

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

SPECIAL VIRTUAL CRE SERIES

Tuesdays & Thursdays
10:00 am - 11:00 am PST

Jan 19 & 21
Presenting to
Investors Virtually

Jan 26 & 28
Speaking the
Language of
Investors

Feb 2 & 4
Understanding CRE
Sellers and Product
Types

Feb 9 & 11
Advanced
CRE
Prospecting

- ✓ *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!*

During this 2 Hour Presentation, You'll learn:

NO CHARGE!!

REGISTER TODAY! SPACE IS LIMITED.

Email: 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.