

**CE CREDIT
7.5 hours**

Introduction to Commercial Real Estate: Tools of the Trade

INSTRUCTOR: Richard Ferro, CCIM

DATE: Thursday, June 22, 2017

CLASS TIME: 8:30 a.m. - 5:00 p.m., *Registration 8:00 a.m. - 8:30 a.m.*

CE Credit: 7.5 hours

COST: **\$125 Early Bird Special (ends May 31st), Members**
\$175 if register on/after June 1, 2017
Non-Members: Add \$25.00 to stated fees

LOCATION: Hyatt Place, Exit 12 I-87

This class will delve into the areas Commercial Real Estate professionals need to understand to represent their clients well & to attract new business. Learn about:

- Types of Office Buildings
- Retail Considerations
- Investment Properties
- Apartments
- Land Considerations
- Commercial Customers
- Listing Agreement Clauses
- Getting the Listing
- Marketing
- Commission Disputes
- And more...

TO REGISTER:

Go to: www.gcar.com & Log into IMS
OR Call (518) 464-0191