



## How to List & Sell Commercial/Investment Property **1 Day Course** with Emphasis on Working with Buyers

### Some Of What You Will Discover Includes...

- How to put 4 marketing systems into action that will deliver every level of client.
- How to qualify prospects in 3 minutes or less and **ONLY** work with clients who are ready to do business TODAY.
- How to reach eager sellers with MASSIVE portfolios without having a single listing.

### You Will Learn The Concepts:

- How to calculate Cap Rates, Gross Rent Multiplier (G.R.M's) & set up sheets.
- Terminology and tips for communicating with Investors and other C.I. Brokers.
- How to calculate return on Investment (R.O.I) vacancy, expense factors.
- How to analyze and determine value using the income approach.
- How to do a rent survey and the impact of market rent vs. actual rent on value.
- How investors make buying decisions.
- How to find investor clients.
- How to get the appointment and Much MORE!

**When: Tuesday, May 1, 2018**

**Time: 9:00 am - 5:00 pm**

**Where: 1651 N 1st St, San Jose, CA 95112 (408) 445-8500**

**Register: [sccaor.com/class/commercial2](http://sccaor.com/class/commercial2)**



**Presented By:**  
**Michael Simpson**  
Founder and Senior Instructor of the National  
Commercial Real Estate Association

**\$49 Members**

**\$69 Non-Members**

Register by April 29 **9PM PST**

**\$100 All after April 29**

if available

### SCCAOR Course Cancellation Policy

If you must cancel or reschedule your reservation, a full refund will be issued if notification is received by email, or in writing (not by telephone), three (3) days prior to class. Those who book within three (3) days are not eligible for cancellation or refunds. To cancel, please send an email to [education@sccaor.com](mailto:education@sccaor.com) and identify the name of the course and include the order number associated with the purchase of the course. In the event that a student should fail to attend a class, the tuition for said class is forfeited and will not be transferred to future classes. SCCAOR reserves the right to cancel or reschedule any course. If cancellation occurs, SCCAOR will issue a full refund. In the event of rescheduling, SCCAOR will send immediate notification and transfer all reservations, including payment, to the new date.

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**For more information, contact the education department at [education@sccaor.com](mailto:education@sccaor.com)  
For additional Educational Opportunities please visit [www.sccaor.com](http://www.sccaor.com)**