



# RCAOC

REALTORS® Commercial Alliance of Orange County

*previously known as Orange County Commercial Association of REALTORS®*

Monthly Education Series  
Wednesday, June 11, 2008

# Commercial Investment Lending

*With Guest Speaker:*

**Brian P. Harrison**

Vice President & Senior Relationship Manager of Alliance Bank

**DATE:** June 11, 2008  
**TIME:** 3:00 – 5:00 PM  
**LOCATION:** Apartment Association of Orange County  
12822 Garden Grove Blvd., Suite 120  
Garden Grove, CA 92843

**FREE** to RCAOC Members  
**\$20.00** Non-Members

**OR** Join RCAOC for \*\$49.00 - includes  
12 Months of Education Series  
(\$240 value)

\*2008 Secondary Membership Special

*Gain a Better Understanding of the Various Aspects of  
Commercial Investment Lending and their Applications.*

- **Loans for investment properties**
  - Differences between various commercial loans and their lenders.
  - How to help your client find the best lender and loan program for their property
  - Loan details: How commercial loans differ from home loans, debt service coverage vs. LTV, prepayment, term, defeasance requirements, etc.
  - Items required to process a loan and underwriting criteria
  - How to avoid problems when assisting buyers and sellers.
- **Additional topics include:** Loans for user properties and business, construction loans, affects of the subprime meltdown, and new trends in commercial lending.

Name \_\_\_\_\_ Phone \_\_\_\_\_

Company \_\_\_\_\_ Email \_\_\_\_\_

Address, City, Zip \_\_\_\_\_

Send your RSVP and Payment to:  
REALTORS® Commercial Alliance of Orange County  
3520-B Cadillac Avenue, Costa Mesa, CA 92626 or Fax to: (714) 751-0126  
Phone: (714) 432-1830