

# REAL Commercial Real Estate Pure. Commercial. Real Estate.



*Tuition Includes:*  
\* Pre Course Video Series

\* Entire course on audio download  
\* After course video series

REAL Commercial Real Estate is a serious course for people who are serious about practicing in the commercial specialization. This two day course is taught in a series of 4 modules – The Market, Investment Analysis, Leasing and Negotiation. Each is skill specific and focuses on what to do, why to do it and how to do it.

**Day 1 – The Market and Investment Analysis (7.5 hours)**  
Tuesday, June 5, 2018 | 9:00 am - 4:30 pm

- The true path to making money in commercial
- The product types you must know
- The use driven nature of commercial property
- The zoning code, land issues and TI's
- Using the HP 10BII in commercial analysis
- Benchmark analysis for commercial property
- Case Study practice

**Day 2 – Leasing and Negotiation (7.5 hours)**  
Wednesday, June 6, 2018 | 9:00 am - 4:30 pm

- How to find lease clients
- Lease beginning-to-end from the listing side
- Lease beginning-to-end from the tenant side
- 22 must know leasing definitions
- Financial analysis of lease agreements
- 6 negotiation skills you must have
- Negotiation practice breakouts

**When: Tuesday & Wednesday, June 5 & 6, 2018**

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

**Early Bird Registration**

**\$279**

Through May 29 **9PM PST**



**Presented By:**  
**Joe Still CREA, CCIM**  
*Course Developer and Lead Instructor*  
Still Training LLC

**All after May 30**

**\$349**

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

**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)**