



7 hours of
Continuing
Education Credit

The Ultimate Guide to List and Sell Commercial Investment Property: Working with Buyers

During this 1 Day Introductory Course, You'll learn:

- How to Reach Sellers with MASSIVE Portfolios without having a single listing
- How Investors Make Buying Decisions
- The Language of the Investor -- and what to say to show you're knowledgeable
- How to get the Appointment & What to Say at the Appointment
- How to Qualify Prospects in 3 minutes or less
- How to Approach a Commercial Broker and Get Cooperation Every Time
- The 4 Most Effective Systems to Get Clients
- How to get Commitments from the Investor based on their non-specific criteria
- How to Use the Income Approach to Analyze Property and Determine Value
- How to calculate GRM, CAP, ROI, ROE, Expenses, Vacancy factors
- How to Use Formulas Effectively to Stand out from the Competition, Get Business and GET PAID!
- Plus - Huge Money Making Tips, Techniques & Strategies

When: Tuesday, August 21, 2018

Time: 9:00 am - 5:00 pm

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

\$49 for SCCAOR Members

\$69 for Non-Members

Register:

sccaor.com/class/commercial3



Presented By:

Michael Simpson

Founder and Senior Instructor of the National Commercial Real Estate Association



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 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
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