



Introduction to Commercial Real Estate — 5 CE Hours

Attending this course will jump start your commercial real estate career. The information is practical and you will be able to apply it right away. You'll learn about the different types of properties, fundamental commercial real estate terms, how to negotiate agreements, different ways to determine leasing commissions, the keys to effective lease administration, methods used to charge tenants for building operating expenses, resources that are available to you in your business, and why ethics is the foundation for your success. By learning the basic terminology, the structure of the business, the different roles that agents play in transactions, and the agreements used to put transactions together, you'll be able to provide great service to your customers and clients right from the start.

Your Instructor:

Richard Muhlebach, has more than 38 years experience managing and leasing shopping centers, enclosed malls, office and medical buildings, industrial and residential properties. He was the president of a commercial leasing and property management firm for 19 years, and prior vice president of three development companies. He is an instructor for the Institute of Real Estate Management (IREM), the International Council of Shopping Centers (ICSC) and the Building Owners and Managers Association (BOMA). He teaches real estate management and leasing at the University of Washington and has lectured in Singapore, China, Taiwan, Spain, Canada, Hungary, Russia and Poland. Mr. Muhlebach is a Certified Property Manager (CPM), a Senior Certified Shopping Center Manager (SCSM), a Counselor of Real Estate (CRE), and a Real Property Administrator (RPA). His firm provides brokerage, consulting, expert witness services and he teaches nationally and internationally.

DATE:	LOCATION:	TIME:
March 23rd	CBA Training Room, Kirkland 12131 113th Ave NE, Suite 100	8:00AM—1:00PM

CBA Members \$60 Non Member \$75 Location: _____

Checks Payable to: CBA Amount _____

Name (s): _____

Company _____ Ph. _____

Address: _____

City/ST/ZIP _____

Email _____

CC# _____ exp _____

CBA
12131 113th Ave NE, #100
Kirkland, WA 98034
425.820.3348
800.275.2522
425.821.9494 Fax
vim@commercialmls.com