

## **Raising Your Commercial IQ Webinar Series**

Increase your knowledge and ability to analyze, list and sell commercial real estate by participating in the Commercial IQ Webinar series. Presented by Neil Osborne.

Neil was selected by the National Association of Realtors commercial division to present at the 2008 annual convention and was selected again to present in San Diego in 2009.

### **Module 1: How to Value Income Properties**

Learn how to analyze and value income properties using cap rates and other financial measures used to value income properties.

Develop an in-depth understanding of the basic financial measures, such as the Cap Rate, used to evaluate and determine the value of rental apartment buildings and commercial properties.

How to carry out in-depth analysis of Income Expense Statements and re-do the financial statements so that they more realistically reflect the financial performance of the building.

Part 1. Aug 23, 2010 11:00 AM PDT 2:00 PM EDT 1 hour & 15 minutes

Part 2. Aug 24, 2010 11:00 AM PDT 2:00 PM EDT 1 hour & 15 minutes

### **Module 2: Real Estate Investment & Lease Analysis**

How to value, list and sell an income property during these challenging times using long term real estate investment analysis techniques including buy versus lease analysis and creative financing.

How to analyze structure and compare leases from a landlord and tenant perspective

Part 1. Aug 26, 2010 11:00 AM PDT 2:00 PM EDT 1 hour & 15 minutes

Part 2. Aug 27, 2010 11:00 AM PDT 2:00 PM EDT 1 hour & 15 minutes

### **Module 3: Development Analysis and Valuing Land**

How to analyze development sites, determine land values and profit potential, and factors that influence land values. Site assembly and negotiating strategies.

What numbers really count when analyzing real estate? ...and what are the implications for helping you list, evaluate and sell investment properties and development sites.

Part 1. Aug 30, 2010 11:00 AM PDT 2:00 PM EDT 1 hour & 15 minutes

Part 2. Aug 31, 2010 11:00 AM PDT 2:00 PM EDT 1 hour & 15 minutes

### **Module 4: Office, Retail and Industrial leasing**

Introduction to the key terms used in leasing, exploration of the various types of lease and how to measure space. Important terms to look for when reading a lease.

Lease and lease comparison analysis from a landlord and tenant perspective. Buy versus lease analysis

Part 1. Sept 8, 2010 11:00 AM PDT 2:00 PM EDT 1 hour & 15 minutes

Part 2. Sept 9, 2010 11:00 AM PDT 2:00 PM EDT 1 hour & 15 minutes

### **Module 5 Creating & Profiting from Joint Ventures**

A profitable activity for Realtors and investors is the creation and structuring of joint ventures where a variety of fees can be generated.

A framework for creating and analyzing a joint venture will be provided and applied to several case studies.

Part 1. Sept 13, 2010 11:00 AM PDT 2:00 PM EDT 1 hour & 15 minutes

Part 2. Sept 14, 2010 11:00 AM PDT 2:00 PM EDT 1 hour & 15 minutes

**Price:**

One Webinar: \$39

Modules 1 to 3. \$99

All five Modules:\$159

Includes comprehensive workshop manuals.

**Registration & Payment** Call 604-878-1828 or e-mail contact information to [commercial@investit.ca](mailto:commercial@investit.ca)

**[Learn More](#)****Unsolicited Testimonials. Raising Your Commercial IQ Webinar Series**

*From NAR RCA staff member.* First of all, since you received raved reviews during your session last year in Orlando at the 2008 REALTORS® Conference and Expo, we wanted to make sure you have the opportunity to be showcased at a our annual conference this November in San Diego! Have you submitted your speaking proposal to our conventions division as of yet? If you need assistance with this process, I'm happy to help.

Thank you very much for the wonderful Webinar presentations. You definitely raise the bar for excellence in our industry. *Dr. Kathleen Kagawa President and CEO The Hawaii 5-0 Group Past commissioner. Hawaii Association of Realtors*

What a fabulous Webinar. *Jo-Ann McLellan Royal LePage BC*

Neil, I would like to thank you for the wonderful presentation you provide at the Webinar on "Raising your commercial IQ". I found the sessions very informative and especially the examples that you provided made the concept easier to follow. I also found the concept of Webinar worked very well. I was in fact in Whistler throughout most of the sessions and it was great to be able to participate and take advantage of your vast knowledge and experiences without having to physically attend. I will definitely look forward to more of these sessions on any topics you can address and will encourage all the agents to participate as well.

*Regards, Nika Rohani RE/Max Commercial Advantage*

Hi Neil, I enjoy very much your presentations and I am learning a lot. You are such a great instructor and we need many more professors like you. Thank you so much, *Jorge Fajardo*

Both sessions have been great. *W. Michael Lewis, CCIM, SIOR President The Lewis Group/CORFAC International*

Excellent presentation! I'll sign in again tomorrow. *Paul Ferri Sales Representative, I.R.E.S. RE/MAX Unique Inc., Toronto*

Great stuff Neil. Am enjoying the course immensely

Neil, thank you for a great course. You obviously are a genius when it comes to financial analysis of commercial real estate...! I found the course most informative and it made me want to learn a lot more. I am a big fan of this type of learning as it's very convenient and because of that it allows for more material to be covered and at a lower cost. It also has interactive capabilities which could be used to great advantage in future courses. Positive regards, *Neil Hamilton Senior Investment Advisor Re/Max Commercial Advisor*

Hi Neil, I enjoyed your session tremendously and look forward to the next five *Karen Croll Ancor Enterprises Inc.*

A great way to start the New Year! Excellent! Thank you Neil! *Carolyn Montagu White Owl Realty*

I just wanted to let you know how much I enjoyed the Webinar and I really appreciate the examples you provided. They will be helpful. *Alex Byrne Vision Corporation. Investment & development Developer*

Very informative. Looking forward to your future Webinars - keep me posted. *Mike McKibben*