

# THE ULTIMATE GUIDE

## TO LIST & SELL COMMERCIAL INVESTMENT PROPERTY

How to make more money (while staying virtual) working with Investors in a shifting market

NEWLY UPDATED TO ADDRESS THESE TURBULENT TIMES

### A SPECIAL 5 PART VIRTUAL SERIES

<u>Oct 22nd</u> Investor Language	<u>Nov 5th</u> Commercial Math - Buyers	<u>Nov 12th</u> Commercial Listings - Sellers	<u>Nov 19th</u> Commercial Proposals	<u>Dec 3rd</u> Advanced Prospecting
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Class time  
1:00pm - 3:00pm PST

During this 2 Hour Presentation, You'll learn:

- ✓ The language of the investor and what to say to show you're knowledgeable
- ✓ Terminology such as GRM, CAP, ROE, ROI, OM, C.A.R, A.I.R, L.O.I., expenses, and vacancy factors
- ✓ How to use language effectively to stand out, get business, and get paid!
- ✓ How to get the Appointment & What to Say at the Appointment
- ✓ Dynamic scripts for communicating with Commercial Brokers.
- ✓ Money-making tips, techniques, and strategies to help you attract and close clients
- ✓ Strategies to help Sellers understand that they could be getting a better Return On Equity (ROE)
- ✓ Strategies to help Buyers understand that they could be getting a better Return On Investment (ROI)
- ✓ And much, much more!

NO CHARGE!!

**REGISTER TODAY! SPACE IS LIMITED.**

Email: [Education@TheNCREA.com](mailto:Education@TheNCREA.com)

Leading Authority  
Residential Real Estate



**Michael Simpson**  
Founder/Senior Instructor

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Named Top 1% of all Agents in the U.S., and Top 3 Commercial Broker in California/Hawaii, National Author, Speaker and Real Estate Coach, Michael Simpson has helped thousands of residential real estate agents generate revenue through commercial real estate. His proven systems, have produced many multi-million/billion dollar producers in the industry.