

Commercial Real Estate Training

If you met a Commercial Investor Today, Would You Know What to Say?
Would You Win their Business? If No, Join us for

The Ultimate Guide

to List & Sell Commercial Investment
Property: Working with Buyers

Earn 7 CEU Credits

In today's hot Commercial Real Estate market, at some point,
you will cross paths with investors...

Intermediate Commercial Real Estate Training

**ARE YOU PREPARED TO HAVE THE CONVERSATION
THAT LEADS TO A LUCRATIVE DEAL?**

March 21, 2019
9:00 am - 5:00 pm

Santa Clara County Association of Realtors
1651 North First Street
San Jose, CA 95112

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

REGISTER TODAY! SPACE IS LIMITED.

\$64.97

RSVP: www.sccaor.com/class/ultimate1

SANTA CLARA COUNTY
Association of REALTORS®
ESTABLISHED 1896

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Founder/Senior Instructor

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Named Top 1% of all Agents in the U.S., and Top 3 Commercial Broker in California/Hawaii, National Author, Speaker and Real Estate Coach, Michael Simpson has helped thousands of residential real estate agents generate revenue through commercial real estate. His proven systems, have produced many multi-million/billion dollar producers in the industry.

