



# NORTHERN CALIFORNIA COMMERCIAL ASSOCIATION OF REALTORS®

[WWW.NCCAR.ORG](http://WWW.NCCAR.ORG)

**SEPTEMBER 16th, 2010 Luncheon & Networking**

## Welcome Members, Affiliates, & Guests

Dear NCCAR friends, [MEETING NOTICE](#) This is a reminder to all members  
TO ATTEND THE LUNCHEON MEETING

### THE TOPIC'S WILL BE: Tax update, including:

- \* Pending 1031 Legislation in California
- \* Future of Capital Gain Taxes
- \* How the current Estate Tax situation affects

### Realtors

### Issues with Investor Properties, including

- \* Tax implications for investors selling at a loss
- \* Exchanging out of a short sale or foreclosure

### Non-1031 tax deferral options

- \* Structured Sales
- \* Any 1031 topics of interest

### THE SPEAKER WILL BE: Ron Ricard

### Certified Exchange Specialist

Sales Manager, AVP Investment Property Exchange Services, Inc. (IPX 1031)

Ron is designated as a Certified Exchange Specialist by the Federation of Exchange Accommodators. He has taught 1031 tax exchange accredited courses to over 10000 investors, real estate agents, and lenders over the past nine years. He is frequent guest on local Real Estate radio and television shows and is serving a 3 year term on the board of directors of the Santa Clara County Association of Realtors.

Before joining IPX 1031, Ron has 18 years experience in the energy industry, focusing primarily on regulatory, legislative and legal issues. He has a BS in Civil Engineering from UC Berkeley and an MBA in Marketing and is an active real estate investor.

We hope to see you at the **SEPTEMBER 16TH, 2010 EVENT** Please R.S.V.P. BY COMPLETING THE ATTACHED RESERVATION & FAX TO NCCAR OR E-MAIL to [CommercialAOR@nccar.org](mailto:CommercialAOR@nccar.org)

Our Board of Director's meeting will start at 10:00 am.

Networking will start early at 10:45am.

**Invite a guest!** NCCAR meetings are open to members and non members alike. Our goal is to network, put deals together, and learn from each other. Realtors® of all specialties are welcome.

Warm Regards, Gordon Robertson CCIM

President, 2010 Northern California Commercial Association of

**SEPTEMBER 16th, 2010**

11:00 am—1:15pm

HOLIDAY INN HOTEL

FORMERLY THE Radisson Hotel

6680 Regional St., Dublin, CA

(across from the Outback Restaurant)

Members: \$ 25 (Pre-paid)

\$ 35 (At the Door)

Non-Members: \$ 35 (Pre-Paid)

\$ 45 (At the door)

(Includes Lunch)

**Reservations are not made until payment  
is received!**

Sharyn Bruno, Director of Administration

[CommercialAOR@nccar.org](mailto:CommercialAOR@nccar.org)

Tel: 650-598-0621

Fax: 650-598-0632



**OCTOBER 21st, 2010  
Luncheon Topics**

**George Pires, CCIM, CIPS**

Will PRESENT

what I learned on our International Real Estate  
trip to

San Paulo Brazil at the Latin American Real Estate  
Expo

&

**NETWORKING MEETING**



Northern California Commercial Association of REALTORS®  
(NCCAR)

**PLEASE PRINT COMPLETE, MAIL, FAX TO 650-598-0632**

Registration for meeting date \_\_\_\_\_

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

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

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

Office Phone: \_\_\_\_\_

Mobile Phone: \_\_\_\_\_

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

Email: \_\_\_\_\_

Payment Type:      Credit Card (please check)     Visa     MasterCard     Discover

Card #: \_\_\_\_\_ Expiration Date \_\_\_\_\_ Security Code \_\_\_\_\_

Credit Card Authorization: \_\_\_\_\_  
(Must sign for credit card use)

Check #: \_\_\_\_\_

Payment Amount:  
(Please Check)

Member  
\$ 25.00 pre-pay

Non-Member  
\$ 35.00 pre-pay

Member  
\$ 35.00 pay @ door

Non-Member  
\$ 45.00 pay @ door

Mail Check Payment to:

NCCAR  
569 Laurel Street  
San Carlos, CA 94070-2415

Fax or Email registration form to: 650-598-0632 – FAX  
[CommercialAOR@nccar.org](mailto:CommercialAOR@nccar.org) – Email

**\*\*Applicable charges will apply to any dishonored check and or credit card payment\*\***