



2010: More Business, NOW! Webinar Series

*Brought to you by NAR Commercial and
Real Estate Strategies Corporation – New Jersey*



Presented LIVE by President & CEO of Real Estate Strategies Corporation Andrew B. Zezas, SIOR, "2010: More Business, Now!" is a webinar series designed to elevate skills, close more deals, & generate more commission dollars! Every webinar will be presented in a dynamic "How To" format; delivering timely & relevant topics developed to help commercial practitioners accelerate their careers.

UPCOMING SESSIONS

- MARCH 31:** Real Estate Brokerage is **NOT** About Relationships!
Building Confidence and Trust
- APRIL 28:** Why Should I Meet with You?
Successful Targeting, Prospecting & Cold Calling Tactics
- MAY 26:** 1+1 makes 3!
Lease and Purchase Financial Analysis
- JUNE 16:** All Buildings Are the Same!
Differentiating Your Client's Property to Achieve Maximum Impact
- JUNE 30:** Capturing 7+ Pools of Value in Commercial Leases
Negotiating Rental Structures, Operating Expenses, and Common Areas to Build Value for Your Clients
- JULY 28:** Become "*The ONE*" in Your Market
Building Your Reputation for Thought Leadership and Successful Client Representation
- AUGUST 25:** Landlords Will Want You, Brokers Will Want to "*BE*" You!
Winning Profitable Property Representation Assignments

REGISTRATION INFORMATION

To learn more about upcoming webinars in this series, please visit:
http://www.realtor.org/commercial/commercial_education & click on the "2010 More Business, Now!" Webinar Series link.

Use the discount code "**NAR**" to secure the \$30 savings per webinar.

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