

# 1 – 4 UNITS AS AN INVESTMENT

## 2010 COMMERCIAL SERIES

Brought To You By  
Southland Regional  
Association of REALTORS®  
Commercial Data Exchange



**Wednesday, March 31, 2010**

**SRAR 9:00 AM - 12:00 PM**

SRAR Auditorium 7232 Balboa Blvd.

### You Will Learn:

*Is A House Or Duplex Or 4 Unit An Investment Property?*

*How Do You Determine The Cash Flow?*

*How Does A Lender Look At This Type Of Property?*

*Are These Good Investments?*

*Learn the Ins and Outs of working with your clients on their small "investment" property*

*This is a jammed pack 3 hours of solid information you can use*

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**FAX REGISTRATION FORM TO: 818•786•4541**

**OR MAIL TO: SRAR 7232 Balboa Blvd, Van Nuys, CA 91406**

For more information contact Education Dept. @ 818-786-2110

*Price For This Event Is \$25*

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

Email \_\_\_\_\_ Company \_\_\_\_\_

AMEX/VISA/MC/DISCOVER CC# \_\_\_\_\_ CC Exp \_\_\_\_\_

Signature for CC \_\_\_\_\_

# 2010 COMMERCIAL SPECIFIC EDUCATION SERIES

Take all or some of these classes to promote yourself in the Commercial Real Estate arena.

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All Classes held 9:00am-12:00pm @ SRAR office 7232 Balboa Blvd. Van Nuys CA, 91406\*  
 \* Except (SCV) to be held @ 20655 Soledad Cyn. Rd. #34, Canyon Country CA, 91387

Take seven or more in the series and earn your "Understanding Commercial Real Estate" completion certificate.

- A. Introduction & Investment Analysis of Commercial RE February 24, 2010
- B. The Mechanics of Valuing Commercial RE (Working the APOD) (SRAR 9-12) (SCV 2-5) March 17, 2010
- C. 1-4 Units as an Investment March 31, 2010
- D. Lending for Commercial & Investment Real Estate April 7, 2010
- E. Power Commercial Seminar (Top Commercial Agent Panel Forum) April 28, 2010
- F. Exploring the Business of Commercial Real Estate May 5, 2010
- G. Partnership Arrangements and Tax Consequences of Commercial RE May 19, 2010
- H. Introduction & Investment Analysis of Commercial RE June 2, 2010
- I. Preparation of Commercial Lease Agreements June 30, 2010
- J. Introduction & Investment Analysis of Commercial RE (SCV) July 13, 2010
- K. Preparation of Commercial Purchase Agreements August 4, 2010
- L. Practical Application of Commercial Purchase & Lease Transactions September 15, 2010
- M. Bankruptcy and other Exit Strategies October 20, 2010

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# Of Classes Checked Above \_\_\_\_\_ @ \$25 each \$ \_\_\_\_\_

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