

MID JERSEY | ASSOCIATION OF REALTORS

Fundamentals of Commercial Real Estate Financing for Residential Agents

CE CLASS

Thursday, November 13
10:00 AM - 3:30 PM

Member Cost: $60 /
Non-Member Cost: $70
Lunch Provided

MJAR Headquarters
14 Old Bridge Turnpike
South River, NJ 08882

Register at:
https://midjerseyaor.com/events/cref/

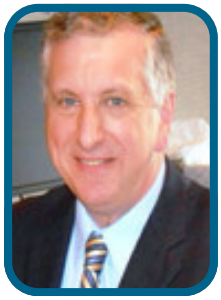
If you have questions, contact MJAR Director of Education & Events Maya Castellon at (732) 442-3400 ext. 103 or email Events@MidJerseyAOR.com

Scan code to register!

HYBRID SESSION

In-Person or Virtual Attendance Available

5 NJREC Elective CE Credits



Instructor
Ronald M. Shapiro

Discover how to earn commissions by brokering commercial real estate financing transactions in this powerful new course, including the following:

- How commercial real estate brokerage differs from residential brokerages
- The importance of property cash flow vs. borrower's wages
- Key financial metrics in evaluating a commercial real estate transaction
- Tenant leases and its impact on property revenues
- Understanding rent rolls and income and expense statements
- What are the returns when purchasing a property with debt vs. all cash, and much more!

(Class Code:C20206135)

About the Presenter
Ronald M. Shapiro is a former Rutgers Business School professor and former NJ bank Senior Vice President with 35+ years in leadership roles at Wells Fargo, Prudential and more.