



**Wednesday, May 06, 2020**  
ONLINE

## **INTRODUCTION TO COMMERCIAL REAL ESTATE**

**10 a.m. - 12 p.m.**

- Commercial Basics you need to know
- Property Types
- Types of Clients
- Identify Commercial RE Opportunities
- Cash Flow Model Basics
- Income Analysis Basics
- Commercial Referral Guidelines
- Risk Management
- Mentoring Program

## **COMMERCIAL REAL ESTATE BASICS**

**12:30 - 2:30 p.m.**

- Types of Commissions
- Fundamentals of Investment Real Estate
- Adding Value
- Impact of Debt on Commercial Real Estate
- Case Study
- Sales Strategy

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