



Owner-User Real Estate Financing Course— 3 CE Hours

In today’s commercial real estate market the biggest roadblock continues to be the availability of financing. In this course, you will learn about the ins and outs of SBA financing for owner users. The SBA (Small Business Administration) is a government guaranteed loan program that helps businesses grow by requiring lower down payments than a typical conventional type loan. They are also available for higher-risk industries. The SBA allows for lower down payments, higher advance rates, and longer amortization periods which improves cash flow. Becoming familiar with this useful tool will enable you to put more deals together for this type of transaction. Here’s what you’ll cover:

- Types of SBA loans and their advantages
- Maximum loan amounts
- Common myths
- Structure of the loan programs
- What is financed
- What the lender will be looking for
- How to put the deal together

Your Instructor:

Taralee Muhli, is the SBA Representative for Wells Fargo Bank. She facilitates all types of SBA loan requests involving business acquisition and real estate ranging from \$100,000 to \$10,000,000. She is an expert in structuring deals, navigating the SBA, educating all parties involved and coordinating all aspects for timely approvals and timely closings.

DATE:	LOCATION:	TIME:
March 25	CBA Training Room, Kirkland	9:00AM—12:00PM
May 13	Lynnwood Convention Ctr., Lynnwood	9:00AM—12:00PM
September 21	Marriott, Tacoma	9:00AM—12:00PM

CBA Members \$55 Non Member \$65 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