



REALTORS®
INSTITUTE



CALCULATE YOUR WAY TO MORE INCOME

Instructor: Melanie McLane

**Approved for 3.5 hours PA Real Estate Continuing Education
Credit for the 2010-2012 cycle.**

Date:

Thursday, March 15, 2012

Place:

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

Time:

8:30 a.m.—12:00 p.m.

*Registration opens
30 minutes before class start
time.*

Cost: \$45.00

Register:

Phone: (717) 364-3205

Fax: (717) 364-3206

MEMBERS ONLY:

Register online at
www.ghar.info

Explore the opportunities brokers and agents have to expand business by learning to “crunch” numbers on commercial and residential investment properties.

Topics will include:

- Evaluating an investment property for an investor
- Helping clients determine the cost/benefit of proposed improvements
- Calculating ROI (return on investment)
- Comparing two or more real estate investments
- Determining the highest and best use for a property to properly price and market it
- Understanding how to calculate various investment analyses and explain them to clients
- Identifying opportunities to provide additional services to real estate market participants
- Identifying viable options for an investment property seller, including a 1031 exchange

Note: Students should bring a financial calculator to the class or download financial calculator apps on your Smartphone!

REGISTRATION CLOSSES AT CLASS START TIME . 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

Earn your CE credits today. The current cycle ends May 31, 2012!