



Kansas City
CCIM Chapter



Broker Estate Building Course

September 6-7, 2018

9 a.m.— 4 p.m.

\$100 chapter members

\$150 non-members

Dentons

(4520 Main Street, Kansas City, MO 64111)

This course will prepare the practicing real estate agent to help grow his/her estate through the use of real estate. The instructors have developed and implemented the systems they teach. The course is packed with techniques, formulas, and actual life experiences. Attendees will learn how commercial practitioners can help create and accumulate wealth. Come and discover how to build your estate.

YOU WILL LEARN:

- The importance of goals for your real estate portfolio
- How to implement the safety first formula in real estate investment
- Alternative ways to use real estate exchanges
- The use of various types of real estate options
- How to work with banks to buy more property
- How to enhance your ability to sell through creative seller financing
- How to use creative real estate formulas to increase your wealth

REGISTER AT CCIMKANSASCITY.COM



**John P. Brennan,
CCIM, SEC**

John graduated Miami University with a B.S. in Accounting. His career includes an impressive array of experience including working in the audit department for Arthur Anderson, and tax department for Price Waterhouse. John started his commercial real estate investment, leasing, brokerage, and management company in 1988 in Dallas.

John served on the North Texas CCIM Chapter Board and was President of the Society of Exchange Counselors. Additionally, he has been a member of the S.E.C. (Society of Exchange Counselors) Education Foundation since 1994, serving as President in 2016. He has obtained both his CCIM and CPA designations.

INSTRUCTORS

After Gary obtained a B.A. in Economics and Political Science, he started law school with classes in real estate and contract law which inspired him to pursue a real estate career. He has served two terms as Michigan REALTORS Land Institute President and as many times as Michigan RLI Marketer of the Year. He has sat on the RLI National Executive Council and is an active member of the National council of Exchangers.

Additionally, Gary has twice won the S.E.C. (Society of Exchange Counselors) Cliff Weaver award for most creative real estate transaction and has served as President of that same organization. He holds the CCIM and ALC designations.



**Gary Vandenberg,
CCIM, SEC**