



Commercial Association of REALTORS® - Wisconsin presents:

CARW Rookie Series

Monthly Business Development Luncheons

For professionals in the Commercial Real Estate Industry



This business development luncheon series is targeted toward CARW sales associates with less than three years of experience and affiliate members in the commercial real estate industry. *(More seasoned brokers are welcome at anytime...)* **The Rookie Series** will provide information to better understand the factors affecting their livelihood and the best interests of their clients.

The Rookie Series begins in January and will be conducted every month. A variety of topics will be covered, with networking and open discussion opportunities.

2009 SCHEDULE OF TOPICS:

JANUARY 26, 2009

CONSTRUCTION COST:

What goes into a construction bid? Rising Costs? Falling Costs? What does it mean...

FEBRUARY 23, 2009

2008 DEAL OF THE YEAR PROJECTS:

Hear the stories. Learn the details of what it takes to be...Deal of the Year.

MARCH 30, 2009

MUNICIPAL ZONING / APPROVALS:

Do you need to work with a municipality? What you should

APRIL 27, 2009

PERSONAL FINANCES:

Personal finances in crazy times. The 1-2-3s of your money.

MAY 18, 2009

ENVIRONMENTAL ISSUES:

Brownfields to Phase II...How this affects your project.

JUNE 22, 2009

TECHNOLOGY: T1s.

Wireless Office. ISDN. Fiber Optic. What you need to know to help your clients...

JULY 27, 2009

BUILDING MECHANICALS: Know the Basics! HVAC. Roofs. Parking Lots and more...

AUGUST 17, 2009

APPRAISAL:

What makes up an appraisal. Appraisals in 2009 and beyond...

SEPTEMBER 28, 2009

TIF, BID & OTHER FUNNY ACRONYMS:

Make sense of CRE ALPHAbet soup?

OCTOBER 26, 2009

OFFICE:

Leasing, sales and negotiating.

NOVEMBER 16, 2009

LAND SURVEY:

The basics. What every broker, banker and attorney should know...

DECEMBER 14, 2009

RETAIL:

Leasing, sales and negotiating.

Monthly Business Development Luncheons will be held at the CARW Office 12pm until 2pm (Registration starts at 11:45am)

\$15 for CARW Members

\$30 for Non-Members

(includes box-lunch)

Please submit registration forms to: allyson@carw.com

The Commercial Association of REALTORS

12300 W. Center Street

Milwaukee, WI 53222

P: 414/271.2021

F: 414/271.6126

For more information about course content, please contact: John Czarnecki at jczarnecki@commercialunited.com

Special Thanks to our Rookie Series Sponsors:



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CARW Rookie Series Registration Form

Please submit completed registration form along with payment to the CARW office:
12300 W. Center Street, MKE, WI 53222
p: 414/271.2021
f: 414/271.6126
e: allyson@carw.com

Space is limited, first come, first serve basis

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sign up for ONE or MORE classes

Name: _____

Company: _____

Email: _____ Tel: _____

\$ _____ (course fee) **\$15 CARW Members** Check Enclosed in the amount of \$ _____
\$30 Non-Members

X _____ (# of Meetings) Please Charge my **Master Card** or **VISA**

\$ _____ **TOTAL AMOUNT** # _____ exp _____

OR
Pay for all 12 Rookie Series classes before
January 26, 2009 for only \$150!
(CARW Members Only)

\$ _____ **ALL 12 Rookie Series**

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