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Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization

# COM 1031

## Introduction to Leasing Commercial Real Estate

A Course Designed For: Illinois Licensed REALTORS®

Approved 3-credit hours of Elective Continuing Education Credit in Illinois

Sponsored by:  
Illinois REALTORS®  
In Conjunction with:  
Heartland REALTOR® Organization  
405 E. Congress Parkway, Suite A  
Crystal Lake, IL 60014  
Phone: 815-459-0600  
Fax: 815-459-0621

### Course Description/Objectives:

This course will introduce basic leasing practices in commercial real estate transactions. It will include a description of typical clauses in real estate leases for a variety of commercial properties. Factors typically used in calculating gross rent and commission will be introduced. This course will expand on the information presented in *Discovering Commercial Real Estate* and is designed for real estate professionals at the intermediate level.

**All courses start promptly on time. LATE ARRIVALS WILL NOT BE ADMITTED.**  
**No refund will be made for missed classes. Course exam will follow immediately after class.**

<u>Date</u>	<u>Registration Time</u>	<u>Class Time</u>	<u>Instructor</u>
Thursday, 02/14/19	8:00 am - 8:50 am	9:00 am - 12:00 pm	Marty Norkett

Registration Deadline 02/12/19

Contact Stephanie to Register  
Phone: 815-459-0600  
Fax: 815-459-0621  
e-Mail: stephanie@heartlandro.com

LOCATION:  
Heartland REALTOR® Organization  
405 E. Congress Parkway, Suite B  
Crystal Lake, IL 60014

Name \_\_\_\_\_ Illinois License Number: \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Cell Phone ( ) \_\_\_\_\_ E-Mail Address \_\_\_\_\_

Would you like your test results sent via Text Message to you? 'Yes' \_\_\_\_ or 'No' \_\_\_\_

\*Standard Text, Message, and Data rates may apply.

**Early Bird Registration Fee For REALTOR® Member \$35.00** \_\_\_\_\_ (Before Registration Deadline)

**Registration Fee After Deadline and Non-Member Licensee \$45.00** \_\_\_\_\_

If a registrant cancels/reschedules/transfers to another course within 48 hours prior to the course date a \$10.00 cancellation/rescheduling/transfer fee will be incurred.

Do you have any disabilities which require special accommodation? If so, please identify your special needs:

License Law requires that every real estate broker must complete 12 hours of Continuing Education courses before April 30, 2020, in order to receive a renewed license effective April 30, 2020, and every managing broker must complete 12 hours of Continuing Education and a 12 hour Broker Management course before April 30, 2019, in order to receive a renewed license effective April 30, 2019.

Registration for members can be completed at [www.heartlandro.com](http://www.heartlandro.com) Or Return Registration Form & Check to:  
Heartland REALTOR® Organization, 405 East Congress Parkway, Ste. A, Crystal Lake, IL 60014.