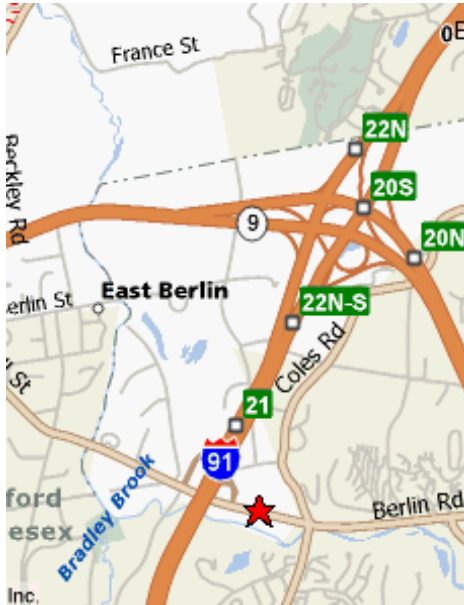


Directions to the Crowne Plaza Hotel:

TAKE I-91 N OR S TO EXIT 21. TURN LEFT OFF THE EXIT. HOTEL IS ON THE LEFT.



Connecticut
Commercial
Investment
Division

Annual
Conference
&
Membership Meeting

Wednesday ~ October 10, 2007

Crowne Plaza Hotel

Cromwell, CT

8:30 am - 4:30 pm

Sponsored by:

**Connecticut Multiple Listing
Service, Inc.**



CID

2007 Annual Conference

8:15 am Registration and Continental Breakfast

**9:00 am Commercial Real Estate Trends:
Are you at the train station
when the market is at the
airport?**

**Speaker: PETER WEST, ABR,
CCIM, CRS, GRI, SRES**

12:15 pm Luncheon

Choice of:

**English Cut Prime Rib
New England Baked Scrod
Pommeray Chicken**

**- Luncheon Speaker: BARBARA
HORVATH, DIRECTOR OF MLS
SERVICES FOR THE CONNECTICUT
MULTIPLE LISTING SERVICE
- TOPIC: CTMLS AND THE COMMERCIAL
BROKER**

**1:30 pm Marketing Session:
- Moderated by Norm Krayem,
President of the Connecticut
Commercial Investment Division and
the Connecticut Association of
REALTORS®**

4:30 pm Adjournment



**PETER WEST,
ABR, CCIM, CRS,
GRI, SRES,**



has been a REALTOR® since 1984. He is currently the Vice President and Managing Partner of The Premier Realty Group in North Adams, MA. Since 1998, Peter has worked with a partner in a 'team practice.' He is licensed in MA, NY, VT, & FL.

No stranger to the business, Peter has worked in residential, commercial, appraisal, land, new home sales and as a mortgage originator. Currently he focuses on commercial/investment and development on his own behalf or for clients on a nationwide basis. Besides his real estate practice he is the Vice President and partner of a modular building company, Modular Building Systems, Inc. His approach with client's, residential or commercial, is based on a 'counseling' model versus a sales approach.

A certified REBAC trainer, Peter has taught the ABR course since 1997. He also teaches the ABRM class, RLI Land 101, Second Home and Resort certification course, Local Markets for CIPS, SRES designation class, as well as Introduction to Commercial Real Estate courses. He is a former National Sales Trainer for Century 21 Real Estate Corp. Peter is a popular and frequent presenter at state and national conventions.

Currently he is serving as the Chairman of the Board of a local non profit agency that provides housing and support services for individuals with mental disabilities. He resides in Adams, MA with his son, Keaton, age 4.

About the Course

Commercial Real Estate Trends: Are you at the train station when the market is at the airport?

Topics Include:

- Top of Mind
- Correcting Market Change
- The time machine
- Trends & Fads
- Noteworthy Trends to Watch

About the Marketing Session

- * Have/Wants
- * Package Presentations
- * Cash Board
- * Problem Solving

Please be sure to bring overhead transparencies and/or packages of properties that you wish to promote.

To reserve your place for the conference, complete the form below and mail it, along with your check for members - \$65, nonmembers \$75 (per person) to Connecticut CID, P.O. Box 58, Yantic, CT 06389-0058 no later than October 1, 2007.

Name: _____
(as it appears on your license)

Firm: _____

Address: _____

City, State, Zip: _____

Telephone: _____ Email: _____

Luncheon Choice: _____ English Cut Prime Rib _____ New England Baked Scrod _____ Pommeray Chicken