



# Introduction to Commercial Real Estate

October 18 or October 19, 2023



Instructor:  
Robin Webb, CCIM  
Commercial America  
Properties

The **Introduction to Commercial Real Estate** is a 3-hour course that introduces foundational commercial real estate concepts including market analysis, leasing fundamentals, investor behavior, and asset performance. You'll learn the differences between commercial and residential real estate, types of commercial real estate investment markets and sectors, common real estate investment analysis tools, common lease clauses, and the skills needed for a successful commercial real estate career.

## Offering Two Different Dates for the Southwest District!

October 18, 2023 - Ft. Myers Royal Palm Coast Realtor Assn. (RPCRA)

Or

October 19, 2023 - Naples Area Board of Realtors (NABOR)

### DATES & LOCATION:

October 18, 2023 Ft. Myers

Register: <https://bit.ly/3EIGA2d>

October 19, 2023 Naples

Register: <https://bit.ly/3Pngkus>

### REGISTER BY PHONE

(800) 621-7027, option 2

TIME: 8:30am - 12:00pm

Continental Breakfast Included

### TUITION:

Member Rate: \$135

Non-Member Rate: \$175

Take Advantage of our CCIM  
Member Rate With Discount  
Code: FLICRE40

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