

HOW TO LIST AND SELL COMMERCIAL INVESTMENT

PROPERTIES WITH "EMPHASIS ON WORKING WITH BUYERS"



7 Hours of Continuing Education Credit - CalBre Sponsor No. 1002

How to put 4 marketing systems into action that will deliver every level of client

How to qualify prospects in 3 minutes or less and ONLY work with clients who are ready to do business TODAY.

How to reach eager sellers with MASSIVE portfolios without having a single listing.

YOU WILL LEARN HOW TO:

- Calculate Cap Rates, Gross Rent Multiplier (G.R.M's) & set up sheets
- Communicate with Investors and other C.I. Brokers
- Calculate return on Investment (R.O.I.) vacancy, expense factors
- Analyze and determine value using the income approach
- Do a rent survey and the impact of market rent vs. actual rent on value
- Understand how investors make buying decisions
- Find investor clients
- Talk to Commercial Brokers, get the appointment, what to say at the appointment, & how to analyze scripts
- Look different, sound different use different approaches to be unique

PLUS huge money making tips, techniques, and strategies in your real estate contracts.

A SPECIAL MESSAGE FROM MICHAEL SIMPSON:



"Having success in the income property & commercial markets is not simply about "having listings" or getting business from referrals. In today's market place an agent can compete with the largest of Income property & commercial agents WHEN they put into action key marketing methods. Beyond a simple answer of "a website" or "social networking" I share systems that deliver consistent and reliable business regardless of economic conditions"



PWR
EDUCATION
PROFITABILITY

\$65
TO PWR MEMBERS

\$75 NON-MEMBERS

9 AM – 5 PM
CHECK-IN AT 8:30AM

ANAHEIM

MARCH 14
JUNE 18
OCTOBER 29

LONG BEACH

APRIL 18
JULY 31
NOVEMBER 12

SEATING IS LIMITED!

REGISTER ONLINE

WWW.PWR.NET

OR CALL (714) 245-5500

WWW.PWR.NET/CALENDAR