



# FOUNDATIONS FOR SUCCESS IN COMMERCIAL REAL ESTATE | SAN GABRIEL, CA

 March 28-29, 2023 | 8:30 a.m. - 5:30 p.m. PT  
 WSG West San Gabriel Valley REALTORS®



## After taking this course, you will be able to:

- Access and use demographic information as a decision-making tool
- Differentiate between the needs of the owners and tenants
- Develop a personal marketing plan
- Develop a property marketing plan
- Utilize basic financial analysis tools
- Solve investment problems using a financial calculator
- Perform basic mortgage calculations using compounding and discounting techniques
- Project income and expenses for a real estate property
- Calculate the yield on a potential investment

Learn in a traditional classroom environment. Interact and network with other professionals in a collaborative, small-group setting.

This two-day classroom course provides agents, brokers, students, and allied professionals with an understanding of the skills, resources, and business practices that pave the way for success in commercial real estate. Through real-world case studies you will learn how to analyze leases and investment value, and develop a plan to kick-start your career.

As part of the course, You will also receive the CCIM Financial Calculator, designed to effectively and efficiently provide investment scenarios for you and your clients.

## Instructor

### Soozi Jones Walker, CCIM

Commercial Executives Real Estate Services|President and Broker

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Commercial Executives Real Estate Services

Soozi Jones Walker, CCIM, SIOR, CDEI, is president and broker of Commercial Executives Real Estate Services in Las Vegas. During her 40 years in commercial real estate, she has specialized in leasing and investments sales. Her clients include Goodyear, Southern Nevada Health District, Kindred Healthcare, Holland & Hart, Cardinal Paints, and Pinnacle Entertainment.

A certified distance education instructor, Jones Walker has been a CCIM Institute instructor since 2003. She currently serves on the institute's board of directors, and she has served as the chair of the Education and Governance Committees. She has written and taught for the National Association of REALTORS®, Coldwell Banker, and Century 21.

Soozi was named the Woman of the Year in Land and Real Estate Development by the Las Vegas Chamber of Commerce, and she previously served as the Nevada Real Estate Commissioner.

#### Courses

- CI 101: Financial Analysis for Commercial Investment Real Estate
- CI 103: User Decision Analysis for Commercial Investment Real Estate
- Commercial Real Estate Negotiations
- Foundations for Success in Commercial Real Estate

## REGISTRATIONS:

Members Rate: \$325  
Non-Members Rate: \$395

## Location, Dates and Times:

West San Gabriel Valley Realtors  
1039 East Valley Blvd., #205B San Gabriel, CA 91776  
Date: March 28 & 29, 2023; Tuesday and Wednesday  
Time: 8:30 am registration  
Class 8:30 a.m. - 5:30 p.m. PT

Please bring your laptop with Excel installed.

**THIS COURSE WILL SELL OUT EARLY!**

[CLICK HERE](#)

**Or Call:**

CCIM Registration: (800) 621-7027 press 2

**For concerns regarding registration:**

Contact: Lexi Moriarty  
Telephone: (310) 889-8486