



Smith to instruct new CE Course in Connecticut and New York

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Edward Smith

West Babylon, NY Edward Smith's new course: "Real Estate Formulas and Calculations: Using the HP10BII+ Calculator" has been approved for continuing education in CT and N.Y. Some people find the most difficult part of doing residential, commercial and investment real estate is learning the formulas and doing the calculations. In this course you will learn the formulas and how to "do the math" to determine valuation, mortgage costs and pay off figures, financial analysis, for comparing investments, determining returns on investments, calculating Internal Rate of Return, Net Present Value, commission calculations and more. You will "learn by doing" these sometimes simple and sometimes complex calculations on the Hewlett Packard handheld calculator. The author said, "It is immensely valuable, when I am with a client, to be able take out my calculator and immediately solve a problem. Plus, clients are impressed with such professionalism!"

You will receive a copy of Smith's textbook "Real Estate Formulas and Calculations: Using the HP10BII+ Calculator" to refer to in the course and after the course too. This book shows you how to use the calculator, with illustrations and practice problems in each chapter.

Students must purchase and bring to the course the HP10BII+ calculator. It is available from HP online, it is sold in some stores and a phone app is also available.

This course, textbook and the HP10BII+ calculator are essential "tools" for every real estate agent!

In CT the course is being given by the Northern Fairfield County Association of Realtors in Bethel on July 20, 9:30 a.m. to 4:30 p.m. (6 hours CT CE credit) to register call (203) 744-7255.

The N.Y. course is being given by the Long Island Board of Realtors in West Babylon on September 27, 9 a.m. to 5:30 p.m. (7.5 hours of NY CE credit). To register call the education department at (631) 661-4800.

Smith has over 40 years' experience in commercial and investment real estate brokerage. Over the last 18 years, he has shared his knowledge and experience by developing and teaching over a dozen courses, writing nine books and 100's of articles. He has personally trained over 12,000

agents how to do commercial and investment real estate brokerage and thousands of other agents have learned this business through his textbooks.

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