



1,000 agents awarded “Commercial and Investment Real Estate Certified” in New York, Connecticut

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Sandy Hook, CT Over 1,000 agents in New York and CT. are now recognized as being “Commercial and Investment Real Estate Certified” (CIREC). Agents receiving this certification have completed an extensive program over three days (four days in CT), learning the foundations needed to provide commercial and investment real estate brokerage services. The program also serves as a refresher course for experienced commercial agents; and has been approved for Continuing Education credits in both states.

In this program agents expanded their skills learning about: Financial analysis, advanced investment analysis, internal rate of return functions, taxation, lease structures and clauses, green concepts and more.

Their abilities to work better with their clients and customers were enhanced with seminars on: Fair Housing as applied to Commercial Properties, Inadvertent Discrimination, Commercial Marketing Resources, Generational Marketing, Tenant and Buyer Representation, Requests for Proposal, Negotiation Skills and other topics.

These agents also demonstrated a commitment to ethical conduct by complying with the National Association of Realtors Code of Ethics requirement; to receive proper training before providing specialized real estate services, such as Commercial and Investment brokerage.

This program was developed and is instructed by Edward Smith Jr., CREI, ITI, CIC, GREEN, MICP, and CNE. Smith has been in the real estate business for over 40 years, has authored real estate continuing education courses, ten books on real estate and over 185 published articles.

He has personally taught over 13,600 agents to do commercial brokerage. For details about the “Commercial and Investment Real Estate Certified” program and course schedule visit his website at www.CommercialEd.com . Contact Ed at creteach@charter.net .

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