

2023 Commercial Educational Series



NATIONAL
ASSOCIATION of
REALTORS®



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

Commercial & Investment Division

\$25

Classes listed below are held on Wednesdays 9am to 12pm* in person at SRAR, 7232 Balboa Blvd.

**Take 5 or more & receive
a certificate of completion**

SCAN THE QR CODE

OR

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TO REGISTER**



FREE CLASS

ABC'S OF COMMERCIAL REAL ESTATE

An introduction to the practical applications of commercial real estate and its differences from residential real estate.

Jan. 18 | 9-10:30AM*

*Brian Hatkoff
CCIM*

FREE CLASS

INTRO TO COMMERCIAL LEASING

An introduction to leasing commercial properties, including retail, office, and industrial.

Jan. 25 | 9-10:30AM*

*Gina Uzunyan | Bob Khalsa | John Shamoun
CCIM CCIM GAA*

EFFECTIVE COMMERCIAL PURCHASE AGREEMENTS

Key Class Takeaways

- Representing the buyer or seller
- Modifying the purchase contract form
- Preparing the purchase agreement

Feb. 15

*Bruce Hatkoff
Attorney-at-law*

LENDING

Key Class Takeaways

- Commercial and residential lending differences
- Types of commercial loans
- How to prequalify for a commercial loan

Mar. 22

*Arnie Garfinkel
All Star Group*

INTRO & OVERVIEW OF COMMERCIAL RE ANALYSIS

Key Class Takeaways

- Transaction legal and tax consequences
- Rent control and its impact on property
- Calculating expense and income analysis

Apr. 26 | July 19 | Nov. 15

*Brian Hatkoff
CCIM*

EFFECTIVE COMMERCIAL LEASE AGREEMENTS

Key Class Takeaways

- Representing the buyer or seller
- Modifying the purchase contract form
- Preparing the purchase agreement

May 24

*Bruce Hatkoff
Attorney-at-law*

TAX & LEGAL IMPACT ON COMMERCIAL REAL ESTATE

Key Class Takeaways

- Benefits of tax law for investors
- Do's and don'ts of titling investment property
- Good, bad, and different types of depreciation

June 21

*Tony Watson
Robert Hall & Associates*

DEFERRING CAPITAL GAINS THROUGH 1031 EXCHANGE

Key Class Takeaways

- Calculating a 1031 exchange
- Considering depreciation in an exchange
- Exchanging personal property

Aug. 23

*Dino Champagne
API Exchange Company*

DUE DILIGENCE IN COMMERCIAL REAL ESTATE TRANSACTIONS

Key Class Takeaways

- Agent requirements to complete a transaction
- Identifying liabilities during the transaction
- Common (and uncommon) transaction pitfalls

Sept. 27

*Brian Hennesey
Broker*

PROPERTY MANAGEMENT FOR INVESTMENT REAL ESTATE

Key Class Takeaways

- Leasing requirements for property management
- Processing city inspections and reporting requirements
- Managing rent control issues and evictions

Oct. 25

*Bill Waldman
Realtor*

THE BASICS OF SMALL BUSINESS BROKERAGE

Key Class Takeaways

- Business brokerage basics 101
- Public and private business types
- Different business brokerage forms

Dec. 6

*John Shamoun
GAA*

The Commercial & Investment (C&I) division provides networking and educational meetings for professionals working in commercial real estate and those wishing to enter the industry. C&I provides resources for new programs or services to improve commercial members' experience.

Get reminders on C&I classes,
text COM to (818) 338-1414

Classes do not provide continuing education credits.



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