



ACCREDITED BY THE REALTOR® COMMERCIAL ALLIANCE OF THE NATIONAL ASSOCIATION OF REALTORS®

The North San Diego County Association of REALTORS®

COMMERCIAL DIVISION

presents...

“INTRO INTO COMMERCIAL REAL ESTATE & APARTMENT BROKERAGE”

Instructor, **Curtis Gabhart**



Curtis Gabhart, ACI Apartments, has been a successful Real Estate professional for nearly a decade. His areas of specialization include Real Estate Sales, Multi-Family Housing consultant and Asset Management, Customer Relations. He is currently the President of the San Diego Commercial REALTORS® Association and is on the Board of Directors, CCIM San Diego Chapter. This class will teach you the ideal way to list and sell small and medium apartment buildings.

Learn all aspects of Apartment Brokerage from lead Generation to closing deals. This is a good class for anyone already practicing in the commercial market or for anyone looking to go into the commercial marketplace.

When: Thursday, July 22, 2010

Time: 9:00 AM - 12:00 PM

Where: NSDCAR
906 Sycamore Avenue
Vista 92081

Price: Commercial Members \$15
NSDCAR Members \$25
Non-Members \$ 35

Techniques discussed include:

- how to generate leads
- how to qualify sellers
- making a strong proposal
- how to market apartments
- methods to use when representing buyers and resources that are available to the apartment broker

Sign up early to reserve your seat!

Your paid reservation reserves your seat. Register on-line at www.nsdcar.com under **Commercial**, fax to (760)734-3976 or mail to: NSDCAR, 906 Sycamore Ave., Ste.104, Vista, CA 92081. For more information, please call **Laura Briney, Director, Commercial Division, at (760) 734-3971, X211.**

Name: _____ NSDCAR Member # _____
 Company: _____ Phone: _____
 Address: _____ City: _____ Zip: _____
 Fee due: \$ _____ Check payable to NSDCAR | Credit Card (Visa, M/C, AMEX, Discover)
 Card # _____ Exp.: _____
 Signature: _____ Email: _____

Cancellation Policy: Refunds issued only if notification is received 3 business days prior to class. As a matter of policy, NSDCAR does not endorse or promote the products and services of presenters. NSDCAR reserves the right to cancel or re-schedule any program.