

DATE

Tuesday, March 19, 2019

TIME

9:00am - 5:00pm

LOCATION

SAR Mack Powell Event Center

COST\$65 (Members) \$75 (Non-Members)
if paid before Friday, Mar. 15\$75 (Members) \$85 (Non-Members)
if paid after Friday, Mar. 15**CREDIT**This course is approved for 7 Hours of
CE - CalBRE Sponsor No. 1002**TO REGISTER**Register online at <http://ims.sacrealtor.org>
or fax with payment to 916-779-3945.
Questions: 916-437-1210REGISTRATION/CANCELLATION POLICY: All registrants must
cancel at least 48 hours in advance to receive refund. (Illness,
accident or death in the family excluded)

SACRAMENTO

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ASSOCIATION OF REALTORS®

For a complete schedule of classes,
visit www.sacrealtor.org

THE ULTIMATE GUIDE TO LIST & SELL Commercial/ Investment Properties

With Emphasis on Working With Buyers

*Presenter:***Michael Simpson, Founder/ Senior Instructor
The National Commercial Real Estate Association (The NCREA)**

Learn

- How to put 4 marketing systems into action that will deliver every level of client
- How to qualify prospects in 3 minutes or less and ONLY work with clients who are ready to do business TODAY.
- How to reach eager sellers with massive portfolios without having a single listing
- How to calculate Cap Rates, Gross Rent Multiplier (G.R.M's) & set up sheets
- Terminology and tips for communicating with investors and other C.I. Brokers
- How to analyze and determine value using the income approach
- How to do a rent survey and the impact of market rent vs. actual rent on value
- How investors make buying decisions
- How to find investor clients
- And much more!

Any photos taken during the course of the event may be used for future advertising or posted on social media.
If you do not wish your photo to be published, please inform the Association.This course is sponsored by the Sacramento Association of REALTORS®. However this sponsorship does not
constitute an endorsement of the views or opinions which are expressed by the instructor, authors or lecturers.**REGISTRATION FORM****How to List & Sell Commercial/ Investment Properties - Mar. 15, 2018**

NAME _____

COMPANY _____

ADDRESS _____

CITY _____

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PHONE _____

METHOD OF PAYMENT: (Please check one) VISA MASTERCARD AMEX DISCOVER CHECK (MAKE CHECK TO SAR)

AMOUNT ENCLOSED: \$ _____

ACCOUNT NAME _____

ACCOUNT NUMBER _____

SIGNATURE _____

EXPIRATION DATE _____

SECURITY CODE _____