

*If you met a Commercial Investor Today, Would You Know What to Say?
Would You Win their Business? If No, Join us for*

The Ultimate Guide

*to List & Sell Commercial Investment Property
Specifically Designed for the Residential, Commercial,
and/or Investment Agent*

*In today's hot Commercial Real Estate market, at some point,
you will cross paths with investors...*

**How to make more money (while staying virtual) working with investors in a shifting market
NEWLY UPDATED TO ADDRESS THESE TURBULENT TIMES**

VIRTUAL 1 DAY PRESENTATION

February 17th, 2021

9:00 am – 5:00 pm PST

During this 1 Day Introductory Course, **You'll learn:**

- ✓ How to Reach Sellers with MASSIVE Portfolios without having a single listing
- ✓ How Investors Make Buying Decisions
- ✓ The Language of the Investor -- and what to say to show you're knowledgeable
- ✓ How to get the Appointment & What to Say at the Appointment
- ✓ How to Qualify Prospects in 3 minutes or less
- ✓ How to Approach a Commercial Broker and Get Cooperation Every Time
- ✓ The 4 Most Effective Systems to Get Clients
- ✓ How to get Commitments from the Investor based on their non-specific criteria
- ✓ How to Use the Income Approach to Analyze Property and Determine Value
- ✓ How to calculate GRM, CAP, ROI, ROE, Expenses, Vacancy factors
- ✓ How to Use Formulas Effectively to Stand out from the Competition, Get Business and GET PAID!
- ✓ Plus - Huge Money Making Tips, Techniques & Strategies

REGISTER TODAY! SPACE IS LIMITED.

COST
\$39.97

Questions? Reach out to The NCREA / 877.877.1543 / education@TheNCREA.com

Leading Authority
Resimercial Real Estate

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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.

