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## **SIOR national designation courses offered at convention**

August 07, 2008 - Spotlights

The SIOR national designation courses for the SIOR accreditation will be offered for the last time this year at the fall convention in Minneapolis. The courses will be offered on Tuesday and Wednesday, October 28th-29th. Students can then stay for the fall national convention and attend events even if they have not earned their designation. This format was intentionally created 2 years ago to allow students the ability to experience the SIOR national programs and sense the value of networking with 700 of the top commercial brokers who attend the convention. Many students have expressed high value of learning and finding new business from the convention attendees.

During 2008, the SIOR courses were offered in Atlanta and Seattle and now Minneapolis. Such topics include the elite Synergistic Sales Skills, The Art and Science of Negotiating; Build-to-Suit Pro Forma; Construction Knowledge; Ethics; Investment Financial Analysis; The Lease Document, etc. SIOR has been on the forefront of mixing knowledge and skill base type courses taught only by the most elite commercial practitioners. These skill classes have been the leader in the industry and improved annually. The instructors are not full time educators but elite brokers who have consummated the top deals in the U.S. and sharing their deal-making knowledge with students.

The Minneapolis courses will include: Real Estate Investment and Financing; Understanding the Lease Document; Construction; Ethics and Professional Standards.

Register for the SIOR courses at [www.sior.com](http://www.sior.com)

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