

# 2023 Commercial Educational Class

*Commercial & Investment Division*



NATIONAL ASSOCIATION of REALTORS®



SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

December 6, 2023  
9:00AM - 12:00PM

**\$25**

In-Person  
SRAR Auditorium



SCAN ME

**CLICK HERE TO REGISTER**

## THE BASICS OF SMALL BUSINESS BROKERAGE

### Key Class Takeaways

- Basic Business Brokerage Terms
- Business Types
- Establishing value
- Differences in businesses and their differences in valuation
- What is good will?
- Inventory considerations
- Financing of businesses, both private and public
- Motivations of sellers and buyers
- Are you buying a business to get a job?



John Shamoun  
GAA

**Take 5 or more & receive a certificate of completion**

To get reminders on C&I classes, text COM to 818-338-1414.

Classes do NOT provide continuing education credits.