



August, 2007

News Briefs **Chapter Election** **set for August 17**

Chapter members will be asked to vote on a slate of 2008 officers and directors at the August 17 luncheon meeting. Members unable to attend are urged to help meet the Bylaws quorum by reviewing the ballot and returning the proxy.

[Click Here](#)



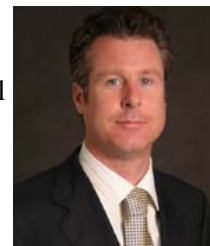
Real Estate **Developer** **Donald Peebles** **To Address Oct. 12** **Diversity Luncheon**

The country's largest African American real estate developer, with a \$4-billion portfolio of luxury hotels, high-rise residential and Class A commercial properties will speak at the annual IREM SF Diversity

IREM SF to offer three new **courses--two 'After The Pin'**

By David Tripp, CPM
Chapter President

The San Francisco Bay Area Chapter of IREM is excited and proud to announce the initial offerings of three new educational classes and seminars. Two of the courses were developed specifically as "After-the-Pin" programs for our members who have already earned their CPM® or ARM® and want to continue developing their professional skills. The third course, aimed at residential real estate agents, brokers or investors who are interested in entering the field of property management, was conceived by the local chapter and designed in cooperation with IREM national.



Our first offering of the new classes is a one-day seminar that exclusively covers managing and leasing retail properties. This seminar was developed by leaders of the local chapter specifically for our members and is a 'hands-on' class with local examples from local experts who manage some of the most recognized retail properties in San Francisco. The class focuses on everything from neighborhood strip malls; to grocery-store anchored centers; to single-tenant, 'big box' properties. Topics covered will include features unique to retail properties such as percentage rents, working with leasing agents, special clauses of the retail lease, sub-leasing and the pitfalls of assignments, bankruptcies and their implications, common area maintenance (CAM), budgeting and CAM reconciliations, triple-net leakage issues, as well as current trends in the retail market and retail management. This class is a must for anyone who has just a few retail properties or wishes to gain insight to the retail sector of real estate management. The seminar will be offered on September 26th in the EastBay-the exact location will soon be announced through our new on-line registration service, Cvent.

The second new class being offered is in response to the dramatic increase in the number of condominium conversions, not

Luncheon meeting Oct. 12 at the Bankers Club in San Francisco.

[For more information, click here](#)

[To register on-line, click here.](#)

Golf Tournament Set for October 1

The Ninth Annual IREM/CCIM Golf Tournament will be held at the Crow Canyon Country Club in Danville, on Monday, October 1.

[Click here to register players or sponsors.](#)

Asset Analysis Track

Sign up today for the third in a series of courses leading to the CPM designation.

October 1-5 in San Francisco.

[For more information, click here](#)

[To register, click here](#)

[Positions Available click for details](#)

Quick Links

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[IREM National Friends of IREM 2007 Calendar](#)

[IREM TechHelpline](#)

A free computer hardware/software support service for members of IREM.

[CBPA Sacramento Update](#)

only for residential units, but in commercial offices as well, and the popularity of live/work lofts, which are creating a whole new niche in real estate management. Common Interest Developments (CID), which include planned unit developments, condominiums, and stock cooperatives, as well as the traditional homeowners association, are a distinctive blend of business, law and social order. These quasi-governmental agencies are one of the most challenging, and fastest-growing, segments of real estate management today. The Common Interest Development presents a unique set of challenges that transcend the traditional role of the real estate manager. Developed by experts specializing in the fields of both residential and commercial common interest development management, this course is your guide through a complex form of real estate management that will teach you the skills and techniques necessary to successfully manage these unique real estate developments. The five-day training program takes an intensive look at common needs vs. individual rights, governance and enforcement issues, legal and risk management, financial operations and maintenance management. This exciting new class will be held in San Francisco from October 29th to November 2nd. Click here for more information; or to register on-line, please [Click here to Register for the CID course.](#)

[To read more, click here.](#)

August 17 Luncheon and Seminar

Achieving Success Through Others A day of polishing your skills

for career success

Join us on Friday, August 17, at the Bankers Club in San Francisco, for a seminar and luncheon program featuring national-renown speaker, instructor, author and property managers Natalie Brecher, CPM



Seminar: 8:30-11:30 a.m.

Achieving Success Through Others: Hiring, Coaching and Using Performance Appraisals to Improve Performance

Learn the skills to surround yourself with strong, high-performance people by hiring right, coaching to peak performance, and improving your leadership skills.

Luncheon Meeting: 12 Noon-1:30 p.m.

Business Without Biceps: The Unknown Truths of Women in Business and How to Make Them Work for You

An educational and humorous look at men and women in business to provide insight and appreciation of gender work differences and techniques to improve professional success.

[For more information about the Seminar and Luncheon, click here](#)

[To register on-line, click here.](#)

California Business Properties Association represents IREM SF and other organizations and businesses in Sacramento. To follow what is happening at the State legislature, subscribe to the free weekly E-Mail Newsletter using the link above.

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James Kilroy to Head IREM SF 2008 Leadership Team



James Kilroy of Cushman & Wakefield will lead Chapter 21 as President in 2008. Kilroy is no stranger to the SF IREM chapter having been VP of Finance for three years.

Kilroy is a local product. A native San Franciscan, he attended St. Ignatius High School and graduated from San Jose State University. After a stint with Wells Fargo, he worked for two local AMO firms managing multi-family properties on the Peninsula, Woodmont Real Estate Services and Zukin Corp.

In 1996, Kilroy returned to downtown San Francisco to join Shorenstein Realty Services. In 2004, he joined Cushman & Wakefield and currently is General Manager of 425 Market Street, a 900,000 square foot high-rise office building.

In addition to being a CPM, Kilroy earned the RPA designation in 2005. He lives in Foster City with his wife Dana and daughter Haley. He enjoys spending his free time taking long walks with his family and playing tennis and golf.

[For a list of the 2008 Chapter Officer and Director Nominees, click here.](#)

Handling Foreclosure Evictions

By: Puneet Singh, Managing Partner
Kimball, Tirey & St. John LLP

Many investors purchase foreclosed properties at a trustee's sale by submitting a bid at a verbal auction. The winning bidder acquires the property by paying off the remaining balance on the foreclosing loan. Although this can be an attractive means of purchasing property at a price far less than the fair market value, the new owner may face obstacles if the previous owner, occupants, or tenants refuse to vacate the premises. Generally the new owner will have to commence eviction proceedings to gain possession of the property. Before commencing legal action, however, the new owner should make sure they follow the necessary procedures for successfully winning their case.

The first step in this process is making sure that the new owner's title to the property has been duly perfected. Generally title is duly perfected upon recording of the deed with the County Clerk. In California, title is deemed perfected on the actual date of the sale if the trustee's deed is recorded within 15 calendar days after the sale. [To read more, click here](#)

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