

Michael Schoonover, ALC
Presents 2 Commercial Classes

Mandatory CORE Class

(With a Commercial Emphasis)

3.5 Clock Hours

Thursday, March 25, 2010

8:30 a.m.—12:00 noon

Michael Schoonover will be teaching this class with a commercial emphasis. Every licensee must take the CORE class to renew their license, EVERY TIME YOU RENEW. **This class fulfills that requirement. ANYONE CAN TAKE THIS CLASS AND FULFILL THEIR CORE REQUIREMENT.**



Fundamentals of Commercial Real Estate

4.0 Clock Hours

Thursday, March 25, 2010

1:00—5:00 p.m.

This course is specifically designed for residential real estate practitioners who know little or nothing about commercial real estate, but want to learn more. This course provides students with information they need to help them decide whether they want to seek additional, advanced education in order to pursue a career in real estate.

Course Objectives:

- ◆ Name the key players and their roles in commercial real estate
- ◆ Identify differences between commercial and residential transactions
- ◆ Illustrate the different types of commercial real estate
- ◆ Describe different types of commercial real estate transactions
Discuss key terms in commercial contracts
- ◆ Identify components of a commercial marketing plan
- ◆ Review the skills needed to succeed
- ◆ List other resources for information and education
- ◆ Offer tips on how to begin a commercial real estate career

Who can benefit from the course?

Newly licensed agents in small markets who intend to be involved in both residential and commercial transactions. Residential brokers-in-charge who supervise commercial agents. Residential agents who wish to learn more about commercial real estate. Commercial agents just entering the field. Real estate investors seeking information about commercial real estate

WHERE: Yakima Assoc. Office
2707 River Road
509-457-8191
FAX: 509-453-9716

COST: **Y.A.R. Members**
BOTH Classes:

By 3/19/10: \$65
After 3/19/10: \$75
At The Door: \$85

Non-Members
BOTH Classes:

By 3/19/10: \$75
After 3/19/10: \$85
At The Door: \$95

COST: **Y.A.R. Members**
ONE Class:

By 3/19/10: \$40
After 3/19/10: \$50
At The Door: \$55

Non-Members
ONE Class:

By 3/19/10: \$45
After 3/19/10: \$55
At The Door: \$60

(PLEASE CHECK ONE): BOTH CLASSES CORE Class Fundamentals Commercial R.E.

Name _____ Firm _____

Mailing Address _____

City _____ State _____ Zip Code _____

Phone _____ FAX _____ Cell Phone _____

Please make checks payable to Y.A.R. Payment may be mailed to: YAR · 2707 River Rd. · Yakima, WA 98902

To pay by credit card, please provide the following information:

Name as it appears on Credit Card: _____ 3-Digit Code on Signature Panel _____

Credit Card #: _____ Expiration Date: _____

Credit Card Billing Address: _____ Billing Zip Code _____

NOTE: PAYMENT MUST ACCOMPANY REGISTRATION. Mailed registrations must be postmarked by the early registration deadline to receive the "early bird" discount. **CANCELLATION POLICY:** full refund up to "early bird" deadline. 50% refund up to 12:00 noon the day prior. \$5 fee to transfer registration to another person within the same class. W.A.R. reserves the right to make instructor substitutions without notification to registrants. Classes may be cancelled due to lack of participation. It is the student's responsibility to confirm Y.A.R. received your registration. Y.A.R. received your registration.