

THE **3-DAY COURSE** ULTIMATE GUIDE

TO LIST & SELL COMMERCIAL INVESTMENT PROPERTY

Specifically Designed for the Residential, Commercial, and/or Investment Agent

For Dates & Locations: Visit www.TheNCREA.com/Events

Earn 21 Hours of Continuing Education Credit

In this Exciting 3 Day Course*, You'll Learn:

- How to Be Unique & Separate Yourself from the Competition
- How to Create Written Real Estate Plans & Other Real Estate Investment Planning Strategies
- How to Find Off Market Deals/Pocket Listings (Properties that are NOT on the Market)
- How to Get the Appointment & Key Scripts for What to Say
- How to Professionally Present to the Commercial Buyer & Seller
- The Financing Requirements & Process for Pre-approving Assets
- Essential Marketing Tools & Tips, including where to network, market and locate various types of income producing properties
- How to Prepare a Listing Presentation & Buyer/Seller Proposal
- What, When & How to Calculate Depreciation
- Michael's Secret Sauce for Winning Listings & Making Deals – The Grid System
- & Tons of Business Tips to give you an Competitive Edge, such as Why Sitting on a Bunch of Equity “Diminishes the Return.”

Upon Completion of this Course, you'll Receive:

- Invaluable Knowledge that You Can Start Implementing Right Away to Get Listings, Close Deals & Get Paid
- Software to Help You Analyze
- Forms & Contracts
- Checklists & Templates
- List of Lenders
- Best of all you'll earn these prestigious designations to establish your authority in the marketplace as a true CRE Professional



*The 1-Day Introductory Course is a Prerequisite

Special Price \$597.00
if paid by April 19

**YES, I need more listings...
Sign me Up TODAY!**

"Michael, THANK YOU! THANK YOU! THANK YOU! I got this listing Friday evening, just 1 day after completing your class. This Commercial investor dropped a \$2.4M property in my lap. Thank you Michael for the confidence you have given me. I implemented what you suggested and BAM! It worked!"

- Kory J.

CalDRE Disclaimer Statement: "This course is approved for continuing education credit by the California Department of Real Estate. However, this approval does not constitute an endorsement of the views or opinions, which are expressed by the course sponsor, instructors, authors or lecturers." CalDRE Sponsor #5129. "Consumer Service"

DATE & LOCATION:

Tues. - Thurs., April 23 - 25, 2019
9:00am - 5:00pm

Sacramento Association of REALTORS®
2003 Howe Ave. Sacramento, Ca

See reverse side for
registration information

Leading Authority
Residential Real Estate



Michael Simpson
Founder/Senior Instructor

The NCREA.com
877.877.1543 or info@TheNCREA.com



Named Top 1% of all Agents in the U.S., and Top 3 Commercial Broker in California/Hawaii, National Author, Speaker and Real Estate Coach, Michael Simpson has helped thousands of residential real estate agents generate revenue through commercial real estate. His proven systems, have produced many multi-million/billion dollar producers in the industry.

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REGISTRATION FORM

TO REGISTER ONLINE, VISIT [HTTPS://IMS.SACREALTOR.ORG](https://ims.sacrealtor.org)

OR you may fax form to 916-779-3945 or scan and email to marroyo@sacrealtor.org
or mail to SAR, 2003 Howe Ave., Sacramento, CA 95825

NAME

COMPANY

EMAIL

PHONE

Credit Check AMOUNT PAID \$ _____

SAR Member Yes No

ACCOUNT NAME

ACCOUNT NUMBER

EXPIRATION DATE

SECURITY CODE

SIGNATURE

COST:

Member - \$597.00
Non-member - \$607.00
if paid by April 19

Member - \$607.00
Non-member - \$617.00
if paid after April 19

*This class does not qualify
for the Education Club Card*



*This class counts toward
SAR's ACE Award.*

*For details, visit
<https://sacrealtor.org/ace-award>*