

WANT TO MAKE  
MONEY SELLING  
COMMERCIAL  
PROPERTIES?

**NEW COURSE:** Advanced Commercial Prospecting

**August 21, 2019 1 pm – 3 pm**  
**Sacramento Association of Realtors**  
2003 Howe Avenue | Sacramento, CA 95825

**IN THIS INFO-PACKED 2 HOUR COURSE, YOU'LL DISCOVER:**

- Where to look for Commercial listings
- How to load your lead generation pipeline with Commercial FSBOs, Expired, Referrals, REO and other powerfully effective systems that generate revenue
- The Right Questions to ask to Qualify a Commercial Buyer or Seller
- The 7 Key Areas to focus in your business to successfully generate money-making leads
- Awesome scripts and questions to ask a commercial buyer or seller to win the business
- Terminology & Formulas Commercial Brokers use to advise/consult clients (*i.e. Forced Appreciation, Cash vs. Leverage, After Tax ROI & more*)
- Get an inside peak at Michael Simpson's personal system for generating hundreds of thousands of dollars per year
- Plus so much more

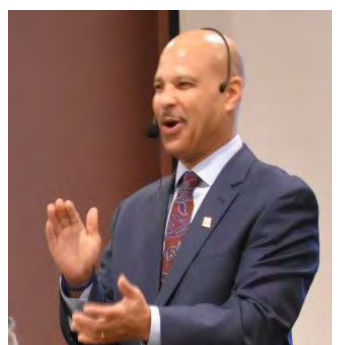
**Cost: \$25.00**

**Questions:**

[ims.sacrealtor.org](http://ims.sacrealtor.org)

or

Call Marcus Arroyo -  
916.437.1210



**ABOUT THE INSTRUCTOR:** Named Top 1% of 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. **TheNCREA.com** | **877.877.1543** | **info@TheNCREA.com**