



## **Dan L. Andrews, GRI, RAM, ACP**

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**Speaker fee:** \$3,000 + Expenses for 1-6 hours courses  
\$299 per person (\$7,000 minimum) + Expenses for 2 six-hour days  
course (12 hours total)

**Course Lengths:** 1-6 hours and 12 hours

### **BIO**

Dan L. Andrews is President of Commercial Real Estate Advisors, LLC and is retained as Retail Site Selection Manager for Sprint INTOUCH Communications of Michigan. He is the author and developer of the Accredited Commercial Professional™ (ACP) Training Program, *How to Successfully List and Sell Commercial Real Estate* and *Guide to Leasing Commercial Property*, both of which are used by Denver-based RE/MAX, LLC, to develop its global commercial training programs.

Awarded a Bachelor of Science degree from Virginia Tech, he is past director of the University of Michigan Extension Service Real Estate Education Program and has conducted webinars, podcasts and live presentations to nearly 40,000 individuals in the Latin American/Caribbean countries, Canada, various States and numerous Boards of REALTORS®. With over 25 years of diversified real estate and management experience, Dan has leased, listed and sold millions of dollars in real estate.

### **COURSE DESCRIPTIONS**

#### **Estimating Market Value of Commercial Property**

The course covers most types of commercial/investment property, the basics of market value estimation, three approaches to determining value, and estimation of market value by commercial category. *(3-6 hours)*

#### **Developing DYNAMIC Commercial Listing Presentations**

Covered in this course is how to develop pre-listing packets, gather proper data, and qualify owner's needs; how to develop personal and marketing service offerings, and create listing presentations. *(3-6 hours)*

#### **Smart Prospecting for Commercial Listings**

The course covers the basics of prospecting, including building a prospect database, using spheres of influence, prospecting by commercial property types, and prospecting techniques for each property type. *(1-2 hours)*

#### **Working with Commercial Sellers and Buyers**

Covered in this course is how to identify which basic services to offer sellers, how to use internet marketing, social and traditional media, how to use property analysis reports, engage in buyer due diligence, and how to use alternative options for financing commercial property. *(3-4 hours)*

#### **How to Successfully List and Sell Commercial Real Estate**

Approved for CE Credits by the Real Estate Commissions of Michigan, Indiana and Florida, this comprehensive course is an introduction to listing and selling commercial property. It covers how to estimate commercial market value, prospecting for commercial listings, creating commercial listing presentations, working with sellers by using the internet, traditional and social media, and working with buyers using property analysis reports, due diligence and alternative financing options. *(2 six-hour days)*