REALTORS® Signature Series Speakers Bureau

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Speaker fee: no costs associated

BIO

As NAR's Associate Commercial Policy Representative, Vijay monitors and analyzes federal legislative and regulatory developments in order to shape the direction of today's policies. He also lobbies the U.S. Congress and federal regulatory agencies to ensure that the interests of the commercial real estate industry are addressed. Additionally, Vijay keeps membership up-to-date on key legislative/regulatory issues through a number of online resources and publications.

While working at Government Affairs Specialists, Inc. a contract lobbying firm, he lobbied for multiple clients, including the United Way. He later fought for pension and health care benefits for retirees at State Universities Annuitants Association, a not-for-profit organization. Soon thereafter, Vijay worked as a policy analyst for the Illinois Department of Commerce and Economic Opportunity.

Just prior to his arrival at NAR, Vijay worked as Senior Legislative Liaison for the Institute of Real Estate Management. He also led CCIM Institute's federal and state legislative/regulatory advocacy efforts as Government Affairs Manager. Vijay is a registered federal lobbyist.

If you are interested in inviting Vijay to your association, he is available to speak on a variety of topics pertaining to commercial real estate issues. Some include:

Commercial Liquidity: The freeze in our nation's credit markets has adversely affected commercial real estate. Property owners seeking to refinance existing loans are finding access to credit limited.

Lease Accounting: The Financial Accounting Standards Board has proposed lease accounting changes, which would reduce the borrowing capacity of many businesses.

Dodd-Frank Act: This law requires issuers of commercial mortgage-backed securities (CMBS) to keep 5% of the credit risk on their balance sheets. It also directs regulators to exempt low-risk mortgages that meet certain criteria. However, the regulators' proposed exemption is very stringent, which would likely reduce liquidity and increase borrowing costs.