



Cummings Center NEWSbrief

LIVE.

WORK.

PLAY.

June 5, 2018

New Neighbor Profile

Welcome new neighbor, **Meredith Cohen**, 100 Cummings Center, Suite 537-K, to the Cummings Center community. Meredith is a licensed psychologist who helps individuals and families cope with a variety of concerns and diagnoses such as anxiety, mood disorders, ADHD, learning disabilities, and autism spectrum disorder. For more information, call **978-338-5516**.

Business Spotlight



Client firm [Sandler Sales Institute](#) has been a member of the Cummings Center community since 2008. Sandler provides a variety of sales, sales management, leadership, corporate, and online training solutions. In

1967, David Sandler developed the [Sandler Selling System](#), the methodology behind it, and the concept of "reinforcement training" for substantive change and lasting success. For more information, visit the [website](#).

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Submit Your News

To be included in a future edition, please email newsbrief@cummings.com.

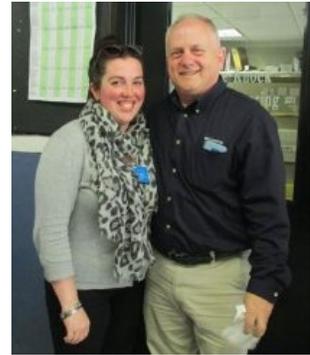
Noteworthy News

Congratulations to client firm [North Shore InnoVentures](#)! The nonprofit technology business

incubator was presented with the Dinah Adkins Technology Incubator of the Year Award at this year's International Business Innovation Association (InBIA) annual convention. Learn more [online](#).

Blog Bites

Thirty years ago, Tim Parziale (pictured with his wife, Amy) joined the Cummings Properties team as an [HVAC technician](#). Today, he's field division manager for both Dunham Ridge and Cummings Center business campuses. Along the way, Tim earned five separate trade licenses on the job. If this "learning by doing" approach might suit someone you know in the construction trades, [share the blog with them](#).



Upcoming Event

Meet Bill Cummings! The founder of Cummings Properties and Cummings Foundation is coming to Cummings Center on **Thursday, June 28** at 3 PM to discuss entrepreneurship, philanthropy, and his new memoir, [Starting Small and Making It Big](#). The free event will be held in the Community Conference Room at 100 Cummings Center, Suite 221-E. Light refreshments will be served. Attendees are encouraged to read the book in advance and come with questions in mind. All proceeds from the sale of the book ([available online](#) or at both Cummings Center Corner locations for \$16.95) go to charitable causes.

Friendly Reminder



Know Someone Who Needs Space? Cummings Properties client firms and their employees could earn *significant* cash bonuses through Cummings' client referral program. Enhanced for 2018, this program now provides client firms the opportunity to earn a minimum of \$1,000 when a new qualified prospect leases space with us. If you know someone who is thinking about leasing any type of commercial space, simply share the name and contact information with your account manager, and he or she will do the rest! The client referral program applies to leases of a minimum one-year term anywhere in Cummings Properties' portfolio, including

the landmark [TradeCenter 128](#) in Woburn, Cummings Center in Beverly, and [Dunham Road](#) in Beverly, MA. To qualify for a cash bonus, a lease cannot involve a broker or any current leasing client or prospect of Cummings Properties. To take advantage of this great program, or for more information, please contact your account manager at **978-922-9000**.

If you no longer wish to receive our emails you may [unsubscribe](#). Unfortunately, if you unsubscribe, you **will not** receive important building notices such as water and electric shutdowns, or fire alarm testing.