

The Arcadia Association of REALTORS®



and

Bob McComb

Co-Creator of Top Dogs

present



Introduction to the Fundamentals of Commercial Real Estate

This outstanding introduction to commercial real estate brokerage outlines a no-nonsense approach to success in the industry.

Topics You Will Learn Include:

- Common Myths and Misconceptions about Commercial Real Estate Brokerage
- Introduction to Key Property Types and How to Choose a Specialty
- The 7 Key Areas to Master for Rapid Success
- Valuation Concepts and How to Calculate the Important Numbers
- Knowledge Needed for Success and Where to Learn Quickly
- Tools and Resources Needed to Compete in the Industry
- Basic Transaction Types and How to Get Experience with Each Type
- How Much You Can Earn and How to Get Paid
- The Key Players in the Market and How to Get to Know Them

Tuesday, March 16, 2010
1:00 p.m.—4:00 p.m.

Arcadia Association of REALTORS
601 S. First Ave.
Arcadia, CA 91006

Pricing:

AAR Member— \$25

Non-Member— \$35

Space is limited. Register as soon as possible.



Registration Required

Name: _____ Agent# _____ Phone # _____

Email Address _____ Company Name _____

Method of Payment:

Visa Mastercard Check

Card# _____ CID# _____ Exp. Date _____

Signature _____