

REAL
COMMERCIAL
REAL ESTATE

Pure commercial real estate training

Course Preview

DOESITPENCIL.COM

REAL Commercial Real Estate

A Practitioners Course in Commercial Real Estate



“Quality coverage of complex material in an engaging and entertaining manner.”

John M., Seattle WA

Why REAL Commercial?

You are a seasoned commercial real estate veteran.

You who want commercial specific ce training that is content rich, and applicable to your practice.

Or...

You're new to commercial real estate.

You want the best training from people who have done it.

You want to learn how to do this without spending a lot of time and money.

This is why we developed REAL Commercial Real Estate (RCRE).

The 4 Modules of RCRE

There are 4 modules in the RCRE curriculum:

1. The Market

This is how the business works from people to product. The different product types, how to specialize in the industry, and how zoning and building regulations work in commercial real estate.

2. Investment Analysis

How the pros run the numbers in decision making. From metrics to methods and from core skills to advanced. This is what you will actually use in your deals.

3. Leasing

How the lease process works from both the listing and tenant sides. Lease structures, jargon, tools and methods are all addressed from a practitioner's point of view.

4. Negotiation

The 6 most important aspects of negotiating with brokers, clients and attorneys. You'll not only get the information, but you'll get to practice this skills and concepts too.

5 Reasons to Attend Real Commercial Real Estate



"I came to get ce hours, but found a real person-not a teacher-who had real life experience. He presented real life scenarios with successful solutions."

Didi P., Twin Falls, ID

Reason #1

The Bullet Points - Bolded

This is the right stuff. The must know stuff. The essentials. And whether you are a seasoned vet or new to commercial real estate, there is something here for you.

Reason #2

Getting the Analysis Right

You will learn the right way to do technical analysis on commercial deals. From space measurement, to income and expense analysis to cap rates. You will walk away knowing how to do it right.

Reason #3

Leasing Matters

No matter what you do in commercial real estate, you touch leasing. This training will refresh and introduce new and timely information you need in your leasing deals.

Reason #4

Secrets You Must Know

RCRE is filled with "Tips from the Pros". The kinds of things that aren't taught in most classes. They're the little things that make the big difference.

Reason #5

A La Carte

Whether you group is an association or a company, you can pick and choose the right mix of RCRE training that works for you. Each of the courses is a stand-alone hour module.

Bio of Joseph Still CREA, CCIM



“Course exceeded all my expectations. Instructor was one of the most knowledgeable I’ve had.”

Dan R., Salt Lake City UT

Joe began his career in 1987 working in commercial real estate with owners, users, and investors. He moved from leasing to sales and eventually development. He’s also worked in land assemblage, rezoning, and redevelopment.

In 1991 he began training industry professionals. Since then he has developed over 25 training programs that have been taught all over the US and Mexico. He has authored numerous articles, won 2 Instructor of the Year awards, spoken at 5 National Association of REALTORS® conventions, and personally trained over 40,000 business people. He is also the author of The Sunday Blog.

Joe’s approach to training is “skill based”. Every course he develops and delivers is designed to teach students “what to do, why to do it, and how to do it”. His delivery method is primarily workshop style so people don’t just listen and watch, but also do.

The 2018 Live Courses:

REAL Commercial Real Estate
REAL Negotiation
Does it Pencil
The Video Seminar
Leadership Unplugged

Additional information about these courses is available at joestill.net.

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