



**TAR®**

***Commercial Contracts 2019-2020*©**

**Ronnie Lee Phillips**

**Commercial Real Estate Instructor**



**6-Hrs CE Credit**

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**Course & Instructor Approved:**

**State Real Estate Commissions, Boards &  
REALTOR® Associations**

**Real Estate Licensees Earn 6-Hrs CE Credit**

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## Key topics include

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**This course serves to introduce detailed discussion and thorough illustration to commercial and residential professionals the 2019-2020 TAR<sup>®</sup> commercials forms.**

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**Key topics include**

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**Expert instruction on the TAR<sup>®</sup> commercial sales contract and its accompanying forms, such as listing agreement and disclosures.**

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## Key topics include

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**Instruction follows** a line item discussion **of the commercial sales contract.**

**Followed by** mock class room negotiations **on commercial real estate in agent's local market.**

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# Learning Outcomes

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- **How to be confident with language of the sales contract to work efficiently with both buyers and sellers of commercial real estate.**

# Learning Outcomes

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- **How to use the TAR<sup>®</sup> sales contract and forms to increase negotiation skill level and for practice in completing an agent's successful commercial property transaction.**

# CRE Instructor

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**Ronnie Lee Phillips, received his Master of Land Economics & Real Estate degree from Texas A & M University.**

**This highly regarded real estate degree program of study is one of the top ranked in the United States.**

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# CRE Instructor

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**Ronnie Lee Phillips, is a principal real estate broker in California & Tennessee. He is the principal advisor for his firm RealStar Realty Advisors, LLC.**

# CRE Instructor

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Ronnie Lee Phillips holds the exclusive *Certified International Property Specialist*© designation from NAR©.

To date Ronnie Lee Phillips has presented approximately three thousand five hundred hours of real estate instruction for accredited colleges and REALTOR® Associations on a national and global basis.



**THANK  
YOU!**

Contact

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