

GREATER HARRISBURG



REALTORS® INSTITUTE

# COMMERCIAL MODULE: PRACTICAL KNOWLEDGE FOR THE COMMERCIAL REAL ESTATE PROFESSIONAL

Instructor: Annette Cassel Means

**Date:**

Tuesday, March 9, 2010

**Place:**

GHAR Office  
424 N. Enola Drive, Suite 1  
Enola, PA 17025

**Time:**

8:30 a.m.– 4:30 p.m.  
*Registration opens 30 minutes  
before class start time.*

**Cost:** \$75

**Register:**

Phone: (717) 364-3205  
Fax: (717) 364-3206

**MEMBERS ONLY:** Register  
online at [www.ghar.info](http://www.ghar.info)

***Approved for 7.0 hours PA Real Estate Continuing Education  
Credit for the 2008-2010 cycle.***

**This seven hour commercial module is designed to enable the salesperson licensee to provide the highest level of professional services to consumers in commercial transactions. This is part two of the Real Estate Commission required courses for agents licensed after December 1, 2007. Excellent review course for all REALTORS®. Protect yourself and your clients with proper documentation.**

**Real Estate Professionals will learn:**

- Agreement of Sale
- Letter of Intent (LOI)
- Environmental Issues
- Leases and Clauses
- Property Management
- 1031 Exchanges
- Tenant Fit Out
- Floor Measurements and Load Factors
- Zoning Issues

***REGISTRATION CLOSSES AT CLASS START TIME AND  
YOU MUST BE SEATED AT THAT TIME IN ORDER  
TO RECEIVE CREDIT FOR THE COURSE.***

NOTE: At the time a GHAR member registers for a class, he assumes payment responsibility for that class. GHAR members may pay tuition (class fees) at the door. **Non-members must pay at time of registration.** Tuition must be paid in full prior to the start of a class. Tuition payments are refundable if 48 hour cancellation notice is given. If a student leaves after a class begins, no portion of tuition is refunded. Students must have registered, paid for class, and be seated at the advertised class start time in order to be admitted to the class. Late arrivals will not be seated, and will not be entitled to a refund. If the School finds it necessary to cancel the entire course, the full dollar amount of any payment will be promptly refunded. If the School cancels a portion of the course, the unused portion of the tuition may be credited towards a future course or refunded. No portion of the tuition will be refunded after class day begins.

In order to better accommodate your needs, please be sure to notify us in advance, if you have any disability which will require special auxiliary aids and/or services at this event. Payments to the Greater Harrisburg Association of REALTORS® are not deductible as charitable contributions for Federal Income Tax purposes; however, such payments may be deductible as ordinary and necessary business expenses.

***Earn your CE credits today. The current cycle ends May 31, 2010!***