



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

The North San Diego County Association of REALTORS®

COMMERCIAL DIVISION presents...

# “RAISING YOUR COMMERCIAL IQ WEBINAR SERIES”

With Instructor, Neil Osborne, MBA

## Webinar #1 - Real Estate Investment & Lease Analysis

How to value, list and sell an income property during these challenging times using long-term real estate investment analysis techniques including buy vs. lease analysis and creative financing.

Part 1. August 26, 2010 - 11:00 AM - 12:15 PM  
Part 2. August 27, 2010 - 11:00 AM - 12:15 PM

## Webinar #2 - Development Analysis & Valuing Land

How to analyze development sites, determine land values, profit potential, and factors that influence land values. Site assembly and negotiating strategies.

Part 1. August 30, 2010-11:00 AM - 12:15 PM  
Part 2. August 31 - 11:00 AM - 12:15 PM

## Webinar #3 - Office, Retail & Industrial Leasing

Introduction to the key terms used in leasing, exploration of the various types of leases and how to measure space. Important terms to look for when reading a lease.

Part 1. September 8, 2010 - 11:00 AM - 12:15 PM  
Part 2. September 9, 2010 - 11:00 AM - 12:15 PM

## Webinar #4 - Creating & Profiting from Joint Ventures

A profitable activity for REALTORS® and Investors in the creation and structuring of joint ventures where a variety of fees can be generated.

Part 1. September 13, 2010 - 11:00 AM - 12:15 PM  
Part 2. September 14, 2010 - 11:00 AM - 12:15 PM

Increase your knowledge and ability to analyze, list and sell commercial real estate by participating in the Commercial IQ Webinar series.

Presented by...Neil Osborne. Neil was selected by the National Association of REALTORS® Commercial Division to present at the 2008 annual convention and has been selected again to present in San Diego this year.

**Price:** Each webinar is \$35. Attend all four for \$85.

### Registration and Payment information:

604-878-1828, or email to [commercial@investit.ca](mailto:commercial@investit.ca)

**Includes comprehensive workshop manuals.**

**Don't delay - Sign up today!!**

Your paid reservation reserves your seat. Register on-line at [www.nsdcar.com](http://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.**

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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.