journey is nothing short of impressive. Graduating with a BA in Philosophy and Mathematics from Queens College, he continued to pursue his passion by obtaining a Masters from the University of Chicago, and ultimately achieving a PHD from the University of Oregon.

His dissertation, titled "New Ideas", bravely encouraged social scientists to embrace innovation without fear of the formalist philosophy of science. Alan's dedication to both academia and progressive thinking is truly commendable.

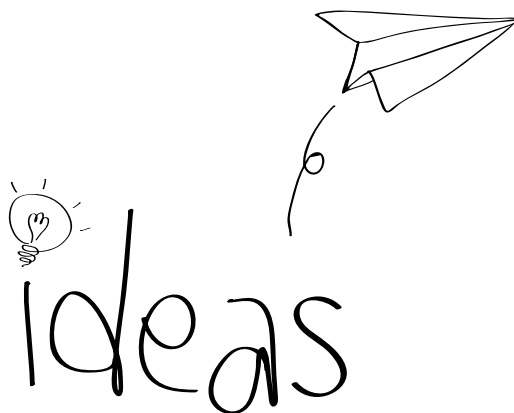
Rest In Peace my Friend. Shalom

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 Exchangers

Email admin@ncexchangers.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

Jul 15, 2024 - Jul 18, 2024

Oct 07, 2024 - Oct 10, 2024

Jan 27, 2025 - Jan 30, 2025

Sponsors

