



## Practical Application of Commercial Purchase & Lease Transactions



Brian J. Hatkoff, CCIM  
Moderator

Wednesday, September 15, 2010  
9:00 a.m. ~ 12:00 p.m.

Southland Regional Association of REALTORS  
7232 BALBOA BLVD., VAN NUYS, CA 91406  
(1 BLK N. SHERMAN WAY)

Learn From The Best Individuals Who Support The  
Commercial Real Estate Practitioner

- *How Is Escrow, Title and Lending Different Than For Residential?*
  - *What About Property Management?*
- *Estopple Agreements - What Are They And What Do You Need To Watch Out For?*
  - *What Does The City Require?*
- *How About Insurance? Easy - Right? Maybe Not!..And Much More!!*

*A Panel Will Discuss The Practical Aspects Of The Commercial Transactions, Start To Finish And All Of The Potential Problems In Between*

**This Class \$25 ~ FAX REGISTRATION FORM TO: 818-786-4541  
OR MAIL TO: SRAR 7232 Balboa Blvd, Van Nuys, CA 91406  
For More Information contact the Education Dept. @ 818-786-2110**

NAME: \_\_\_\_\_ PHONE#: \_\_\_\_\_

EMAIL: \_\_\_\_\_ COMPANY: \_\_\_\_\_

AMEX/VISA/MC/DISC CC#: \_\_\_\_\_

CC EXP: \_\_\_\_\_ SIGNATURE: \_\_\_\_\_