

Professional Development Session

Apartment Expert: Prospecting for and Selling Rental Apartments Wednesday, April 1, 2015

9:30 a.m. – 12:30 p.m. – 3 CE Credits

RAHB office, McCullough Room

Instructor: **Derek Lobo**, CEO and Broker of Record of Rock Advisors Inc.

Course Overview:

Apartment consultant and Broker, Derek Lobo, will share, from his 25+ years' experience in North America, why you should consider specializing in apartments and how you can tap into this emerging niche.

Topics/Highlights:

- Power Prospecting – 19 marketing strategies to find qualified buyers and sellers
- Valuing the rental property and underwriting
- The listing presentation and securing the investment
- How to market a listing

HOW DO I REGISTER

Complete the form and return to *Angela*, by email at angelam@rahb.ca or by fax to 905.529.4349 Attention: *Angela*. For more information, contact *Angela*, Education/Professional Standards Coordinator at 905.529.8101 x233.

Please register me for the above course!

(Please Print)

Name: _____ Office: _____

Address: _____ City/Province: _____

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Home Board/Association _____ RECO Registration _____

Member: \$45 +HST

Non-Member: \$90 +HST

Payment Method:

Bill my RAHB Account

Payment attached

VISA

Master Card

Card#: _____ CV#: _____ Expiry: _____

(last 3 digit number on back of card)

Signature: _____