



**JERRY NEWTON**  
REAL ESTATE & DEVELOPMENT, INC.

*Is pleased to offer*

**2009-2010 MANDATORY  
NCREC REAL ESTATE  
UPDATE COURSE**

And

**NORTH CAROLINA REAL ESTATE COMMISSION  
ELECTIVE #3024**

**SITE SELECTION**

**AN EXAMINATION OF HOW SITE SELECTION  
WORKS INCLUDING THE USE OF  
DUE DILIGENCE AND DESIGN**

We say real estate is all about location. So why not learn from a national expert how you can apply proven principles of the trade to provide outstanding brokerage service when dealing with site selection.

- Site selection basics for -  
apartment communities - subdivisions -  
town centers and planned unit developments - commercial strip  
centers - free standing commercial - retail - office space --  
industry
- Site analysis and property evaluation for all types of  
commercial brokerage deals
- Site design principles

This class is designed for all Real Estate agents regardless of your level of knowledge or comfort of commercial brokerage. Residential brokers will learn very helpful points from the course.

The principles learned and applied will make you a better agent in applying the all important real estate maxim-  
**location, location, location.**

Remember to bring your Pocket Card!  
Registration begins 15 minutes prior to class

**March 3, 2010 8:30-  
5:30  
Update & Site Selection**

**March 24 8:30-12:30  
Update**

**Central Carolina  
Association of  
REALTORS®**

**250 Branchview Drive,  
NE  
Concord, NC 28025**

**Register online at  
[www.ccarcarolinas.com](http://www.ccarcarolinas.com)**

*Cost per course-*  
CCAR Members \$53  
non-members \$58

*checks payable to:*  
Jerry Newton READ, Inc

**About the Instructor-  
Jerry Newton**

*"Jerry has the ability to make seemingly impossible situations look easy. He is a gifted real estate professional who is not limited to one or two parts of our profession but fully skilled, tested, and proved as a true expert in many areas dealing with regulations, land and property."*

*- Lois Branning,  
2008 NC Real Estate Commission  
Educator of the Year*

*Jerry Newton, AICP,*



*a nationally well known land use planner, a broker, and general contractor with over 25 years of success in Public and Private Sector planning, development, and real estate.*