



NATIONAL ASSOCIATION of REALTORS®



# 2024 COMMERCIAL EDUCATIONAL CLASS

**Commercial & Investment Division**

**Rev up your revenue... opportunities with commercial transactions**



SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

## THE BASICS OF SMALL BUSINESS BROKERAGE



**John Shamoun**  
Realtor

### Key Class Takeaways

- Basic Business Brokerage Terms
- Business Types
- Establishing value
- Differences in businesses and their differences in valuation
- What is good will?
- Inventory considerations
- Financing of businesses, both private and public
- Motivations of sellers and buyers
- Are you buying a business to get a job?

**\$25**

**Dec. 11 | 9:00 AM -12:00 PM**  
**In-Person - SRAR Auditorium**

7232 Balboa Blvd. Lake Balboa CA, 91406

*Take 5 or more & receive a certificate of completion*  
*Take 5 classes and receive one free*

Contact Carrie Crest:  
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**CLICK HERE TO REGISTER OR SCAN THE CODE**



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Get reminders and updates about C&I classes by texting COM to (818) 338-1414.