



12CE Commercial **Real Estate Basics Series** **November 2017 | 3200 N. Military** **Trail, #102, Boca Raton**

ESSENTIALS YOU NEED TO BUILD YOUR COMMERCIAL REAL ESTATE CAREER

Commercial Real Estate Veterans will give you the benefit of their knowledge and experience on topics that you need to know to make it as a successful commercial real estate practitioner.

3CE Brokerage Basics (101)

Wednesday, November 8th, 9:00AM
Instructor: Robert Goldstein

- Differences between residential and commercial.
- Letter of Intent—What it is and when to use one.
- Contracts—Where to find and how to complete.
- Commissions—How to negotiate and keep them.

3CE Due Diligence (102)

Wednesday, November 8th, 1:30PM
Instructor: Robert Goldstein

- Property Research
- Zoning
- Environmental Study
- Building Plans, Demographics and More

3CE Financing (103)

Thursday, November 9th, 9:00AM
Instructor: Jesse Flowers

- Deal or No Deal?
- Understand banks' position & speak their language.
- Differentiate yourself from the crowd and secure business for yourself & good investments for clients.

3CE Intro. to Business Brokerage (104)

Thursday, November 9th, 1:30PM
Instructor: Mark Habib

- Soliciting Buyers and Sellers
- Business Valuations
- Financial Analysis
- Marketing the Business

Course Fees: Commercial Members, Only \$40 per Course; \$125 for Series (21% Savings)
Non-Commercial Members, \$50 per Course; \$165 for Series (17% Savings)

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Commercial members receive education & event discounts, weekly industry updates, and more for only \$40 per year. Not yet a member? Contact Belinda Krause for details at bkrause@rapb.com or 561-727-2773.

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