

***Sponsored by:*** *Illinois REALTORS®* ***In Conjunction with:*** *Heartland REALTOR® Organization.*

**COM 1035 – Introduction to Financing the Purchase of Commercial Real Estate #564003172**

**Approved 3 credit hours of Elective Continuing Education in Illinois**

***A course designed for:*** *Illinois Licensed REALTORS®*

**Course Goal:**

This course will introduce basic financing in commercial real estate transactions and include a description of fundamental calculations used to finance commercial real estate properties. Income and operating expenses, including mortgage analysis, gross income and cash-on-cash return will be defined and discussed. Due diligence mechanisms to assess property and market conditions will be introduced. Financing mechanisms and the role of the Federal Reserve Bank will be presented. This course is designed for real estate professionals at the intermediate level.

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**\_\_\_\_ Thursday, February 03, 2022** *(Registration deadline: 02/01/22)*

**Instructor**: **Marty Norkett** [**Register Online**](https://ims.heartlandro.com/scripts/mgrqispi.dll?APPNAME=IMS&PRGNAME=IMSMemberLogin&ARGUMENTS=-AMCAR&SessionType=N&ServiceName=ED)*(HRO Member Login Required)*

**Location: Heartland REALTOR® Organization**

**Registration: 12:15 pm - 12:50 pm**

**Course: 1:00 pm - 4:00 pm**

**Registration Options:**

1. **Online:** Go to <http://heartlandro.realtor/>, sign into **Members Only**, and click on **Register for Continuing Education Classes**.
2. **Phone:** 815-459-0600
3. **Email:** [info@HeartlandRO.com](mailto:info@HeartlandRO.com)

Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Illinois License #:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Address\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ City\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ State ZIP\_\_\_\_\_\_\_\_

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**Early Bird Registration Fee for REALTOR® Member $35.00 \_\_\_\_**

**Registration Fee for Non-Members / After Deadline $45.00 \_\_\_\_**

*\*Payment due at time of registration\**

*If a registrant cancels within 48-hours prior to the course, or is a no show, there is a $10 cancellation fee.*

*Minimum of 15 Students to host.*

Do you have any disabilities which require special accommodation? If so, please identify your special needs: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**IR Approval #:2021-082**