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Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization

# COM 1065

## Discovering 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 offers a broad overview of the basics of commercial real estate and how it differs from residential real estate. Students will be able to distinguish and understand the broker's role and discover the different types of commercial properties, terms, valuation methods, marketing and resources for further education.

While it will not equip an agent with the needed tools to practice commercial real estate, it will explain the business and introduce many of the resources needed to pursue a commercial transaction or a career in commercial real estate.

**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	12:15 pm - 12:45 pm	1:00 pm - 4:00 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.