

Attention Residential agents!

# COMMERCIAL REAL ESTATE CLASS SERIES *with Bob Khalsa*

Commercial Training commencing for residential agents wanting to learn about commercial leasing & sales. Comprehensive 10 class program designed to prepare you to undertake commercial transactions.

## Certification Course

SRAR members will receive a certificate of completion for completing all 10 classes. **Classes do not provide any CE credits**



CCIM, AHWD, C2EX, SFR 2024 SRAR BOD President, 20 years SRAR committee and BOD involvement, 22 years owner broker, 24 years experience as a licensed real estate agent. Bob has also been a C.A.R. Director as well as a N.A.R. Director throughout the years.

## Lake Balboa Office:

7232 Balboa Blvd, Lake Balboa, California 91406

Individual classes: **\$25 - members | \$50 - non-members**  
\$150 - SRAR member special for the series

## CLICK ON ANY OF THE FOLLOWING CLASSES TO REGISTER

### FINANCIAL TERMINOLOGY & DEFINITIONS

Thursday, May 30th | 9:00am – 4:30pm

There are a number of financial terms that will be discussed in detail in order to establish a baseline for all attendees. This will also include basic financial calculations in real life scenarios.

### INVESTMENT FUNDAMENTALS

Tuesday, June 11th | 9:00am – 4:30pm

- Investment types
- Investment characteristics
- Risk Management

### CASH FLOW ANALYSIS

Tuesday, June 25th | 9:00am – 4:30pm

- Components of Cash Flow Model
- Components of NOI
- NOI and Lease Analysis

### TIME VALUE OF MONEY

Tuesday, July 2nd | 8:30am – 5:00pm

- Compounding
- Discounting
- Components

### FINANCIAL CALCULATOR HP-10BII

Friday, July 26th from 8:30am – 5:00pm

- General Calculator Functions
- Advanced Functions
- Calculations

### READING FINANCIAL STATEMENTS

Tuesday, August 6th | 8:30am – 5:00pm

- P & L Statements
- Balance Sheets
- Net Worth Calculations

### FINANCING COMMERCIAL REAL ESTATE

Tuesday, September 3rd | 8:30am – 5:00pm

- Leveraging
- Loan Structure and Components
- Calculating Loan Components

### VALUING REAL ESTATE

Tuesday, October 8th | 8:30am – 5:00pm

- Price/Cost/Value
- Types of Value – USPAP
- HABU (Highest and Best Use)

### INVESTMENT VALUE/PERFORMANCE

Thursday, October 31st | 8:30am – 5:00pm

- GRM
- Direct CAP
- Cash-on-Cash

### TAXATION

Tuesday, November 12th | 8:30am – 5:00pm

- Impact of taxation
- Tax Classifications
- Taxable income and cash flow

Throughout the program, sales and leasing transactions will be discussed, especially in case studies. Attendees must be in possession of an HP 10bII+ calculator for all financial calculations. Check Amazon.

To purchase the entire series (\$150 for all 10 classes) call Carrie Crest (818)-947-2299