




**Center for Career  
Advancement**  
Education for Your Competitive Edge

## **SIOR ETHICS & PROFESSIONAL STANDARDS BUILD-TO-SUIT DEVELOPMENT**

Presented by the SIOR Houston Gulf Coast Chapter

Sponsored in part by 

### **SIOR Ethics & Professional Standards**

This course is designed to meet the SIOR ethics education requirement while learning more about SIOR's ethics, mediation, and arbitration practices. This class provides a broad understanding of the generalities in real estate ethics and professional standards as well as completes NAR's REALTOR Quadrennial Ethics Training Requirement.

An application has been submitted to TREC and this course is pending approval for 4.0 elective CE credits. Non-SIOR's will receive credit for one mandatory course towards the education requirement for earning the SIOR designation.

### **Build-to-Suit Development**

This course is designed to assist real estate professionals in becoming more knowledgeable professionals in the areas of leasing, consulting, and development, students will learn how to maximize profits and analyze projects before a commitment is made, enabling you to "walk away" from a deal, if necessary, to eliminate a possible loss of money and time. This seminar is truly a course on "wealth building" and understanding speculative and build-to-suit development. Your skills in tenant and landlord representation, financial analysis, negotiations, and group dynamics will be challenged. Attendees should bring a financial calculator (HP 12C or HP 10B recommended) and should expect ample algebraic and other math calculations.

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### **Instructor : Robert J. Nahigian, SIOR, CRE, FRICS, MCR, Auburndale Realty, Boston, MA**

Robert Nahigian has over 40 years of multi-disciplinary real estate experience with over 30 years exclusively in commercial and industrial real estate as a developer, advisor, expert witness, and broker. He has handled approximately \$4.9 billion of real estate totaling 39 million square feet and has handled numerous build-to-suit and corporate projects throughout the US. Rob is recognized as a national leader in his industry, a frequent speaker, and an invited newspaper columnist.

### **Course Details**

WHERE: Four Oaks Place Conference Center, Houston, TX  
1330 Post Oak Blvd, 1<sup>st</sup> Floor Auditorium

WHEN: Thursday, July 26, 2012  
8:00am – 12:00pm – Ethics and Professional Standards  
1:00pm-5:00pm- Build to Suit Development

COST: One Course only - \$25 SIOR & Commgate Members/ \$40 non-members  
Two Courses - \$40 SIOR & Commgate Members/ \$65 non-members

**PLEASE NOTE THAT NO SHOWS WILL BE BILLED.**

(Checks should be made payable to SIOR Houston or pay online via Paypal to [michelle@siorhouston.com](mailto:michelle@siorhouston.com) )

CANCELLATION POLICY: Requests for refunds must be made in writing no later than 5:00pm on Monday, July 23, 2012.

For questions, please contact Michelle Martin at 713-830-2184 or [michelle@houstonrealty.org](mailto:michelle@houstonrealty.org).

SOCIETY OF INDUSTRIAL AND OFFICE REALTORS



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gateway**

Please complete the registration and email to [michelle@houstonrealty.org](mailto:michelle@houstonrealty.org) or mail to:

SIOR Houston  
Attn: Michelle Martin  
1300 Post Oak Blvd., 2<sup>nd</sup> Floor  
Houston, TX 77056

### **PARTICIPANT INFO**

- SIOR Member
- Commgate Member
- Non-Member

### **COURSES DESIRED**

- Ethics Course Only
- Build-to-Suit Course Only
- Both Courses

### **PAYMENT INFO**

- Paid online via Paypal
- Check Enclosed
- Will pay at door

**NO SHOWS WILL BE BILLED**

Name: \_\_\_\_\_

Tel: \_\_\_\_\_

Company: \_\_\_\_\_

Fax: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Texas Real Estate License # (for CE): \_\_\_\_\_

For questions, please contact Michelle Martin at 713.830.2184 or [michelle@houstonrealty.org](mailto:michelle@houstonrealty.org).