COMMERCIAL REAL ESTATE TRAINING

LEARNING THE BASICS OF INDUSTRIAL LEASING

with

Joe & Heidi Stance
Owners of Stance CRE



This training will prepare agents to represent a tenant looking for industrial space. Attendees will learn how to qualify prospective tenants, present market opportunities to clients, use effective negotiation techniques, and draft a Letter of Intent (LOI).

After this training attendees will be able to:

- **Apply current market intel to structure a lease deal**
- **Use negotiation strategies to better represent your client**
- **Create a Letter of Intent (LOI) for an industrial lease**

SCAN TO REGISTER
OR
VISIT OUR WEBSITE
StanceRealEstate.com

WHEN

06.06.24

9:30AM - 11:30AM

WHERE

ivar | INLAND VALLEYS ASSOCIATION OF REALTORS®
3690 ELIZABETH ST, RIVERSIDE, CA 92506

IVAR Does not Sponsor or Endorse This Event.

FEES

CLASS FEE: $75.00

STANCE
COMMERCIAL REAL ESTATE

& JOE STANCE, CCIM
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