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ne New England CCIM Chapter

CCIM - New England Chapter  
P.O. Box 961553  
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Representing Maine, Vermont,  
New Hampshire, Rhode Island  
and Massachusetts

### 2007 OFFICERS

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## President's message: 2007 CCIM-NE officers elected



Peter Tilden,  
Nordblom  
CORFAC Int'l.

The annual New England CCIM elections dinner was held on Sept. 28th at the Marriott in Burlington. John Miller, out-going president of the New England CCIM chapter, presided over the main event of the year for the New England CCIM chapter membership. We all want to thank John for his service to the chapter over the past year, and for the time and effort he put into making our monthly events some of the best yet. John isn't going away though; he'll be back helping the chapter raise money as the chair of the sponsorship committee. We look forward to some of the existing sponsors back again in 2007, along with new sponsors too.

About 40 chapter members and their guests were treated to the swearing in of the 2007 chapter officers as follows: myself, Peter Tilden, CCIM, president; Chris Norwood, vice president; Samuel Thomas, CCIM, treasurer; and Sandy Brown, secretary. Sam and Sandy are new officers, while Chris and I were 2006 officers. Some of the goals and objectives that I outlined for the coming year include: increasing the total membership from the current 159 members to 170 members, increase the member and non-member participation at monthly events, and strive for high-quality monthly events while modestly lowering the annual dues.

Two new committees will be formed: the sponsorship committee, headed by John Miller, will continue to seek-out critical sponsorships for the chapter, and the past presidents committee, headed by Deb Stevens, who will cajole past chapter presidents to participate in a new mission to benefit the chapter every year. For 2007, that mission will be mentoring candidates who need a little encouragement to finish the coursework, prepare their resume and sit for the exam.

The featured speaker at our elections dinner was Douglas Poutasse, world renowned economist and chief investment strategist for AEW Capital Management.

Poutasse is a self-proclaimed pessimist about the future health of the US economy, and gave a few reasons for his pessimism as follows: home prices are falling which will translate into less retail spending as consumers can't tap into home equity loans as before, inflation is running at its highest rate since 1990 which means spending power will be down and as a result, the consumer, who has been propping-up the US economy with their spending for many years, will no longer be able to do so in the near future. Doug did find some silverlining and some bright spots for the local Mass. commercial real estate market such as: rental rates will rise as ten-year leases role over next year, office market recovery is finally here, and because of our educated workforce, investors will continue to invest in Mass.

On October 5th we co-hosted the Socratic Selling Methodology course with the local SIOR chapter at the Weston Hotel in Waltham. G.E. Commercial Finance provided the program, taught by Dan

Eshbaugh. G.E. provides the speaker, course material and content at no charge. In a nutshell, the Socratic Selling Methodology is designed to uncover customer's needs and present specific solutions to those needs. The course focused on Socratic opening statements, identifying motivators and handling objections. The Socratic Selling Method teaches that asking pointed questions to a customer, then listening to the response to those questions and getting feedback from the customer, is a superior method of understanding your customer needs, and selling more real estate.

Remember to utilize the services of your fellow chapter members and visit our website at <http://newengland.ccimnet.com>.

Peter Tilden, CCIM, is the president of the New England CCIM chapter, Burlington, Mass. and is vice president of Nordblom CORFAC Inter'l., Burlington, Mass.



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