



451 New Karner Road, Albany, New York 12205
518 464-0194 * 464-0196 fax
www.cireb.com * kpierce@cireb.com

BACK BY POPULAR DEMAND

All About Leases ~ for the commercial property Approved NYS 7.5 Hours CE Credit for REALTORS®

Monday, May 16, 2016 8:30 - 5pm
\$95.00 for CIREB/GCAR Members
\$110.00 for Non-Members



Instructor: Ed Smith, CREI, ITI, CIC, GREEN, RECS

Background experience:

Over 35 years experience in Real Estate with additional background in Insurance and Taxation. Specializing in Commercial and Investment Real Estate, Leasing, Sales and Management.

Perfect for the new and experienced commercial REALTORS.

Explore the many different types of commercial property leases and the various issues that they need to cover. In this course you will learn the terminology and key clauses found in most leases and examine the entire leasing process.

- Understand Space Definition from Everyone's Perspective
- Learn all of the Monetary Issues in Lease Negotiations
- Identify the Broker's Key Issues in Leasing
- Explore the "Standard" Lease
- Letters of Intent and Requests for Proposal
- Understand the Steps From Listing to Lease Signing

This course will be held at CIREB Headquarters.
Registration begins at 8:30am. Class begins promptly at 9am.

Space is limited. Reserve your spot today.

Register online at www.gcar.com

or

By e-mail to kpierce@cireb.com

Registration closes Tuesday May 10th



CIREB

Commercial and Industrial Real Estate Brokers, Inc.
A PROFESSIONAL TRADE ASSOCIATION



All About Leases ~ ~ Registration Form

*May 16, 2016 8:30 - 5pm
Approved NYS 7.5 Hours CE Credit for REALTORS*

Name

CIREB Member Number

Firm

E-Mail Address

Cell Phone

Real Estate License ID Number (needed for CE Credit)

Course Fee ☐ \$95.00 CIREB/GCAR Member

☐ \$110.00 Non Member

Payment Type ☐ Credit Card

☐ Check made payable to CIREB-enclosed

Credit Card Information

Exp Date

Security Code

All cancellations must be in writing and received no less the ten (5) days prior to the course start date.
Cancellations thereafter and No-shows forfeit the entire tuition.

☐ Check here if you have a disability which will require special services at this course.
Please attach a description of your needs.