



Introduction to Commercial Real Estate

March 27th & 28th, 2008

Plaza of the Americas, 700 N. Pearl, Suite 350, North Tower, Dallas

Included:

Legal Update and Ethics

15 Total MCE Hours with 6 Hours Legal and Ethics

Day One – Intro to Commercial Real Estate (9 hours) (8:30 am to 5:30 pm)

Day Two – TREC Required Legal Hours: **Legal Update** (3 hours), **Ethics** (3 hours) (8:30 am - 3:30 pm)

Commercial Real Estate Topics Include:

- Introduction to Commercial Real Estate Concepts
- How to Recognize CRE opportunities
- Areas of Specialization in CRE and categorization of the various parties in each
- Investor motivations and concerns
- How leases, and various lease terms, impact property Value
- Basic CRE Economics; Measurements of Value; Comparison Techniques
- Impact of Markets: Supply, Demand and the Development Cycle
- The Deal Process
- The roles and responsibilities of the Buyer/Tenant Representative and the Owner/Landlord Representative
- The Lease Document: Major clauses and what they mean
- Making money in CRE through tractions or referrals

Legal Update & Ethics Courses: TREC Required Courses to meet 6 Legal Hours requirement for MCE license renewal.

Instructor: **Cliff Bogart CCIM** is a twenty-eight year Commercial Leasing veteran of the Dallas, Houston, and Austin markets. He has been an MCE writer and instructor. Cliff is also a CCIM Instructor teach CI 101(Financial Analysis), CI 103 (User Decision Analysis), and CI Intro.

Registration: Please fill out and fax to NTCAR: Fax # **214-638-5523** or mail to NTCAR, 700 N. Pearl Street Ste N1625, Dallas, TX 75201. **To receive a refund, cancellations must be received by March 25th. No refunds for no-shows.** Payment must accompany registration.

Check One: (price includes garage parking)

Two Day 15 Hour Courses:

Members: \$205 ___ Non-Members: \$220___

Introduction to Commercial Real Estate Only:

Members \$145 ___ Non-Members \$160___

Legal & Ethics only:

Members \$100 ___ Non Members \$115 ___

Name: _____ Company: _____

Phone: _____; Email: _____

Payment: Visa ___; MC ___; Amex ___;

Card #: _____ Exp: ____ / ____

I authorize NTCAR to charge \$ _____ to the credit card provided above.

Signature: _____

For registration information call NTCAR at 214.638.5525

For class content questions call Cliff Bogart at 972.220.0144 or email cliff@vanguardcres.com

Introduction to Commercial Real Estate-TREC Class #: 09-00-128-5488

Legal Update-TREC Class #: 03-00-129-6496

Ethics- TREC Class #: 03-03-129-6497

Provider: Vanguard Commercial Group 0287