Letter from the 2019 President

Dear Members,

Happy New Year! I am very excited for 2019 and look forward to helping the NM Chapter continue to be successful.

I know hearts were heavy this first Deal Making Session without the beloved Rich Diller. We paused for a moment of silence to remember Rich and his family.

Following the deal making, the member’s only meeting focused on the two primary goals for 2019.

1. Marketing Initiatives.
   - Begin implementing the CCIM Institute Marketing Plan
     - This is a three phase process that the CCIM Institute has implemented.
     - In order for this plan to be beneficial, it will take not only input from the Board and our members, but a collaborative effort of the plan that is decided upon.
   - Revamp current marketing efforts.

2. Growing awareness of what a CCIM is to other industries.
   - We discussed the importance of making other professional industries that are tied to commercial real estate transactions more knowledgeable of what a CCIM is and how it can add value to transactions and relationships. For example, law firms, CPA’s and or the medical field.

I truly appreciate the ideas and input at the Member’s Only Meeting. If anyone is interested in being part of these marketing efforts, please contact me. I know these goals can only be accomplished with many minds and hands.

MARK YOUR CALENDAR- The next Deal Making Session will be held on February 6th with Jim Strozier from Consensus Planning, who will be providing an update on the Integrated Development Ordinance (IDO).
Sincerely,
Jessica Kuhn, CCIM

Education Opportunities

Complete all 4 of your core courses in 7 months to test in San Diego in the fall, all without leaving the Southwest!

**CCIM CI 101**
January 28-31, 2019 | 8:30 a.m. - 5:30 p.m. | 10 CE Credits
Fidelity National Title | 8500 Menaul Blvd NE
Register Online | Print Flyer
CI 101 introduces the CCIM Cash Flow Model, a tool for ensuring your investment decisions are based on wise finance fundamentals. During the course, you will learn how to use key financial concepts such as Internal Rate of Return (IRR), Net Present Value (NPV), Cap Rate, Capital Accumulation, and the Annual Growth Rate of Capital to compare different types of commercial real estate investments.
Instructor: Alec Pacella, CCIM

**CCIM CI 104**
March 25-28, 2019 | 8:30 a.m. - 5:30 p.m. | 10 CE Credits
Fidelity National Title | 8500 Menaul Blvd NE
Register Online | Print Flyer
CI 104 uses advanced analyses to build on the core CCIM concepts. Sensitivity analysis allows you to pinpoint exactly how slight changes in market fundamentals affect investment goals. Risk analysis uses past performance to anticipate how an investment is exposed to external and internal threats. Learn how to mitigate those threats through smart planning and negotiations.
Instructor: Robin Dyche, CCIM

**CCIM CI 102**
April 30-May 3, 2019 | 8:30 a.m. - 5:30 p.m. | 10 CE Credits
Greater El Paso Association of Realtors | 6400 Gateway Blvd E
Register Online
CI 102 shows you how to deploy “big data” and the most advanced digital tools to assess critical issues like market demand, location facility, and supply-chain strategy.

**CCIM CI 103**
July 16-19, 2019 | 8:30 a.m. - 5:30 p.m. | 10 CE Credits
Greater El Paso Association of Realtors | 6400 Gateway Blvd E
Register Online
In CI 103, you'll learn such advanced skills as how to perform a comparative lease analysis between competing assets, analyze a sale-leaseback to help a client generate capital from their owned real estate, and advise a client on a lease vs. purchase decision to facilitate an expansion.

**CCIM NM Scholarship Opportunities** support qualified real estate professionals in their efforts to achieve the CCIM designation. Recipients should exemplify the high caliber of professionals that comprise the CCIM Institute. Scholarship opportunities are announced annually during the fall via email. Learn more [here](#).

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**Online Designation:**
- CI 101: [Online (self-paced)]
- CI 102: [Online (self-paced)]
- CI 103: [Online (self-paced)]
- CI 104: [Online (self-paced)]
- Ethics: [Online (self-paced)]

**Classroom Designation & Blended Learning:**
- CI FOUD (Foundations for Success): October 21-22, 2019 Phoenix, AZ
- CI 102 (Market Analysis): May 20-23, 2019 Phoenix, AZ
Online & Classroom Ward:

- **Commercial Real Estate Negotiations**: May 13, 2019 Denver, CO
  Learn and apply the CCIM Interest-based Negotiations Model to your most challenging transactions. Learn new, proven strategies to client acceptance that will get you out of the "high/low game" and other tactics that can derail a successful transaction.

- **Advanced Market Analysis for Commercial Real Estate**: May 24, 2019 Phoenix, AZ
  Advanced Market Analysis for Commercial Real Estate is designed to improve your understanding of timing/location and increase your possibilities for success in today's market. In this course, you will get hands-on experience with market analysis tools like STDB to identify the best locations for specific types of properties.

Announcements

**STDB: Site to Do Business**
STDB is a veteran market leader in commercial real estate demographics. Over the past 15 years, the technology has developed to best serve the needs of commercial real estate professionals across the country. By integrating online data into a dynamic GIS mapping environment, the site allows users to competently and consistently make the best decision possible for a given piece of real estate.

[Learn more.](#)

2019 Sponsors

**PLATINUM**

**GOLD**

**SILVER**
## CCIM Deal Making Session Thank Yous and Properties

For sale price and other specifics, [click here](#).

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<td>Gail Torino</td>
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<td>Mark Bidwell</td>
<td>John Ransom and Tim With</td>
<td>6400 Indian School</td>
<td>Office</td>
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<tr>
<td>Brandon Saylor</td>
<td>Adriannne Baird</td>
<td>5309 4th St NW</td>
<td>Retail</td>
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<td>DJ Brigman and Dave Hill</td>
<td>Dan Newman and Debbie Dupes</td>
<td>5310 Homestead Rd NE</td>
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<tr>
<td>DJ Brigman and Jim Hakeem</td>
<td>Martha Carpenter</td>
<td>1600 San Pedro Dr NE</td>
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<td>Richard Hanna</td>
<td>Kathy Becker</td>
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<td>Mark Thompson</td>
<td>Lisa Ortega</td>
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<td>Anne Apicella</td>
<td>Dave Hill</td>
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<td>Shona Martinez</td>
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<tr>
<td>Anne Apicella</td>
<td>Jael Trillo</td>
<td>2200 Grande Blvd SE</td>
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[Click here](#) to view and print the January 2019 CCIM Deal Making Session Properties!

## CCIM Member Benefits

### National Association of REALTORS® (NAR)

CCIM Institute is an affiliate association of NAR, which requires CCIM designees either to be an active REALTOR® members or an Institute Affiliate members of NAR. Both receive access to the
REALTOR® Benefits Program, which includes discounts on:
- tech gear from Dell, Lenovo, Sprint, and Xerox
- car rentals from Budget, Avis, and Hertz
- marketing resources like FedEx and Xceligent
- insurance options for health, dental, and vision
- transaction management applications like DocuSign and zipLogix

Get the discount!

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<tr>
<th>2019 CCIM NM Board of Directors</th>
<th>2019 CCIM NM Committee Chairs</th>
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<td><strong>Jessica Kuhn CCIM</strong>, President</td>
<td><strong>Austin Tidwell</strong>, Candidate Guidance, Deal Making Session, Deal Making Timer, Deal of the Year Award</td>
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<tr>
<td><strong>Steve Kraemer CCIM</strong>, President Elect</td>
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<tr>
<td><strong>Ryan Garcia</strong>, Vice President</td>
<td><strong>Corinna Y-Brown</strong>, Community Caring</td>
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<td><strong>Shelly Branscom CCIM</strong>, Past President</td>
<td><strong>Debbie Dupes CCIM</strong>, Designation Promotion, Marketing, and PR</td>
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<td><strong>Brandon Saylor CCIM</strong>, Secretary</td>
<td><strong>Clay Azar</strong>, Education</td>
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<td><strong>Mark Thompson CCIM</strong>, Treasurer</td>
<td><strong>Ryan Garcia</strong>, Forums</td>
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<td><strong>Clay Azar</strong>, Director</td>
<td><strong>Scooter Haynes CCIM</strong>, Governance and Scholarships</td>
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<td><strong>Darin Davis CCIM</strong>, Director</td>
<td><strong>Darin Davis CCIM</strong>, Historian and Legislative</td>
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<td><strong>Steve Kraemer CCIM</strong>, Members Only</td>
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