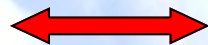


# 2018 Commercial & Investment Division Education Series

Free To Attend



✓ To Register ✓

**The ABC's of Commercial Real Estate**  
An introduction to the practical applications of Commercial Real Estate

January 31, 2018  
9:00 a.m. - 10:30 a.m.

**Introduction to Leasing**  
An introduction to leasing retail, office and industrial properties

February 7, 2018  
9:00 a.m. - 10:30 a.m.

ALL CLASSES LISTED BELOW ARE HELD ON WEDNESDAYS 9:00 a.m.—12:00 p.m.  
SRAR AUDITORIUM 7232 BALBOA BLVD, VAN NUYS, CA 91406  
\$25 Each - Take 5 Or More & Receive a Certificate of Completion\*

**Deferring Capital Gains Through 1031 Exchange**  
March 7, 2018

✓  
To Register

**Effective Commercial Purchase Agreements**  
April 11, 2018

✓  
To Register

**Overview of Commercial Real Estate Investment Analysis**  
May 16, 2018

✓  
To Register

**Keys to Financing Commercial Real Estate**  
July 18, 2018

✓  
To Register

**Effective Commercial Lease Agreements**  
August 15, 2018

✓  
To Register

**Overview of Commercial Real Estate Investment Analysis**  
September 12, 2018

✓  
To Register

**Tax & Legal Impact on Commercial Real Estate**  
September 26, 2018

✓  
To Register

**Due Diligence in Commercial Real Estate Transactions**  
October 17, 2018

✓  
To Register

**Property Management for Investment Real Estate**  
November 7, 2018

✓  
To Register

**Overview of Commercial Real Estate Investment Analysis**  
December 5, 2018

✓  
To Register

**PRE-REGISTER & PAY FOR 5 CLASSES AND GET 1 CLASS FREE** (free classes not eligible)

Make Checks Payable to SRAR and Return with this Portion to SRAR, 7232 Balboa Blvd., Van Nuys, CA 91406  
\$25 Per Class—Except January 31<sup>st</sup> & February 7<sup>th</sup> \*certificate of completion does not provide continuing education credits

Contact Education Department for more information 818-947-2268 or vincec@srar.com

Complete if Paying by Credit Card & Fax to 818-786-4541 or email to vincec@srar.com

Full Name \_\_\_\_\_ Telephone # \_\_\_\_\_

VISA/MC/AMEX/DISC# \_\_\_\_\_ Exp. Date \_\_\_\_/\_\_\_\_ CVV \_\_\_\_\_

# of Classes \_\_\_\_\_ @ \$25 Each \$ \_\_\_\_\_ Signature \_\_\_\_\_

Email Address \_\_\_\_\_ (please print legibly)

# CI Series Class Descriptions



Dino Champagne  
Asset Preservation, Inc.

## Deferring Capital Gains Through 1031 Exchanges—March 7, 2018

*What is a reverse exchange?  
Exchange with no equity?  
Where did the 1031 originate?*



Bruce Hatkoff, Esq.

## Effective Commercial Purchase Agreements—April 11, 2018

*Who do you represent? Buyer or seller? What forms should you use? Become an Expert!*



Brian Hatkoff, CCIM  
Hatkoff Investments

## Overview of Commercial Real Estate Investment Analysis—

May 16, 2018 *Where to find comps? Rent control and its impact on commercial property!*



Arnie Garfinkel  
All Star Group

## Keys to Financing Commercial Real Estate—July 18, 2018

*How to obtain prequalification! Different loan types! How are lending amounts decided?*



Bruce Hatkoff, Esq.

## Effective Commercial Lease Agreements—August 15, 2018

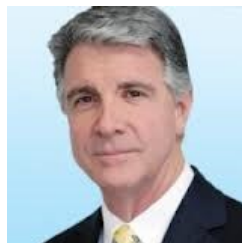
*Find out if you represent the landlord or tenant! Learn to prepare a contract.*



Tony Watson  
Robert Hall & Associates

## Tax & Legal Impact on Commercial Real Estate—September 26,

2018 *Can you dispense tax advice? Depreciation—good or bad? How to title investment*



Brian Hennessey, SVP  
Colliers International

## Due Diligence in Commercial Transactions—October 17, 2018

*Agent requirements, identify the liabilities, pitfalls to avoid. Learn differences from res. real estate!*



Bill Waldman  
Waldman RE Services

## Property Management for Investment Real Estate—

November 7, 2018 *Leasing requirements, evictions, qualifying tenants, and more!*



**SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.**