



Wednesday, January 23, 2013

7232 Balboa Blvd., Van Nuys

THIRD ANNUAL COMMERCIAL DAY



**Moderator, Dennis E. Dishaw, and
Keynote Speaker Michael A. Zugsmith**

Michael Zugsmith, Chairman of NAI Capital, Commercial Real Estate Services, Worldwide, was Keynote Speaker of the 3rd Annual Commercial Day. Mr. Zugsmith has a distinguished career as both a Real Estate Attorney and Commercial Brokerage. NAI Capital has sixteen full service commercial real estate offices throughout Southern California, and also services the Pacific Rim and Latino markets.

This event was sponsored by First Citizens Bank represented by Vlad Ballestros, Vice President.

Dennis E. Dishaw, President of ACI Capital, started out in the Title Insurance Industry. In 1982 he then switched over to Lending Industry. In 1994, Dennis founded ACI Capital. Dennis has tirelessly contributed to our Commercial & Investment Division. This is the Third Annual Commercial Day he has successfully chaired.

Partial shot of attendees



The program started at 8:00 AM, included breakfast and lunch and ended at 1:50 PM. See over for the program →

TRAITS OF THE SUCCESSFUL COMMERCIAL AGENT

Other Topics covered by the
Guest Speakers

Are You Running Your
Desk as a Business?
Danielle Hoston
Managing Director
KW Commercial

Your Tool for
New Business
Joshua Swanson, CEO
gotomyapartment.com

Overcoming Objections
David M. Richman
Butterfield Enterprises

Time Management
Bob Lazzarini
Professor
Antioch College

Plans for
Southern California
Vlad Ballesteros
Vice President
First Citizens Bank

Relationship Brokerage
Bob Scullin, CEO
NAI Capital Commercial

*These speakers, along with
those on the first page,
made for an interesting and
informative session. The
day ended with a discussion
period with the various
speakers, and having them
answer questions.*

**This 6-hour event was
provided FREE
By your Association**



During a break in the sessions, Division Member Brian Hatkoff, shown on the far right, presented Certificates of Completion of the Commercial Series of Classes (l-r) Pamela Wilson, Tammy Dayton and Dong Gi

Series of Commercial Classes scheduled for 2013

*All classes listed below are
held on Wednesdays 9:00
AM - 12 noon. Each class
costs \$25.00, and you are
encouraged to pre-register.
Call 818-947-2268*

1/30/13 Overview of Commercial Real Estate Investment Analysis.

2/20/13 Deferring Gains Through 1031 Tax Deferred Exchanges

3/13/13 Keys to Financing Commercial Real Estate—Case Studies.

4/24/13 How to Write a Good Commercial Real Estate Lease Agreement.

More Classes

5/15/12 Property Management for Apartment Buildings

6/5/13 Tax and Legal Impact on Commercial Real Estate Vesting.

7/17/13 Small Property Investment Brokerage

8/21/13 Overview of Commercial Real Estate Investment Analysis.

10/2/13 How to Write a Good Commercial Real Estate Purchase Agreement.

EDITOR

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