



Education

You can't do today's job with yesterday's methods and be in business tomorrow. -unknown

Thursday, January 19th, 2012

MREC Agency-Commercial

3.0 MD CE Credits

Satisfies Required Agency Credit

Beneficial to Residential agents looking to expand into Commercial

9:00 am – 12:00 pm

Nuts and Bolts of Commercial Real Estate - Part 1

3.0 MD & DE CE Credits

Review Basic Construct of Commercial RE Transactions

Key Concepts, Terminology and Trade Jargon

Vocabulary of a Commercial Specialist to communicate with Investors

Examination of Sales Transactions

1:00 pm – 4:00 pm

All courses will be taught at the Coastal Association of REALTORS offices located at
314 Franklin Avenue, Suite 106, Berlin, MD 21811

Cost for Members: \$20 for 1.5 CE Credits; \$35 for 3.0 CE Credits

Non-Member Cost: \$35 for 1.5 CE Credits; \$50 for 3.0 CE Credits



National Instructor, Syd Machat, ALC, CCIM, CRE has been involved with commercial real estate for more than 40 years as a broker, consultant, educator and speaker. A leading member of the real estate community, Syd holds a number of prestigious certificates and honors.

Learn more about Syd at www.sydneymachat.com