



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

# 2017 Commercial Real Estate Education Series

## Effective Commercial Purchase Agreements

Wednesday, March 1, 2017

9:00 am - 12:00 pm



Bruce Hatkoff, Esq.

- ◆ *Who Do You Represent? Buyer or Seller?*
- ◆ *How Do You Protect Your Client & Yourself?*
- ◆ *Can You Modify the Purchase Contract Form?*
- ◆ *What Forms Should You Use?*
- ◆ *Establish Exactly What Your Client's Needs Are*
- ◆ *What Expertise Do You Need to Prepare the Contract?*
- ◆ *Do You Need an Attorney?*
- ◆ *What Other Professionals Do You Need?*
- ◆ *Establish Yourself as An Expert!*

*All Classes Taught by Professional Practitioners  
and held at the Association Office located at:  
7232 Balboa Blvd, Van Nuys, CA 91406*

*Class #1 of 10 in the 2017 CI Series  
For More Information on  
The 2017 CI Series Visit:  
[commercial.srar.com](http://commercial.srar.com)*



NATIONAL  
ASSOCIATION of  
REALTORS®



March 1, 2017 ~ Effective Commercial Purchase Agreements ~ \$25.00

Make Checks Payable to SRAR & Return With This Portion to SRAR, 7232 Balboa Blvd., Van Nuys, CA 91406 (Att'n Educ. Dept)

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

\*Certificate of Completion does not provide continuing education credits

First Name \_\_\_\_\_ Last Name \_\_\_\_\_ Telephone # \_\_\_\_\_

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

\$ Amount \_\_\_\_\_ Signature \_\_\_\_\_ Email \_\_\_\_\_