Dear Members,

Happy spring time! We officially finished the first quarter of 2019 and this year is flying by. The month of April was a busy one in the CCIM world, as I’m sure it has been for everyone else.

The 2019 CCIM Midyear Governance Meetings were held from March 30 to April 3 in San Antonio, TX. Steve Kraemer, CCIM (2019 President Elect), and I attended several meetings throughout the four days. The meetings provided us with a better insight of the CCIM Institute as a whole, as well as an ability to share and learn best practices from other chapters.

During the Governance Meetings, the CCIM NM Chapter was presented with two prestigious awards! We received the “2018 Chapter of Excellence” and the “2018 Presidents Cup, Tier 3 Second Place.” These accolades are credited to Shelly Branscom CCIM, who had a dynamic vision for the CCIM NM Chapter in 2018 and successfully led the Chapter into excellence. Kudos to Shelly, the CCIM Board, and the CARNM staff for doing a wonderful job running and helping the Chapter continue to evolve during 2018!

Also on the agenda during the Governance Meetings, was the Comprehensive Exam which was taken by hundreds of Candidates on April 2nd. I am happy to announce Brett Johnson CCIM with Town and Country Real Estate out of Clovis, NM, passed and was pinned as a CCIM Designee. We had a great time celebrating with Brett, Jerry Cass, and Joe and Trish Farr. This a huge accomplishment and many congratulations to Brett!

As always, the CCIM Board and CARNM staff have been a huge help and I want to extend a special thanks to everyone.

**MARK YOUR CALENDAR** - The next Deal Making Session will be held on Wednesday, May 1st at the CNM Workforce Training Center.

Sincerely,
Jessica Kuhn, CCIM
Upcoming Meetings & Events:

CCIM Deal Making Session
May 1, 2019 | 7:45 - 9:00 a.m.
CNM Workforce Training Center
5600 Eagle Rock Ave NE

Deal Making Session Guest Policy

Save the Date: 2019 Intersections
October 24, 2019 | 8:15 a.m. - 6:45 p.m.
National Speakers | Up to 6 CE Credits
Online registration opens August 1, 2019
Event Center at Sandia Golf Club
30 Rainbow Rd

Designee Resources:
Membership Benefits
Ward Center Classes
Find a CCIM
Upcoming CCIM Events

Candidate Resources:
CI Classes
Testing Dates
Portfolio Information
Time and Cost

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.

CCIM Education

CCIM CI 102
April 30-May 3, 2019 | 8:30 a.m. - 5:30 p.m.
Greater El Paso Assoc. of Realtors | 6400 Gateway Blvd
Register Online | 10 CE Credits
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.
Greater El Paso Assoc. of Realtors | 6400 Gateway Blvd
Register Online | 10 CE Credits
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.

Online Designation
Taught by established commercial real estate practitioners who emphasize practical application, the designation curriculum courses are the foundation of the CCIM program. These courses comprise the education component of the CCIM designation requirements. Learn more here.

Classroom Designation & Blended Learning
In a blended course, you'll start with four weeks of immersive self-paced learning and virtual class sessions to learn core concepts before applying them to real-world scenarios in a day-and-a-half in-person classroom capstone. Learn more here.

Online & Classroom Ward
The Robert L. Ward Center was created to provide continuing education and thought leadership to CCIM Institute members and non-members on timely topics in the commercial real estate industry. As a participant, you'll...
tackle today's most relevant subjects, including current financial analysis strategies, communication skills, high-tech marketing strategies, and crowdfunding. Learn more here.

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