



# Wednesday, January 29

Bay East Pleasanton Office | 7021 Koll Center Parkway | Pleasanton

## LEASE OR PURCHASE

10 a.m. - 12 p.m.

- How to advise commercial clients on the investment value of a commercial property.
- Providing the alternative value of leasing a property.
- Assisting business owners in comparing leasing vs purchase financing options.
- Comparing the financial aspects of leasing to those of owning a commercial (business) property.

## BUSINESS OPPORTUNITIES SALES

12:30 - 2:30 p.m.

- Business Opportunity Basics you need to know
- Selling a Business
- Business Types
- Why is the owner selling and what is being sold?
- When is the right time to sell?
- Business Opportunity Selling Process
- Case Study

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