



BIRMINGHAM COMMERCIAL
REALTORS COUNCIL

Foundations for Success in Commercial Real Estate

August 15-16, 2022

After taking this course, you will be able to:

- Access and use demographic information as a decision-making tool
- Differentiate between the needs of the owners and tenants
- Develop a personal marketing plan
- Develop a property marketing plan
- Utilize basic financial analysis tools
- Solve investment problems using a financial calculator
- Perform basic mortgage calculations using compounding and discounting techniques
- Project income and expenses for a real estate property
- Calculate the yield on a potential investment

You will also receive the CCIM Financial Calculator, designed to effectively and efficiently provide investment scenarios for you and your clients.

TUITION:

Member Rate: \$222

Non-Member Rate: \$250

This two-day classroom course provides agents, brokers, students, and allied professionals with an understanding of the skills, resources, and business practices that pave the way for success in commercial real estate. Through real-world case studies you will learn how to analyze leases and investment value, and develop a plan to kick-start your career.

Applying for AL CE Credit.

LOCATION:

Birmingham Association of Realtors

DATE:

August 15-16, 2022

TIME:

8:00 AM - 4:30 PM CST

INSTRUCTOR:

Bill Moss, CCIM

REGISTER ONLINE:<https://rb.gy/qjmzfb>