Dear Members,

The following is a quick recap of the last several weeks and the current initiative taking place between the NM Chapter and the CCIM Institute.

The NM Chapter hosted CI 101 in the last week of January, and the class had a great attendance! Alec Pacella CCIM was the returning instructor and, as always, he did a fantastic job. In addition to hosting the CI 101 course, a social was held for the designees to provide a mental break during a hard curricular week!

The February Deal Making Session was well attended with great property submissions and a fun-filled sponsor spotlight from Klinger Constructors. In addition, Jim Strozier from Consensus Planning spoke during the meeting, and he provided helpful tips and insight for the IDO zoning!

The CCIM Institute is investing in all chapters to provide a marketing re-vamp specific for each area. A third party marketing company has been hired, and the NM Board has been working diligently to provide information to them to re-brand the NM CCIM Chapter. The primary goal of this marketing shift is to provide more value to the CCIM members and better define the CCIM brand. The marketing changes are expected to be implemented mid to late 2019 and will be in full swing by 2020.

**MARK YOUR CALENDAR** The next Deal Making Session will be held on Wednesday, March 6th at the CNM Workforce Training Center. Following the Deal Making Session will be a Members Only Meeting and all CCIM’s are highly encouraged to attend this meeting! We will be focusing on getting direct input from CCIM members on how the Board can provide more value to the members.

Sincerely,
Jessica Kuhn, 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.

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 FOUND (Foundations for Success): October 21-22, 2019 Phoenix, AZ
- CI 101 (Financial Analysis): May 14-17, 2019 Austin, TX
- CI 102 (Market Analysis): May 20-23, 2019 Phoenix, AZ
- CI 103 (Decision Analysis): April 8-11, 2019 Los Angeles, CA
- CI 104 (Investment Analysis): July 16-19, 2019 Houston, TX

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.
Click here to view and print the February 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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Steve Kraemer CCIM, President Elect
Ryan Garcia, Vice President
Shelly Branscom CCIM, Past President
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2019 CCIM NM Committee Chairs

Austin Tidwell, Candidate Guidance, Deal Making Session, Deal Making Timer, Deal of the Year Award
Corinna Y-Brown, Community Caring
Debbie Dupes CCIM, Designation Promotion, Marketing, and PR
Clay Azar, Education
Ryan Garcia, Forums
Scooter Haynes CCIM, Governance and Scholarships
Darin Davis CCIM, Historian and Legislative
Austin Tidwell, Director
Corinna Y-Brown, Director
Steve Kraemer CCIM, Members Only
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