



## BCCAR University Presents:

### The Investment Cycle: Buy, Manage & Sell

A Professional Development opportunity offered exclusively by the Burlington Camden County Association of REALTORS®

**Instructor:**

David M. Gorenberg, Esq.

Land America 1031 Exchange Services

**Date:**

Friday  
Jan. 18, 2008  
9:30 am - 12 noon

**Location:**

Association Headquarters  
Cherry Hill, NJ

**Investment:**

**FREE**  
**\$25 non-member**  
Registration deadline,  
Jan. 17, 2008

**RSVP to:**

Burlington Camden County  
Association of REALTORS®  
306 Kings Hwy South  
Cherry Hill, NJ 08034  
856-428-1013 (phone)  
856-428-1393 (fax)

[www.bccar.us](http://www.bccar.us)

The course explores the real estate investment cycle. It is designed to provide information regarding the acquisition, operation and disposition of real estate with special concentration on the "investment" and "income producing" parts of the investment cycle. Upon completion you will have a better understanding on developing a business plan for any property. Also, how to properly analyze the income and profit potential of a property offering, communicate effectively with industry professionals and clients, and prepare a management and cash flow strategy for any income producing property.

**Course Objectives:**

- ◆ To expand the understanding of real estate investing
- ◆ To better serve the client who purchases investment real estate
- ◆ To understand the potential tax implications of real estate ownership and investment
- ◆ To understand the fundamentals of investment analysis
- ◆ To understand the management of investment real estate and how to create value
- ◆ To calculate gains or losses resulting from the disposition of real estate
- ◆ To understand the rules and procedures regarding the disposition of real estate using the installment sale and tax deferred exchange
- ◆ To increase the real estate professional's value to clients!

**The Investment Cycle: Buy, Manage & Sell (#011808)**

Name: \_\_\_\_\_ e-mail: \_\_\_\_\_

Company: \_\_\_\_\_ tel #: (    ): \_\_\_\_\_

Company Address: \_\_\_\_\_

**Payment Information:**

Check Enclosed      Amount (check, or to charge): \$ \_\_\_\_\_

MasterCard/VISA #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_

- Please check here if you have a disability which will require special services at the course. Attach a written description of your needs.

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