

Commercial & Industrial Real Estate Training for 2009



Introduction to Commercial Real Estate

Working in Commercial and Industrial real estate can provide exciting opportunities resulting in financial success and career satisfaction. This course is designed to give those contemplating a career in this sector a good foundation of knowledge about how commercial and industrial transactions are performed. The program is designed for new entrants into the industry and those contemplating a career in this industry sector.

17 February 2009 - REIQ House Brisbane - 9.00am - 5.00pm

16 June 2009 - REIQ House Brisbane - 9.00am - 5.00pm

Commercial Specialist Programs

Sales, Leasing and Property Management

The REIQ is supporting the commercial and industrial sector with a series of short course programs targeting specific areas of practice. Whether you are new to the industry or a seasoned practitioner, these courses will ensure you have a thorough understanding of important issues and current business practices affecting your sector.

Courses have been scheduled with busy professionals in mind and are offered in two hour blocks. You can book into a single module or do three, two hour modules to make a full day session of comprehensive learning.

These sessions will be held monthly for a period of eight months and the topics will change every month. You may commence the program at any stage as all sessions will start from the beginning again once completed.

As an added bonus, these programs are supported by comprehensive articles, which are sent to all participants following each course to provide additional benefit and detailed content.

Retail Leasing

27 March 2009 - REIQ House Brisbane - 9.00am - 5.00pm

11 May 2009 - REIQ Cairns - 9.00am - 5.00pm

10 September - REIQ House Brisbane - 9.00am - 5.00pm

Sales

25 January 2009 - REIQ House Brisbane

The job, you and PAMD Act - 8.30am - 10.30am

Prospecting and networking - 11.00am - 1.00am

Enhancing your inspection skills - 2.00pm - 4.00pm

18 March 2009 - REIQ House Brisbane

Creating winning proposals and submissions - 8.30am - 10.30am

Listing best practices and the PAMD Act - 11.00am - 1.00am

Marketing skills and methods of sale - 2.00pm - 4.00pm

21 April 2009 - REIQ House Brisbane

Optimising your negotiation skills - 8.30am - 10.30am

Contracts documentation and best practice -
11.00am - 1.00am

Enhancing your client communication skills -
2.00pm - 4.00pm



12 May 2009 - Townsville

Creating winning proposals and submissions - 8.30am - 10.30am

Listing best practices and the PAMD Act - 11.00am - 1.00pm

Marketing skills and methods of sale - 2.00pm - 4.00pm

24 June 2009 - REIQ House Brisbane

The job, you and PAMD Act - 8.30am - 10.30am

Prospecting and networking - 11.00am - 1.00pm

Enhancing your inspection skills - 2.00pm - 4.00pm

15 July 2009 - REIQ House Brisbane

Creating winning proposals and submissions - 8.30am - 10.30am

Listing best practices and the PAMD Act - 11.00am - 1.00pm

Marketing skills and methods of sale - 2.00pm - 4.00pm

18 August 2009 - REIQ House Brisbane

Optimising your negotiation skills - 8.30am - 10.30am

Contracts documentation and best practice - 11.00am - 1.00pm

Enhancing your client communication skills - 2.00pm - 4.00pm

7 October 2009 - REIQ House Brisbane

Optimising your negotiation skills - 8.30am - 10.30am

Contracts documentation and best practice - 11.00am - 1.00pm

Enhancing your client communication skills - 2.00pm - 4.00pm

Property management

27 February 2009 - REIQ House Brisbane

Property inspecting & analysis - 8.30am - 10.30am

Lease analysis & strategies - 11.00am - 1.00pm

Handover strategies - 2.00pm - 4.00pm

20 March 2009 - REIQ House Brisbane

Tenant services - 8.30am - 10.30am

Reporting & financial - 11.00am - 1.00pm

Strategic asset planning - 2.00pm - 4.00pm

23 April 2009 - REIQ House Brisbane

The job, you & PAMD act - 8:30am - 10.30am

Prospecting & networking - 11.00am - 1.00pm

Practical processes - 2.00pm - 4.00pm

14 May 2009 - Townsville

Property inspecting & analysis - 8.30am - 10.30am

Lease analysis & strategies - 11.00am - 1.00pm

Handover strategies - 2.00pm - 4.00pm

26 June 2009 - REIQ House Brisbane

Property inspecting and analysis - 8:30am - 10.30am

Lease analysis & strategies - 11.00am - 1.00pm

Handover strategies - 2.00pm - 4.00pm

17 July 2009 - REIQ House Brisbane

Tenant services - 8.30am - 10.30am

Reporting & financial - 11.00am - 1.00pm

Strategic asset planning - 2.00pm - 4.00pm

20 August 2009 - REIQ House Brisbane

The job, you & PAMD act - 8:30am - 10.30am
Prospecting & networking - 11.00am - 1.00pm
Practical processes - 2.00pm - 4.00pm



9 October 2009 - Townsville

Tenant services - 8.30am - 10.30am
Reporting & financial - 11.00am - 1.00pm
Strategic asset planning - 2.00pm - 4.00pm

Leasing

26 February 2009 - REIQ House Brisbane

Creating winning proposals & submissions - 8:30am - 10.30am
Listing best practices & PAMD act - 11.00am - 1.00pm
Marketing skills & methods of sale - 2.00pm - 4.00pm

19 March 2009 - REIQ House Brisbane

Optimising your negotiation skills - 8.30am - 10.30am
Lease documentation & best practice - 11.00am - 1.00pm
Enhancing your client communication skills - 2.00pm - 4.00pm

22 April - REIQ House Brisbane

The job, you & PAMD act - 8:30am - 10.30am
Prospecting & networking - 11.00am - 1.00pm
Practical processes - 2.00pm - 4.00pm

13 May 2009 - Townsville

Optimising your negotiation skills - 8.30am - 10.30am
Lease documentation & best practice - 11.00am - 1.00pm
Enhancing your client communication skills - 2.00pm - 4.00pm

25 June 2009 - REIQ House Brisbane

Creating winning proposals & submissions - 8:30am - 10.30am
Listing best practices & PAMD act - 11.00am - 1.00pm
Marketing skills & methods of sale - 2.00pm - 4.00pm

16 July 2009 - REIQ House Brisbane

Optimising your negotiation skills - 8.30am - 10.30am
Lease documentation & best practice - 11.00am - 1.00pm
Enhancing your client communication skills - 2.00pm - 4.00pm

19 August 2009 - REIQ House Brisbane

The job, you & PAMD act - 8:30am - 10.30am
Prospecting & networking - 11.00am - 1.00pm
Enhancing your inspection skills - 2.00pm - 4.00pm

8 October - Townsville

Creating winning proposals & submissions - 8:30am - 10.30am
Listing best practices & PAMD act - 11.00am - 1.00pm
Marketing skills & methods of sale - 2.00pm - 4.00pm

