

2019 COMMERCIAL & INVESTMENT DIVISION EDUCATION SERIES

2019
Commercial
Real Estate
Education
Series

FREE TO ATTEND



The ABC's of Commercial Real Estate

An introduction to the practical applications
of Commercial Real Estate.

**January 23, 2019
9:00am - 10:30am**



Introduction to Leasing

An introduction to leasing retail, office and
industrial properties

**January 30, 2019
9:00am - 10:30am**

All Classes Listed Below Are Held On Wednesdays 9:00am - 12:00pm
SRAR Auditorium: 7232 Balboa Blvd. Van Nuys, CA 91406
\$25 Each - Take 5 Or More & Receive a Certificate of Completion



February 20, 2019

Effective Commercial Purchase Agreements



March 27, 2019

Overview of Commercial Real Estate Investment Analysis



April 24, 2019

Deferring Capital Gains Through 1031 Exchange



May 22, 2019

Keys to Financing Commercial Real Estate



June 26, 2019

Tax & Legal Impact on Commercial Real Estate



July 24, 2019

Overview of Commercial Real Estate Investment Analysis



August 14, 2019

Effective Commercial Lease Agreement



September 11, 2019

Due Diligence in Commercial Real Estate Transactions



October 16, 2019

Property Management for Investment Real Estate



November 13, 2019

Overview of Commercial Real Estate Investment Analysis

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

Make Checks Payable to SRAR and Return with the bottom portion to SRAR, 7232 Balboa Blvd. Van Nuys, CA 91406
\$25 Per Class - Except January 23rd & January 30th *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)



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

2019 CI Series Class Descriptions



Bruce Hatkoff, Esq.

Effective Commercial Purchase Agreements—February 20, 2019
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—March 27, 2019
Where to find comps? Rent control and its impact on commercial property!



Dino Champagne
Asset Preservation, Inc.

Deferring Capital Gains Through 1031 Exchanges—April 24, 2019
What is a reverse exchange? Exchange with no equity? Where did the 1031 originate?



Arnie Garfinkel
All Star Group

Keys to Financing Commercial Real Estate—May 22, 2019
How to obtain prequalification! Different loan types! How are lending amounts decided?



Tony Watson Robert
Hall & Associates

Tax & Legal Impact on Commercial Real Estate—June 26, 2019
Can you dispense tax advice? Depreciation—good or bad? How to title investment prop?



Bruce Hatkoff, Esq.

Effective Commercial Lease Agreements—August 14, 2019
Find out if you represent the landlord or tenant! Learn to prepare a contract.



Brian Hennessey, SVP
Colliers International

Due Diligence in Commercial Transactions—September 11, 2019
Agent requirements, identify the liabilities, pitfalls to avoid. Learn differences from



Bill Waldman
Waldman RE Services

Property Management for Investment Real Estate—October 16, 2019
Leasing requirements, evictions, qualifying tenants, and more!



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