



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

# 2018 Commercial Real Estate Education Series



Brian Hatkoff, CCIM

**ABC's of Commercial Real Estate**  
Wednesday, January 31, 2018  
9:00 am - 10:30 am

*An Introduction to the practical applications of Commercial Real Estate and how it differs from Residential Real Estate*



Heather Boren

**Introduction to Leasing**  
Wednesday, February 7, 2018  
9:00 am - 10:30 am

*An introduction to leasing of Commercial properties which touches upon the different types of properties including Retail, Office and Industrial*

*Take one or both of these free classes. Offered as part of the 2018 Commercial CI Series*

*For More Information on The 2018 CI Series Visit:  
[commercial.srar.com](http://commercial.srar.com)*

*All Classes Taught by Professional Practitioners and held at the association office located at:  
7232 Balboa Blvd, Van Nuys, CA*



NATIONAL  
ASSOCIATION of  
REALTORS®



ABC's Of Commercial Real Estate

Introduction to Leasing

**Pre-Registration Encouraged**

Complete & Fax to the Education Department 818-786-4541 or email to [vincec@srar.com](mailto:vincec@srar.com)

Call Education Department for More Information 818-947-2268

First Name \_\_\_\_\_

Last Name \_\_\_\_\_

Telephone # \_\_\_\_\_

Email Address \_\_\_\_\_