



## **ASM 603, 604, 605 FINANCIAL OPERATIONS & ASSET MANAGEMENT MARCH 19-23, 2012**

**DOUBLE TREE HOTEL  
1111 Jefferson Road  
Rochester New York 14623  
585-475-1510**

**Premier Member - CPM®, Candidate, ARM®, AcoM, AMO Firm Employee \$1500  
Classic Member – Associate Member, Student Member, Academic Member \$1730  
Non-Member \$1870  
Guest Rooms \$135 before March 1<sup>st</sup> after \$189.95**

### **ASM603 - Investment Real Estate Financing and Valuation - Part One March 19 & 20**

Utilize financial tools that will build value and increase income for your business holdings.

#### **What you will learn:**

- Economics of real estate investment
- Sources of financing
- Loan calculation
- Loan analysis
- Property valuation and capitalization rates

#### **How you will benefit:**

- Produce higher revenue for your portfolio despite fluctuations in the financial and real estate markets
- Negotiate optimal financing packages that will maximize your cash flow
- Boost client satisfaction levels with accurate property valuations and risk assessments

### **ASM604 - Investment Real Estate Financing and Valuation - Part Two March 21 & 22**

Learn how to determine the performance of real estate assets using a variety of measurement tools and approaches.

#### **What you will learn:**

- The time value of money
- Discounted cash flow, valuation and investment return
- Mid-stream analysis
- Discounted cash flow and leases

#### **How you will benefit:**

- Enhance the long-term financial outlook of your portfolio
- Secure the future prosperity of your business
- Shape leases to your advantage and generate higher returns for your clients

### **ASM605 - Investment Real Estate Financing and Valuation - Part Three March 23**

Think strategically and apply your new knowledge from ASM603 and ASM604 to "real-world" investment scenarios. This course features in depth discussion and hands-on application of concepts used to perform multiple cash flow analyses.

#### **What you will learn:**

- Taxation
- Practical applications and analysis of case studies

#### **How you will benefit:**

- Maximize the value of properties and consistently deliver forecasted returns for owners and investors
- Strengthen client relationships and win new business with newly developed financial acumen

**REGISTRATION FORM**

**ASM 603, 604, 605  
MARCH 19-23, 2011**

**Double Tree Hotel  
1111 Jefferson Road  
Rochester New York 14623  
585-475-1510**

**Call Double Tree Directly for Guest Rooms  
Mention IREM Chapter 58 for Discounted Rate of \$135**

**NAME**\_\_\_\_\_

**COMPANY**\_\_\_\_\_

**ADDRESS**\_\_\_\_\_

**CITY**\_\_\_\_\_ **STATE**\_\_\_\_\_ **ZIPCODE**\_\_\_\_\_

**AMOUNT ENCLOSED**\_\_\_\_\_

**CREDIT CARD NUMBER**\_\_\_\_\_

**MASTERCARD**\_\_\_\_\_

**VISA**\_\_\_\_\_

**EXPIRATION DATE**\_\_\_\_\_

**SECURITY CODE**\_\_\_\_\_

**NAME ON CARD**\_\_\_\_\_

**SIGNATURE**\_\_\_\_\_