

LISTING & SELLING MULTI-FAMILY PROPERTIES:

Understanding the Opportunity and the Challenges

In this course, you will discover:

- ✓ The Advantages & Benefits of Selling Multi-Family Properties
- ✓ How to Find, Secure and Operate Massive Deals
- ✓ Challenges that Multi-family Buyers & Sellers Face
- ✓ Strategies for Prequalifying Investors
- ✓ The 3 Types of Investors
- ✓ The Benefits of Owning Investment Property
- ✓ Strategies for Getting the Buyer Appointment
- ✓ Strategies for Getting the Seller Appointment
- ✓ How to Convert a Prospect into a Buyer or Seller
- ✓ How to Get More Listings using Michael Simpson's Grid System
- ✓ How to Leverage Return on Equity (ROE) and Real Estate Planning Strategies to Acquire Exclusive Listings & Off-Market/Pocket Listings

Plus you'll learn:

- ✓ 4 Powerful Systems to Automate Your Business
- ✓ How to Stand Out from the Competition
- ✓ How to Use the Language of the Investor to Attract Investors & Win More Opportunities

"Having success in the Commercial Real Estate Market is not simply about having listings or getting business from referrals. In today's marketplace, an agent can compete with the largest of commercial agents when they take measures to put into action key marketing methods. In my trainings, I share systems that go much deeper than the elementary concepts of getting a website and social networking. I share systems that deliver a consistent and reliable business regardless of economic conditions."

- Michael Simpson

REGISTER TODAY! SPACE IS LIMITED.

January 15, 2019

1:30pm - 3:30 pm

SANTA CLARA COUNTY
Association of REALTORS®
ESTABLISHED 1896

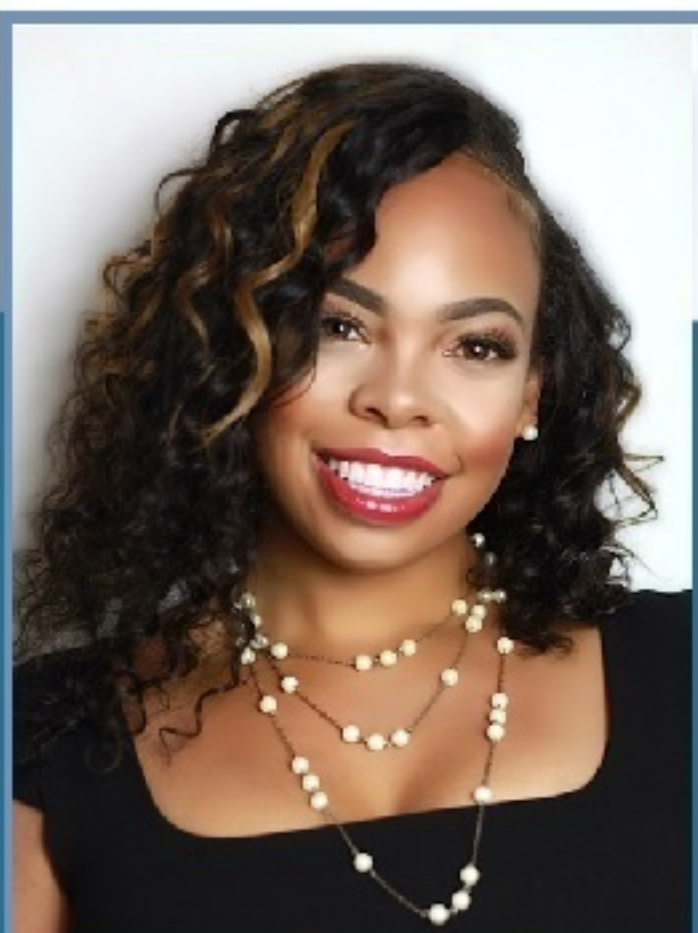
Santa Clara Association of Realtors
1651 N 1st St, San Jose, CA

\$25 Members

\$30 Non-Members

RSVP: Vanessa Rayonez - Vanessa@sccaor.com

www.sccaor.com/class/understanding



Mica Coleman
Commercial Real Estate Trainer

The NCREA.com
877.877.1543 or info@TheNCREA.com



Mica Coleman shares more than just the numbers and calculations, she teaches proven strategies that produces results. When you implement The NCREA's unique systems developed by Commercial Real Estate Coach and Top 1% of Agents in the U.S., Michael Simpson, you'll learn the secrets that thousands of residential real estate agents have used to break into commercial real estate and develop a lucrative stream of income.