

COMMERCIAL REAL ESTATE EDUCATION



Ways to Make More Money, and to Keep It!

How do you make more money in commercial real estate? Make sure that you collect your commissions, and avoid controversies that cost you time and money! This class will help you thoroughly understand the dynamics of these and other pertinent commercial real estate issues.

The Trainor Fairbrook Property Broadcast will also be discussed. This free service is utilized by over 800 commercial real estate brokers and salespersons in the Sacramento region. The private Broadcast sent out over 1.3 million emails last year to commercial real estate professionals regarding available and needed properties in the region, and has over 1,000 commercial properties available for viewing. Attendees will be the first to view the brand new "brokerblog" and letter of intent features of the system.

Session topics include:

- Common mistakes that can lead to a commission dispute, including examples and relevant California cases
- Tips for avoiding commission disputes
- The agency relationship and recommendations for protecting you and your clients from liability which can arise during negotiation of the deal
- Issues that arise out of dual agency relationships
- Additional duties to client, including review of new disclosures related to accessibility and energy use

DATE

Wednesday, April 16, 2014

TIME

10:00 - 12noon

LOCATION

SAR Mack Powell Event Center
2003 Howe Avenue, Sacramento, CA 95825

COST

\$15 SAR MEMBERS & REALTORS® | \$20 ALL OTHERS

TO REGISTER

Fax form below to 916.779.3945

Questions - call Brian at 916.437.1210

*24 hour cancellation notice needed to receive refund.



PRESENTER

Heather C. Johnston

Heather C. Johnston is an attorney in the Real Estate Transactional Department of Trainor Fairbrook. Ms.

Johnston's practice focuses on commercial real estate matters related to the acquisition, development, ownership and disposition of real property including purchase and sale transactions, leasing, title matters, easements and CC&Rs and commercial condominium conversions.



PRESENTER

Charles Trainor

Charles Trainor is the senior partner of Trainor Fairbrook, the AV-rated law firm that he founded in 1978. The firm includes the largest group of commercial real estate attorneys in California's Central Valley. Mr. Trainor

represents clients on matters involving sophisticated real estate transactions including purchase and sale agreements, leases, partnership agreements and loan documentation. He has negotiated scores of loan and workout transactions, and advises both tenants and landlords regarding office and retail leases. His clientele includes developers, landowners, title companies, lending institutions, shopping center owners, property management entities and construction companies.

REGISTRATION FORM

COMMISSIONS, BROKER LIABILITY AND THE TRAINOR FAIRBROOK PROPERTY BROADCAST

NAME _____

COMPANY _____

ADDRESS _____

CITY _____

EMAIL _____

PHONE _____

METHOD OF PAYMENT: (Please check one) VISA MASTERCARD AMEX DISCOVER CHECK (MAKE CHECK TO SAR) AMOUNT ENCLOSED: \$ _____

ACCOUNT NAME _____

ACCOUNT NUMBER _____

SIGNATURE _____

EXPIRATION DATE _____ SECURITY CODE _____