

Broker
Event

Business Practices to Help You Succeed – From Ribbon Cutting to Retirement

As real estate practices develop through various stages, new challenges and needs can arise. This discussion will address many of those, including entity formation, choosing the best people to work with, marketing and networking and exit planning. No business remains static, and a pro-active awareness of common business developments can help insure success from the ribbon cutting to retirement.

Wednesday, September 26, 2018

10:00 am - 11:30 pm Check-in begins at 9:45 am.

Northeast Association of REALTORS®
6 Lyberty Way, Suite 204 - Westford, MA 01886

NEAR Members: Free Non-members: \$25

Register online at: www.northeastrealtors.com

Instructors:

John Torvi



John Torvi is the Vice President of Marketing & Sales at the Herbert H. Landy Insurance Agency of Needham, MA. John has been in the insurance industry, focusing on the needs of business owners, for almost 25 years. He holds a Bachelors Degree from Providence College, a Masters Degree from Springfield

College and is a frequent speaker and contributor to professional journals and conferences for the legal, accounting, real estate and insurance industries.

The Landy Agency is a national leader in providing professional insurance services for attorneys, real estate professionals and accountants. John can be reached at 781-292-5417 or johnt@landy.com, or visit www.landy.com for more information.

Sankeetha Selvarajah



Sankeetha Selvarajah is the Principal Shareholder and Managing Attorney of Selvarajah Law P.C., a civil transactional firm located in Boston, Massachusetts. Her practice has an emphasis on general business law and mergers & acquisitions; clients include technology companies, real

estate companies, various food industry companies, manufacturers and retailers. Currently, her firm provides outside general counsel services to over 85 companies where the legal service timeline includes formation, negotiating and drafting agreements to mergers and dissolutions. Her primary role is as strategic advisor to clients and liaison to outside vendors. Corporate Governance and Advisory Board Services are also part of her full-service firm.



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