

2026 COMMERCIAL EDUCATIONAL CLASS SERIES

Commercial & Investment Division
Financial Opportunities in Commercial Real Estate



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

All Classes are on Zoom: \$10

Click on any of the following classes for more information and to register
Contact Carrie at (818) 947-2299 to register for multiple classes at once



Scan to Visit
C&I Website

Intro and Overview of Commercial RE Analysis



Feb. 25
9AM - 11AM

Optional 30 minute Q&A
with instructor 11AM - 11:30AM

Brian Hatkoff, CCIM
Hatkoff Investments

EFFECTIVE COMMERCIAL LEASE AGREEMENTS



Mar. 11
9AM - 11AM

Optional 30 minute Q&A
with instructor 11AM - 11:30AM

Bruce Hatkoff, Esq.
Hatkoff & Minassian

Lending For Commercial Real Estate



Apr. 1
9AM - 11AM

Optional 30 minute Q&A
with instructor 11AM - 11:30AM

Arnie Garfinkel
All Star Group

DEFERRING CAPITAL GAINS THROUGH 1031 EXCHANGE



May 13
9AM - 11AM

Optional 30 minute Q&A
with instructor 11AM - 11:30AM

Phil Atwan
*Senior Vice President,
Asset Exchange Company*

TAX & LEGAL IMPACT ON COMMERCIAL REAL ESTATE



June 24
9AM - 11AM

Optional 30 minute Q&A
with instructor 11AM - 11:30AM

Tony Watson
Robert Hall & Associates

INTRO AND OVERVIEW OF COMMERCIAL RE ANALYSIS



July 22
9AM - 11AM

Optional 30 minute Q&A
with instructor 11AM - 11:30AM

Brian Hatkoff, CCIM
Hatkoff Investments

DUE DILIGENCE IN COMMERCIAL REAL ESTATE TRANSACTIONS



August 5
9AM - 11AM

Optional 30 minute Q&A
with instructor 11AM - 11:30AM

Arthur Pfefferman
Coldwell Banker Commercial

PROPERTY MANAGEMENT FOR INVESTMENT REAL ESTATE



Sept. 9
9AM - 11AM

Optional 30 minute Q&A
with instructor 11AM - 11:30AM

To Be Announced
To be Announced

INTRO AND OVERVIEW OF COMMERCIAL RE ANALYSIS



Oct. 14
9AM - 11AM

Optional 30 minute Q&A
with instructor 11AM - 11:30AM

Brian Hatkoff, CCIM
Hatkoff Investments

EFFECTIVE COMMERCIAL PURCHASE AGREEMENTS



Nov. 4
9AM - 11AM

Optional 30 minute Q&A
with instructor 11AM - 11:30AM

Bruce Hatkoff, Esq.
Hatkoff & Minassian

THE BASICS OF SMALL BUSINESS BROKERAGE



Dec. 9
9AM - 11AM

Optional 30 minute Q&A
with instructor 11AM - 11:30AM

John Shamoun
Johnnie Shamoun Business Broker

MORE INFORMATION

- Classes are held on Wednesdays 9am to 11am.
- Optional 30 minute Q&A with instructor 11AM-11:30am.
- Classes do not provide continuing education credits.
- Take 5 Classes and receive 1 free.
- Text COM to (818) 338-1414 for texting updates

The Commercial & Investment (C&I) division provides networking and educational meetings for professionals working in commercial real estate and those wishing to enter the industry. C&I provides resources for new programs or services to improve commercial members' experience.