



NATIONAL  
ASSOCIATION of  
REALTORS®



# 2024 COMMERCIAL EDUCATIONAL CLASS

**Commercial & Investment Division**

**Rev up your revenue... opportunities with commercial transactions**



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.



**Gina Uzunyan**  
CCIM



**Bob Khalsa**  
CCIM



**John Shamoun**  
GGA

## INTRO TO COMMERCIAL LEASING

*How to make great Commissions with Leasing Property*

### Key Class Takeaways

- Differences between residential and commercial
- Different types of leases
- What forms are used?
- What do Landlords pay for?
- What do Tenants pay for?
- Legal implications of leases
- Tenant compatibility
- How do you get paid your fee?
- What are the financial considerations for both Tenants and Landlords

**FREE**

**January 24 | 9:00 AM -10:30 AM**

**In-Person - SRAR Auditorium**

7232 Balboa Blvd. Lake Balboa CA, 91406

Contact Carrie Crest:  
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