

## Anatomy of a Commercial Sale Transaction

9:00AM-12:00PM  
Tuesday, March 26, 2024

SRAR Lake Balboa Office:  
7232 Balboa Blvd, Lake Balboa, CA 91406



John LeTourneau  
ENGAGEDSEMINARS, INC.  
Consultant/Trainer for Dynamic Directions, Inc

### Morning Session

Everyone Welcome

Learn the nuances between residential and commercial transactions. Explore creative ways to structure offers to raise closing probability.

Remember what you're wearing:  
Approaching the sale process from both the listing and buying agent's perspective

[CLICK HERE TO REGISTER](#)

\$45.00 for this class

## Build Wealth Representing Investors Commercial Class

1:30PM-4:30PM  
Tuesday, March 26, 2024

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### Afternoon Session

Everyone Welcome

Learn the relative strengths and weaknesses of the various cash flow metrics that are used in real estate investment. Understand if an opportunity makes sense for your investors and how to present it effectively as an investment.

Explore the best practices when underwriting a real estate asset for both buyers and sellers. Dive into the world of Real Estate syndication and small group investment to start building wealth.

[CLICK HERE TO REGISTER](#)

\$45.00 for this class

Southland Regional Association of REALTORS®

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