

Introduction to Commercial Brokerage

**Location:****SDAR'S KEARNY MESA SERVICE CENTER**

4845 Ronson Court, San Diego, CA 92111

REGISTER: www.SDAR.com/education**Instructor:****Curtis Gabhart**, Past President, CRASD

The **Commercial Real Estate Alliance of San Diego (CRASD)** is your local industry advocate and information source in commercial real estate. It provides information and services to its members to aid in their day-to-day business lives. Visit www.CRASD.com.



With approximately 12,000 members, the Greater San Diego Association of REALTORS® is the largest trade association in the county. Our members adhere to a code of ethics and professional standards above and beyond the norm. We help our members sell more homes. We help people realize the dream of homeownership. And we are dedicated to protecting private property rights.

SINGLE SESSION**Wednesday, July 31, 2013****1:00 pm - 4:00 pm**

This class is designed to prepare agents for the commercial side of real estate. The course will give agents the tools to select and evaluate commercial property.

TOPICS COVERED

- Should I consider CRE?
- How do I evaluate income & expenses?
- How do I choose a specialization?
- How do I price commercial properties?
- How do I review properties?
- How do I get started?

FREE MIXER FOLLOWING CLASS!
DRE Credit: 3 Commercial
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\$49
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EXP. DATE

AMOUNT

SIGNATURE

By signing, you are confirming that you have read, understand, and agree with our cancellation policy (at right)

MEMBER #

**RETURN TO:**
Greater San Diego Association of REALTORS®
4845 Ronson Court, San Diego, CA 92111
Education@sdar.com
Fax: (858) 715-8088 | Phone: (858) 715-8040

Cancellation Policy: Reservations for programs requiring payment will not be processed until payment is received. If you must cancel your reservation, a full refund will be issued if cancellation is received, in writing, three (3) business days prior. SDAR reserves the right to cancel or reschedule any program. If cancellation occurs, SDAR will issue a full refund. In the event of rescheduling, SDAR will send immediate notification and transfer all reservations (including payments) to the new date. **DRE Credit:** Identification is required to receive credit. Type of identification accepted: Current CA Driver's license, CVC 13000 ID, other ID less than 5 years old including photo, description, signature and identification number. To receive DRE credit for this course, you must pass the exam with a minimum of 70 % correct. A minimum of 90% attendance is required to receive credit.