



THE REAL ESTATE COUNCIL
FOUNDATION

Real Estate 101 for NonProfits Overview 2018

What is Real Estate 101 for NonProfits?

Real estate is typically the second largest budget item for a nonprofit organization, making it a high priority for the senior staff and board of directors. Presented free of charge, TREC has created a special series of five two-hour workshops focused on the most important real estate issues facing nonprofit organizations. More than 200 nonprofit executives have taken the course.

Program dates for 2018 are as follows:

Module I:	Real Estate Overview – Planning (Board Dynamics), Hiring a Broker, Selling and Leasing vs. Owning and Potential “Bumps”	August 21
Module II:	Being a Savvy Tenant, Buyer or Seller (Lease Agreements, Contracts, Title Policy, Survey, Appraisals, Environmental Studies and Property Condition Assessments)	September 18
Module III:	City Planning & Zoning Gifts of Real Estate	October 30
Module IV:	Design and Construction for Purchasing or Leasing	November 27
Module V:	Finding the Money – All the Various Sources of Funds	December 11

Who should participate?

Real estate is complicated and decisions can be quite costly to the organization. The sessions are **open only to senior level nonprofit professionals** with responsibilities for real estate decisions. The best participants are senior staff members. **Third party representatives such as brokers are not eligible. One person per organization**, per session, may attend per year. However, we recognize changes occur and allow organizations to send a new participant with real estate responsibilities every year.

What are the requirements?

Interested organizations should complete the application. Selected attendees must complete four of the five sessions. Attendees must be an employee or board member of the registered organization. Each organization that completes the series will be recognized on TREC's website. Space is limited.

Is there a cost?

TREC's Real Estate 101 program is sponsored by The Real Estate Council Foundation and Solender/Hall, Inc. **There is no cost to attend.**

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Where are the classes held and at what time?

Sessions will be hosted at TREC's office located at 3100 McKinnon St., Suite 1150, Dallas, TX 75201. Parking is free. Each session will start promptly at 11:15 a.m. and end at 1:30 p.m. Lunch will be provided.

Who will be leading the course?

Eliza Solender, president of Solender/Hall, Inc. Commercial Real Estate Services, broker and national expert on nonprofit real estate leads the course along with panels of commercial real estate experts.

When is the deadline to apply?

Space is limited. Applications must be submitted no later than **Friday, June 22, 2018.** Organizations will be notified as to admission or non-admission by July 6, 2018.

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