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2021 TEXAS REALTORS® EDUCATOR OF THE YEAR
FOX 26 REAL ESTATE COMMENTATOR

THE GUILLORY GROUP
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COMMERCIAL REAL ESTATE CE COURSE LINEUP 2027

1 Crossing Over

Same License, Different Arena: Crossing Into Commercial Real Estate™

Your residential client wants commercial property—now what?! Discover what changes and the risks that come when a transaction crosses into commercial. And learn when to refer, partner, or pursue!

2 Leasing Basics

Commercial Leasing 101™

Commercial leasing is a different ballgame, and knowing the rules changes everything! Explore NNN leases, percentage rent, property tours, tenant build-outs, and negotiations from both sides of the table.

3 Lease Language

Commercial Leasing Contracts 101™

The deal isn't done just because clients agree on the rent! Explore lease contracts, construction riders and commission agreements. Uncover the provisions and pitfalls that can make or break the deal.

4 Letters of Intent

Commercial Letters of Intent 101 – Leasing & Sales™

Before the contract is the conversation – often, the letter of intent! Explore leasing and sales negotiations by uncovering common LOI clauses while learning to structure terms and avoid costly missteps.

5 Beyond the Walls

Commercial Buildings 101: Know Them Before You Show Them!™

Pretty properties can hide expensive problems! Explore and learn the building systems, physical conditions and operational considerations that impact what you're showing, selling, or leasing.

6 Decode the Deal

Deal Dynamics: Deciphering Commercial Real Estate Contracts™

The real story of a CRE deal is buried in the contract! Unpack critical clauses, contingencies, obligations, and risk allocation while learning to spot red flags and anticipate complications.

7 Contracts to Closing

Commercial Sales 101: From Client to Contract to Close™

CRE sales involve more than finding a buyer and signing a contract! Follow the deal from client intake through closing while exploring due diligence, negotiations and the terms that keep the deal moving.

8 Keeping It Legal

Things You Need to Know About Practicing Law in Real Estate™

CRE contracts change with virtually every deal. For agents, one wrong word or unauthorized can morph into a legal nightmare! Learn how and when to modify, when to stop, and when to call an attorney!

