

2024 COMMERCIAL EDUCATIONAL CLASS SERIES

Rev up your revenue...
opportunities with commercial transactions

Take 5 or more & receive
a certificate of completion



CLICK ON ANY OF THE FOLLOWING CLASSES TO REGISTER

To register for multiple classes at once, call Carrie Crest at (818) 947-2299

FREE CLASS **ABC'S OF COMMERCIAL REAL ESTATE**

An introduction to the practical application of commercial real estate and its differences from residential real estate.

Jan. 17 | 9-10:30AM*
Brian Hatkoff
CCIM

FREE CLASS **INTRO TO COMMERCIAL LEASING**

An introduction to leasing commercial properties, including retail, office, and industrial.

Jan. 24 | 9-10:30AM*
Gina Uzunyan | Bob Khalsa | John Shamoun
CCIM | CCIM | GAA

EFFECTIVE COMMERCIAL PURCHASE AGREEMENTS

Key Class Takeaways

- Who Do You Represent? Buyer or Seller
- Modifying and Preparing the purchase agreement
- Understanding the language that benefits your client

Feb. 14 | 9am -12pm
Bruce Hatkoff
Attorney-at-law

LUNCH PROVIDED **LENDING FOR COMMERCIAL REAL ESTATE**

Key Class Takeaways

- Commercial and residential lending differences
- How does a Lender look at the Property
- How to prequalify for a commercial loan

Mar. 20 | 11am - 2pm
Arnie Garfinkel
All Star Group

INTRO & OVERVIEW OF COMMERCIAL RE ANALYSIS

Key Class Takeaways

- Different Investment and Owner User Property Types
- Going through the numbers as an Investment
- Rent control/Legal Issues - its impact on property

Apr. 30 | July 31 | Oct. 23 | 9am -12pm
Brian Hatkoff
CCIM

EFFECTIVE COMMERCIAL LEASE AGREEMENTS

Key Class Takeaways

- Who does the lease favor? Landlord, Tenant or Broker?
- Representing the buyer or seller
- Preparing the purchase agreement

May 22 | 9am -12pm
Bruce Hatkoff
Attorney-at-law

TAX & LEGAL IMPACT ON COMMERCIAL REAL ESTATE

Key Class Takeaways

- Benefits of tax law for investors
- Partnership Arrangements and Impact on Ownership
- Good, bad, and different types of depreciation

June 12 | 9am -12pm
Tony Watson
Robert Hall & Associates

DEFERRING CAPITAL GAINS THROUGH 1031 EXCHANGE

Key Class Takeaways

- How Does a 1031 Really Work?
- Calculating a 1031 exchange
- What Are The Rules That Need To Be Followed

Aug. 28 | 9am -12pm
Phil Atwan
Sr. Vice President, Exchange Resources, Inc.

PROPERTY MANAGEMENT FOR INVESTMENT REAL ESTATE

Key Class Takeaways

- Leasing requirements for property management
- Processing city inspections and reporting requirements
- Managing rent control issues and evictions

Sept. 18 | 9am -12pm
Bill Waldman
Realtor

DUE DILIGENCE IN COMMERCIAL REAL ESTATE TRANSACTIONS

Key Class Takeaways

- Agent requirements to complete a transaction
- Identifying liabilities for Buyer & Seller during transaction
- Common (and uncommon) transaction pitfalls

Nov. 20 | 9am -12pm
Art Pefferman
Coldwell Bank Commercial

THE BASICS OF SMALL BUSINESS BROKERAGE

Key Class Takeaways

- Business brokerage basics 101
- Public and private business types
- Different business brokerage forms

Dec. 11 | 9am -12pm
John Shamoun
GAA

The Commercial & Investment (C&I) division provides networking and educational meetings for professionals working in commercial real estate and those wishing to enter the industry. C&I provides resources for new programs or services to improve commercial members' experience.

\$25 Classes listed above are held on Wednesdays 9am to 12pm* in person at SRAR, 7232 Balboa Blvd. Classes do not provide continuing education credits. Take 5 Classes and receive 1 free