

Who would benefit from taking CREB®'s commercial courses?

- REALTORS® who want to increase their knowledge of commercial real estate.
- REALTORS® interested in joining the [Canadian Commercial Network \(CCN\)](#).
- REALTORS® who are interested in becoming a [CREB® Commercial Member](#).
- REALTORS® seeking networking opportunities.

What commercial courses are available?

CREB® offers a series of five commercial courses annually: **Industrial Real Estate**, **Investment Analysis**, **Land Use & Development**, **Retail & Office Leasing**, and **Taxation & Financing**.

What can I expect?

- All courses are delivered over a full-day (9 a.m. – 4 p.m.) by an instructor who is a subject matter expert.
- You will work with various documents utilizing a combination of theory, class exercises and case studies.
- All commercial courses conclude with an open book, multiple-choice assessment.

How do I register?

- Online under the commercial heading on the CREB® courses page on **CREB®Link**
- All CREB® Member Support at **403-781-1379** or email **support@creb.ca**

What is the cost?

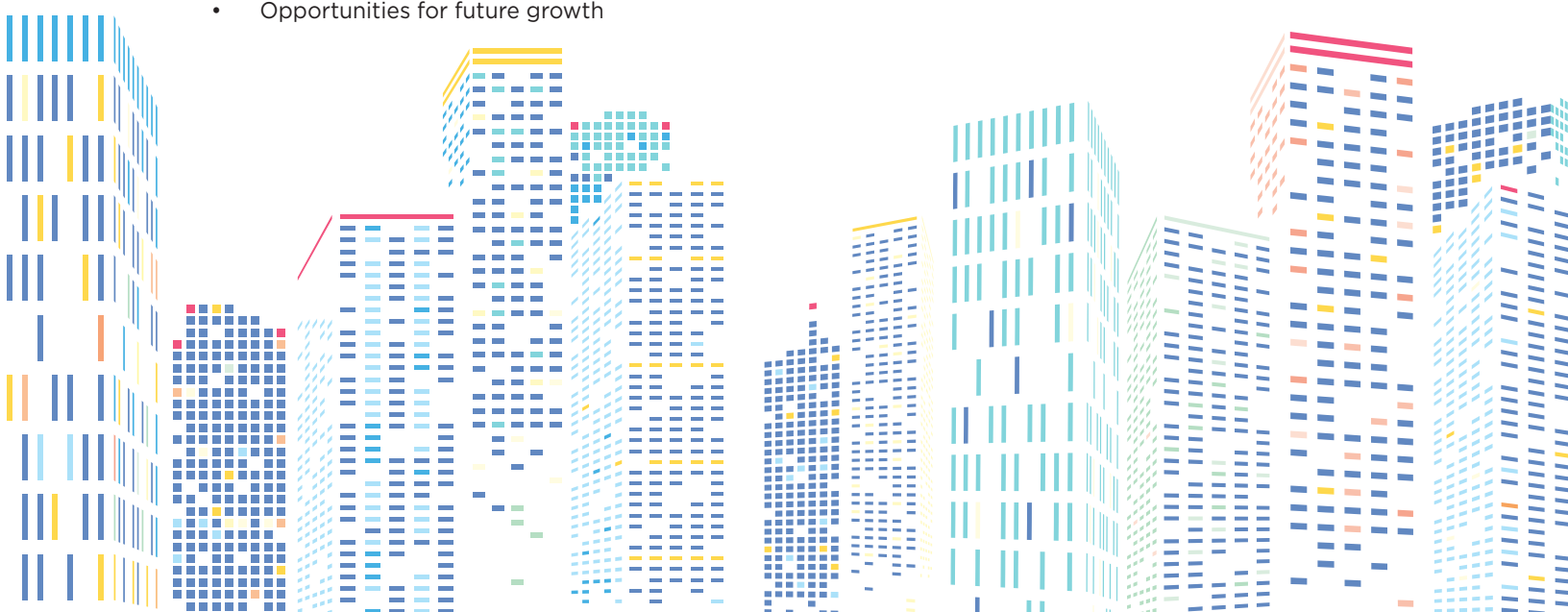
Each commercial course is \$99 + GST for CREB® members and \$149 + GST for non-members and includes hard copies of course materials.

Is there a commercial certificate/credential?

After satisfactory completion all five commercial courses (70%), participants are issued the CREB® Commercial Certificate and [can apply to become a CREB® Commercial Member](#).

Why go commercial?

- Pursue a specialization
- Tackle new challenges
- Potential to earn high commissions
- Opportunities for future growth



CREB®'S COMMERCIAL COURSES:

RETAIL AND OFFICE LEASING - FEB. 22, 2024

Commercial leasing contracts can encompass industrial, office, and retail properties. Leasing specialists balance the needs of tenants (saving time and money) and landlords (improving income streams) by sourcing business rentals and negotiating contracts.

INVESTMENT ANALYSIS - APR. 17, 2024

Real estate acts as a vehicle for ambitious investors to turn a profit via property interest, income, or appreciation. Real estate practitioners act as advisors for investment buyers and sellers - gathering and presenting information, which aids in the investment decision making process.

TAXATION AND FINANCING - JUNE 11, 2024

Taxes can have a tremendous impact on the return of real estate investments. This course is not meant to prepare real estate practitioners to calculate tax consequences, but it is meant to build knowledge regarding the potential of tax implications.

The taxation portion will allow participants to understand various income tax considerations, and the financing portion focuses on leveraging strategies and potential outcomes.

INDUSTRIAL REAL ESTATE - SEP. 10 2024

Millions of square feet of industrial property space is leased in Canada each year for a variety of purposes including research, development, service, production, storage, or distribution. Tailored for the Calgary market, you will gain an understanding of local industrial trends and considerations.

LAND USE AND DEVELOPMENT - NOV. 26, 2024

Land development can be a lengthy process; in consequence of, working with various stakeholders requiring a tremendous amount of diplomacy and patience.

You will gain an understanding of land use bylaws in Calgary and the processes involved in development while working extensively with *The Community Guide to the Planning Process*.

Please note that these dates are subject to change.