



The Arcadia Association of REALTORS®
Commercial Committee
PRESENTS:

**“COMMERCIAL REAL ESTATE, INVESTMENT
 & DEVELOPMENT ANALYSIS SEMINARS”**

WITH NEIL OSBORNE

MORNING SESSION (9:30 AM—12:30 PM)

When: March 12, 2009
Time: 9:30 AM—12:30 PM
 &
 1:30 PM—4:30 PM

Where: AAR
 601 S. First Ave,
 Arcadia

Cost: *AAR Member*
 \$35—one session
 \$60—both sessions

Non-Member
 \$45—one session
 \$75—both sessions

Your paid reservation reserves your seat.
 Register on-line at www.TheAAR.com under
 Commercial, or fax to (626) 446-4072 or mail
 to AAR, 601 S. First Ave, Arcadia, CA 91006.
 For more information, please call Stephanie
 Oliver (626)446-2115

Name: _____
AAR Member # _____
Fee due: \$ _____
Check payable to AAR
Credit Card (Visa and Mastercard ONLY)
_____
Exp.: _____
Signature: _____

WHAT YOU WILL LEARN FROM THIS CLASS:

- How to analyze and value income properties and development sites.
- How to determine whether or not expenses are realistic.
- How to analyze development sites and determine land values.
- How to evaluate your investment opportunities.
- How to calculate long-term investment benefits.
- How to determine if it is better to lease or buy in different situations.

AFTERNOON SESSION (1:30 PM—4:30 PM)

WHAT YOU WILL LEARN FROM THIS CLASS:

- In-depth real estate investment and cash flow analysis.
- Lease versus buy analysis.
- How to analyze multiple choice investments.
- What numbers really count when analyzing real estate?
- What are the implications for helping you list, evaluate, and sell investment properties and development sites.
- Workshop manual will be given.

Email: _____
Company: _____
Phone: _____
Address: _____
City: _____
Zip: _____