

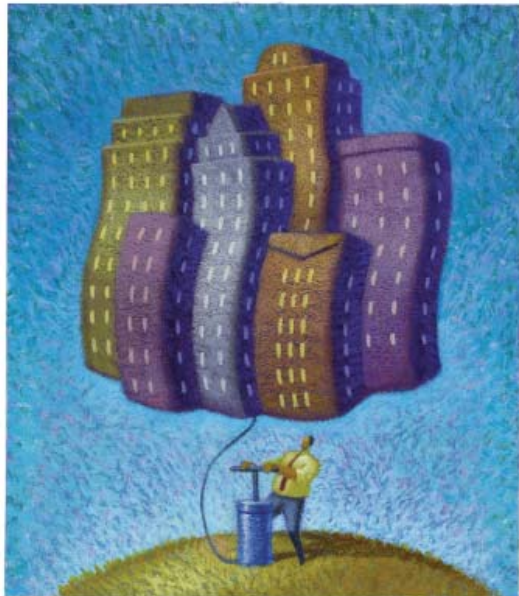
MORe Presents:

Questions? Contact: Latrice Rone at
630-324-8427 or lrone@SucceedWithMore.com



2009 COMMERCIAL CLASSES/ELECTIVE CE

Sponsored by the IAR in conjunction with Mainstreet Organization of REALTORS®



Cancellation requests must be in writing or voice mail:
 1. Prior to 48 hours of class - credit issued or a refund;
 2. Within 48 hours of class - credit or refund minus a \$10 cancellation fee; or
 3. No refund or credit once a class begins.

At Downers Grove		
Fri., Jan. 9	1-4 p.m.	Kevin Kete
FI 1108 Shifting into Forward/Reverse Exchange		
Fri., Feb. 13	1-4 p.m.	Stanley Sklar
CTR 1325 Construction Law for Real Estate Brokerage		
Fri., March 13	1-4 p.m.	Chuck Wiercinski
COM 1062 Commercial Real Estate: Getting the Job Done!		
Fri., April 3	9 a.m.-Noon	James Korreck
COM 1025 Effective Techniques for Selling a Business		
Fri., April 3	1-4 p.m.	Frank Bella
FI 1179 How to Analyze Investment Real Estate		
Fri., April 17	9 a.m.-4 p.m.	John Dunholter/Paul Martis
COM 1002 Commercial R.E.: Challenges, Insights, Opportunities		

At Naperville		
Wed., Jan. 28	1-4 p.m.	John Dunholter/Paul Martis
COM 1000 Intro to Commercial R.E. w/Multifamily Emphasis		

At Tinley Park		
Thu., Feb. 19	9 a.m.-noon	John Dunholter/Paul Martis
COM 1000 Intro to Commercial R.E. w/Multifamily Emphasis		

COURSE DESCRIPTIONS ON NEXT PAGE

Cost: Members- \$30 for 3-hr. courses **ONLINE ONLY**; \$35 for FAX, MAIL OR WALK IN'S; \$50 for 6-hr. courses. NonMembers- \$50 for 3-hr. courses, \$60 for 6-hr. courses

RSVP to Education Dept. | Mainstreet Organization of REALTORS® | 6655 Main St. | Downers Grove, IL 60516 | or Fax 630-324-8403

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Name _____
 MORe Member No. _____ Phone _____
 Company _____
 Email address _____
 Address _____
 City _____ State _____ Zip _____

Date of class: _____
 Total amount enclosed: _____
 (Please Circle) Check Visa MC
 Discover AmEx
 Card No. _____
 Exp. _____
 Signature _____

To register, please fill out the form above and fax it to 630.324.8403 or visit www.SucceedwithMore.com. Members: Log in. In the far left column, scroll to "CE Classes Registered - Sign up." Nonmembers: Click on the Education Tab, Continuing Education, Classroom and Register Now. If additional assistance is needed, contact the Education Department at 630.324.8400.

Importance Notice: If you have any disabilities that require special accommodations, please identify those special needs: _____

COURSE DESCRIPTIONS

FI 1108 -- Shifting into Forward & Reverse Exchanges: A 1031 Tax Exchange Seminar for Real Estate Brokers

A Broker's perspective on using provisions of Section 1031 of the Internal Revenue Code to provide added value to the real estate consumer as well as generate additional commissions. With broker relevant anecdotes and actual case studies, the course will look at the rules, regulations and procedures for tax deferred exchanges which provide opportunities to list, make two deals out of one and one (or two!) out of none. Starting with the benefits, the history and the process of Section 1031, the course will focus on the additional opportunities presented by: The 15% Myth, Swap to you Drop, Don't ask...Don't Tell, The Year End Push, Belts 'N Suspenders and Park it, Don't Lose it!

FI 1179 -- How to Analyze Investment Real Estate

The learning goal of this course material is to give the neophyte an overview of the approaches the marketplace uses to evaluate real property. And for the experienced person this course will be a thorough review. It should challenge, as well as be helpful to all attending, agents and investors.

CTR 1325 -- Success in Selling New Construction

Provides the basic knowledge and business practices to further the real estate agent's ability and desire to sell new construction. From offering new construction as a Buyer's option, to finding a lot, to selecting a builder and completing the sales, the licensee will develop procedures. Seeing the Building and Buyer through the process, the licensee facilitates a happy ending for all parties.

COM 1000 -- Introduction to Commercial Real Estate with an Emphasis on Multi-Family & Strip Center Investing

This course will provide the student with an overview of the commercial real estate market. There will be a special emphasis on investing in multi-family and strip center properties. This will include two proprietary and "easy-to-use" financial models (multi-family and strip center) that the student will be taught how to use.

COM 1002 -- Commercial Real Estate: The Challenges, Insights & Opportunities

This course will provide the student with an in-depth overview of the commercial real estate market. The student will be taught the "language" of the commercial real estate industry. The student will have knowledge of the key financial information which will include the P & L statement, the cash flow statement and the key ratios and calculations.

COM 1025 -- Effective Techniques for Selling a Business

This is an introductory course designed for real estate professionals who take on engagements to sell businesses. It addresses the differences between selling real estate and businesses and describes the process of selling a business.

COM 1062 -- Commercial Real Estate: Getting the Job Done

This course will help the agent determine the best way to communicate with commercial clients, the types of agreements that will identify the client's goals and assist the agent in reaching them and the contract clauses that will best accomplish the client's objectives.