

## REAL ESTATE PROFESSIONALS INSTITUTE

(a division of *Greater Capital Association of REALTORS®*)

& CIREB, presents...

GET 22.5 CE hrs  
with Fair Housing  
IN 3 DAYS!!

# The Commercial & Investment Real Estate Certification Program

### CIREC 101 - Working with Office, Retail and Industrial Buildings, Leases and Green Concepts

- How to classify and list office space
- Differences between Net Usable and Rentable square footage
  - The real cost of space
- Leasing development, terms and issues
  - Types of leases

### CIREC 102 - Working with Investment Properties: Financial Analysis, Taxes and Exchanges: Discrimination Issues in Commercial Real Estate

- Americans with Disabilities Laws
  - Discrimination Laws
- How to do a financial analysis
  - How investors compare investment properties
- Tax ramifications of selling property

### CIREC 103 - Land and Site Development, Tenant and Buyer Representation, Working with People, Negotiations and Building your Commercial Business

- What you need to know about selling land
  - Tenant and Buyer Representation
- Negotiations Concepts, Tactics and Tips
- Commercial Listing Presentation Development
  - Foundations of your Business
  - A Business Plan - How to Prospect

**INSTRUCTOR:** Ed Smith

**DATES:** February 15, 16, & 17, 2017

**TIME:** 8:00a.m. to 5:00p.m.

**LOCATION:** Greater Capital Association of REALTORS®  
451 New Karner Road  
Albany, NY 12205

**CREDIT:** 22.5 CE hrs. (includes Fair Housing & Agency)

### **PRICING:**

On-Before Dec. 31 2016: \$235

Jan. 1 - Jan. 17, 2017: \$265

Jan. 16 - Feb. 15, 2017: \$295

### **TO REGISTER:**

**Log-in to Internet Member Services on**  
**[www.gcar.com](http://www.gcar.com) or**



**\*Cancellations are eligible for reimbursement only if done by February 10th, 2017.**

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