

Real Estate Journal

THE LARGEST WEEKLY COMMERCIAL/INVESTMENT NEWSPAPER COVERING THE STATE

Great News For Companies Servicing the Real Estate Industry



Nunzio Del Greco

Fortunately, there is great news for professionals servicing any aspect of the real estate industry. The 7th Annual Real Estate Trade Show is scheduled for October 29 at the Villa Barone Manor in the Bronx. Over 1,000 real estate professionals are expected to attend the trade show. The networking events sponsored by the Bronx-Manhattan North Association of Realtors (BMAR) continue to provide outstanding networking opportunities to generate continued and new business. Networking is even more important now especially in the current economy and market conditions. Our events are a breath of fresh air and a great way of taking control of your own level of business success. A comprehensive campaign has been launched to facilitate and generate more business for participants.

For companies that participate and exhibit at other trade shows, now is the time to reserve your space at this premier trade show for the real estate industry in the New York metropolitan area. According to Jim Slattery, trade show committee chairman, "I've been an exhibitor for my company at various trade shows throughout the New York area and I believe that this show continues to be one of the best."

Processing of exhibit booth registrations has already begun and prime exhibit booths are selling fast. There are discounts for exhibitor early registration. Prior exhibitors are extended the right of first refusal on exhibit space location. The number of confirmed exhibitors is growing as expected especially since last year was such a tremendous success. We continue to not only attract new vendors each year but the majority of the exhibitors keep coming back. That's a clear indication that the trade show is an excellent business networking event. The event format provides companies to showcase their products and or

services directly to current and new customers.

A wide range of product and service providers participated in last year's trade show including: architects and engineers; associations; banking and financial services; building supplies; commercial real estate; consultants; copiers and fax machines; energy management controls; energy/natural gas and oil; environmental services; exterminators; financial services; government agencies; insurance; intercom/electrical contractors; Internet marketing; laundry equipment/services; lighting renovation contractor; meter reading; mortgage financing services; multiple listing services; plumbing contractors; promotional products; property management software; publications/media; qualified intermediary; real estate Cos.; security systems; storage systems; technology systems; vacation clubs; and water treatment. Additional types of product and service providers are welcome and encouraged to participate to generate new business contacts by participating in the 2008 trade show.

Many of the major sponsorships for the 2008 trade show hosted by BMAR have been sold. The exclusive trade show sponsor is Goodhart National Gorman Agency Inc. The lunch sponsor is Judicial Title Insurance Agency LLC. The breakfast sponsor is Stuyvesant Fuel Service Corp. The valet parking sponsor is Langsam Property Services Corp. Additional sponsorships are available. For exhibit booth reservation forms or registration forms and more information on the real estate trade show, call Janine Schall at (212) 242-4343, (718) 892-3000 or email: J.Schall@bmar.org.

I continue to promote and expand our database which includes over 10,000 contacts throughout the New York metropolitan area. The membership is composed of a broad base of companies and professionals directly or indirectly servicing the real estate industry and business community including: licensed real estate brokers and agents; multi-dwelling property owners; building service vendors and suppliers; unlicensed property managers; attorneys; appraisers; banks; mortgage companies; fuel service and energy companies; title and abstract companies; insurance companies and insurance brokers; contractors and other companies.

Nunzio Del Greco, RCE, is the CEO of the Bronx-Manhattan North Association of Realtors, Bronx, N.Y.