

Night for Commercial Real Estate Professionals on Tap for October 14

Be a part of the most successful commercial real estate networking event in Maryland on October 14 as you enjoy **NAIOP Maryland's Seventh Annual Night for Commercial Real Estate Professionals** with fellow professionals and allied suppliers in the unique Baltimore Museum of Industry.

There will be plenty to eat as well as a plethora of networking opportunities. Members of other organizations such as the Buildings Owners and Managers Association of Baltimore, the Maryland Chapter of the Appraisal Institute, etc., will also be invited to the event.

Advance reservations are suggested as a sellout is expected. Register by October 11 and get in for \$30. Register two attendees by this date for a total of \$50. After October 11, registration is \$40.

For more information about the event, including registration materials please visit NAIOP-MD online at www.naiopmd.org/2004octoberfest.htm.



Register Now for Michael Lipsey Seminar on Sept. 22

There is still time to register for NAIOP-MD's special, innovative seminar, **"Tenants or Guests - Brokers or Clients - Vendors or Partners: Revolutionary Changes in Customer Service for the Commercial Real Estate Industry"** by **Michael J. Lipsey** on September 22.

Approved for 4 Real Estate Credits with the Maryland Real Estate Commission, seminar topics will include elements of and structures for excellent service, measuring customer satisfaction, how to change corporate culture with strong leadership, fostering customer loyalty, and recruiting & retaining top staff.

Taking place from 7:30 a.m. to noon at the Johns Hopkins Downton Center in Baltimore, registration for NAIOP-MD and BOMA members is \$150 and \$200 for nonmembers.

Registration materials and further information is available online at www.naiopmd.org/2004michaellipseyseminar.htm.

SUMMER 2004

Welcome New Members

Jerry Bowman

Riparius Construction Inc.

Ned Brady

CB Richard Ellis Inc.

Jon Clapp

KLNB Inc.

Alan Coppola

NAI KLNB LLC

David Dannenfeler

KLNB Inc.

David Fritz

KLNB Inc.

Katherine A. Hearn

Struever Bros. Eccles & Rouse Inc.

William Jones

Baltimore County Dept. of Economic Development

David King

AMB Property

Ray Lyon

SunTrust Bank

Joe Nolan

KLNB Inc.

Keith Novak

Clifton Gunderson LLP

Richard Ohnmacht

Citizens National Bank

Pamela Perry

BL Companies

J. Allan Riorda

KLNB Inc.

Robert Smith

KLNB Inc.

George J. Sybert

Maryland Title Company Inc.

Don't Miss Out on NAIOP-MD's Fall Golf Outing

The **Third Annual NAIOP Maryland Fall Golf Outing** has been scheduled for Monday, September 27, 2004, at the Beechtree Golf Course in Aberdeen.

The Fall Outing will be open to commercial real estate professionals and suppliers. We will play a Modified Scramble (Florida Scramble) format: after everyone hits their tee-shots, the best shot is selected then everyone plays their own ball from that point. Only the two lowest scores are counted. At this time foursomes are still available, at a cost of \$1,200 per foursome. Registration materials and the outing itinerary is available online at www.naiopmd.org/2004fallgolf.htm.

All proceeds from the Fall Outing will be used to support NAIOP's legislative programs in Annapolis. With the constant threat of restrictive development legislation, NAIOP's legislative efforts in Annapolis should be a priority to all of us who rely on the development industry for our livelihood.



Sponsorship Opportunities

NAIOP-MD still has opportunities available for Hole Sponsorships (1) and Beverage Sponsorships (2) at its Fall Golf Outing. Please contact **Sharon Kneebone** at association headquarters, (410)752-3318 or visit us online, , for further information.



John Wilhide (left) of CB Richard Ellis gives the behind-the-scenes tour to J. Joseph Casey of Trammell Crow Companies during NAIOP-MD's "Parrothead Paradise" in June.

NAIOP MD Chapter

Calendar of Events

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| Sept. 22 | Michael Lipsey Seminar
John Hopkins Downtown Center, Baltimore, MD |
| Sept. 27 | Third Annual Fall Golf Outing
Beech Tree, Aberdeen, MD |
| Oct. 14 | Oktoberfest/7th Annual Night for Commercial Real Estate
Museum of Industry, Baltimore, MD |
| Dec. 16 | Holiday Luncheon & Networking
The Camden Club, Baltimore, MD |

NAIOP's Web site - www.naiop.org - links our members across the country to association, industry and government affairs news and information. From news on upcoming conferences to an online membership directory to business development opportunities, the NAIOP Web site is a key tool for all NAIOP members.