

Foundations for Success in Commercial Real Estate

IRR, NPV, GRM, LTV, PV, ADS, DSCR, Cap Rate - how many of these acronyms can you calculate and apply to a commercial real estate transaction?

This case study-driven course provides agents, brokers, students, and allied professionals with an understanding of the skills, resources, and business practices that pave the way for success in commercial real estate. Learn how to analyze leases and investment value and develop a plan to kick-start your career.

Foundations for Success is not just about how the commercial real estate business works, it is about working the business.

As part of the course, you will also receive the Excel-based CCIM Financial Calculator, designed to effectively and efficiently provide investment scenarios for you and your clients.

This course will teach you how to:

- Access and use demographic information as a decision-making tool;
- Differentiate between the needs of the owners and tenants;
- Develop personal/property marketing plans;
- Perform basic mortgage calculations by using compounding and discounting techniques; and
- Project income and expenses for a real estate property.

Don't forget to bring your laptop!

Plan to join area CRE professionals after class on Sept. 19 for a networking mixer at a nearby bar.

**Thursday - Friday,
September 19 -20, 2019**

8:00am - 5:00pm

SAR Mack Powell Event Center

2003 Howe Avenue
Sacramento

Cost: \$225

Members of NorCalCCIM & SAR
Non-members - \$300

RSVP TODAY

<http://bit.ly/2XOS1b3>



**Instructor
WILLIAM MOHR**

William Mohr is CEO of Mohr Financial, a real estate investment company in Oakland, California. Bill specializes in real estate group investments. His skills are in acquisition, disposition, arranging equity and debt, exchanging, design, construction, development, and management for mixed use, retail, industrial, senior housing and multi-family. Bill teaches a number of courses for CCIM, including CI 101 and CI 104, Negotiations and Foundations.

EVENT HOSTS



Northern California
CCIM Chapter

