

Accelerate Your Rise To Success

in commercial investment real estate



This introductory course teaches you the fundamentals of the commercial investment real estate industry and demonstrates how to apply these skills using real-world examples and case studies. You'll have the confidence to answer your client's questions, anticipate their concerns, and plan for their needs when you have a solid commercial foundation from which to start.

CI Intro: Introduction to Commercial Investment Real Estate Analysis

Date: February 09, 2012 - February 10, 2012

Times: First Day Check-in: 7:30 - 8:30 a.m.
Class: 8:30 a.m. - 5:30 p.m.

Course Location:

Springhill Suites
7514 Remcon Circle
El Paso, TX 79912

After this course, you will be able to:

- Solve investment problems using a financial calculator.
- Understand basic real estate investment analysis tools. You will know how to estimate net operating income, cash flows before tax, and how to calculate the internal rate of return.
- Perform basic mortgage calculations using compounding and discounting techniques.
- Know how to compare similar properties, project vacancy rates, and estimate absorption figures.
- Know other ways to make a profit in commercial real estate besides brokerage. Be familiar with lucrative services like tenant representation, land acquisition, leasing, finance, property management, and appraisal.

Course Prerequisite:

There is no prerequisite for CI Intro

Instructor(s):

- Sozzi Jones-Walker, CCIM

Ways to Register:

Phone : (800) 621-7027

Fax : (312) 321-4530

Online : [course registration](#)

Mail : CCIM Institute
13650 Collection Center Drive
Chicago, IL 60693-0136

Please note that registration cannot be confirmed until payment has been processed. Mailed registrations can take up to two weeks to process.

Course Credits:

- 1 CCIM Course Credits.
- Continuing Education for TX:

Type	Hours	
Broker	12 MCE (no law)	Provider #0099; Course#:12-00-120-7600. This applies toward both Brokers and Sales.
CPA	18 CPE	Beginner Level
Sales	12 MCE (no law - broker elective)	
- See <http://www.ccim.com/cecredit> for Continuing Education credit in other states.

Required Equipment:

- Hewlett-Packard financial calculator. HP-10BII model is highly recommended.
- A laptop computer is optional in the Introduction course.

Tuition Information:

[] \$295

Student Information:

CIINTR9392 (Gen:January 11, 2012)

Name: _____
Address: _____
Phone: _____
Email: _____
Credit Card: _____
Expiration Date: _____

NOTE: The CCIM Institute reserves the right to cancel or change any scheduled course at any time. Students enrolled in a course that is cancelled will be notified as far in advance as possible. Students have the option of getting a full refund or transferring into another course. Please note that the Institute is not responsible for any out-of-pocket expenses (lodging, airfare, etc.) students may incur when a course is cancelled. Students who cancel or transfer a course registration are subject to fees of up to \$200. Please visit web.ccim.com/policies for complete details.