



## Events Calendar

August 20th  
UMKC Lewis White Real Estate Center  
John Shulman—"Negotiating in Difficult Economic Times."  
RSVP online at [www.umkc.edu/whitecenter](http://www.umkc.edu/whitecenter)  
Additional information in President's Message—pg 2.

September 18th Meeting  
Time: TBD  
EDC UPDATE

October 9th Meeting  
7:20—9:00 a.m.  
Financial Panel

November 5th Meeting  
3:00—6:00 p.m.  
Leadership in Difficult Times

December 8th  
Holiday Party with KC CREW  
Dunn Building

All regular meetings will be held at Mission Hills Country Club. Members \$20, Non-members \$30, Late registrants \$10 additional fee.

### 2009 Annual Sponsors



# THE DEALMAKER

## Member Spotlight

Summer 2009

**Nathan Anderson, SIOR, CCIM - Harbinger Property Group**

**Give us a summary of what you do, any areas of specialization, etc.?**

I specialize in industrial properties, manufacturing and distribution facilities around the Midwest. I represent companies and investors who are acquiring and disposing of industrial real estate. I also act as a player/coach for the other producers here at Harbinger.

**What is your background, and how did you get to where you are today?**

I jumped into the business right out of college and I formed Harbinger in late 2006. I had two very good mentors along the way who taught me the business. And I haven't been afraid of taking risks and working hard along the way.

**Tell us about your involvement with CCIM and the real estate industry.**

I recognized the value of obtaining the CCIM designation very early on, and I was accepted in 1998. The courses helped open my eyes to the "big picture" in

commercial real estate and specifically the value of owning commercial properties over time. I volunteered on the local CCIM Board for several years, where I was able to network with other brokers and industry leaders here in Kansas City. I was President of the local Chapter in 2003 and was honored to work with a very talented group of people who were motivated to make the local Chapter more recognized around the metro area. I'm currently working on two projects with national CCIM's who have chosen to work with our firm in large part due to the designation. It's fun to see the designation lead to income, and I'm encouraging our people to get through the coursework as quickly as possible.

**How has commercial real estate changed since you first got into the business?**

The speed of information exchange has been unbelievable to watch. When I got into the business in 1995, the fax machine was still revolutionary. We mailed our listings out once per month to each other. Now I am forced to create e-mail "rules" in order to weed through the information coming at me on a daily basis. I appreciate the efficiency it all creates, but it



Nathan Anderson, SIOR, CCIM

takes new discipline to keep it all working for you instead of against you.

**What trends do you see in the industry?**

I'm currently enjoying the entrepreneurial movement. There's been 6-7 years of consolidation of commercial real estate firms across the country, but I think we're seeing a collective "push back" now from entrepreneurs in the industry. Small is the new big. Again.

**If you could change one thing about the industry, what would it be?**

I would have Google come in and create a Commercial MLS System for each community and then do away with the 8-10 other commercial exchanges that are all charging me money and breeding with each other like chipmunks under my front porch.