



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

COM 1034 – Introduction to Leasing Commercial Real Estate #564003171
Approved 3 credit hours of Elective Continuing Education in Illinois
A course designed for: Illinois Licensed REALTORS®

Course Goal:

This course will introduce basic leasing practices in commercial real estate transactions. It will include a description of typical clauses in real estate leases for a variety of commercial properties. Factors typically used in calculating gross rent and commission will be introduced. This course will expand on the information presented in *Discovering Commercial Real Estate* and is designed for real estate professionals at the intermediate level.

_____ **Wednesday, February 03, 2022** (Registration deadline:02/01/22)
Instructor: Marty Norkett [Register Online](#) (HRO Member Login Required)

Location: Heartland REALTOR® Organization

Registration: 8:15 am - 8:50 am
Course: 9:00 am - 12:00 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

Name _____ Illinois License #: _____

Address _____ City _____ State _____ ZIP _____

Phone _____ Email _____

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:
