Dear Members,

March has been a productive month as the CCIM Institute’s marketing initiative keeps moving forward, and the NM Chapter focuses on adding value for its members. During the Members Only Meeting in March, we asked the current members what would make the Members Only Meetings more enticing and what could add value to the CCIM membership as a whole. Members shared some great ideas, not only to enhance the Members Only Meetings, but how to grow awareness and knowledge in other professional industries. I’m excited to say we are planning to revamp the Members Only Meetings this year, and there are potential opportunities to showcase the value of being a CCIM to other professionals, such as attorneys and CPA’s, in a large setting.

In addition to focusing on branding and adding value to the membership, the Board has been busy partnering with CNM and several other real estate organizations to educate students about the different career paths within commercial real estate. CCIM NM and CCIM Institute are passionate about creating alliances with local universities to inform students of career opportunities within commercial real estate. We participated in CNM College Day on Thursday, March 21, which focused on various careers in the real estate industry for current college students.

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

MARK YOUR CALENDAR- The next Deal Making Session will be held on Wednesday, April 3rd at the CNM Workforce Training Center. During the meeting Deborah Burns with InvestUS Opportunity Fund will be talking about Opportunity Zones. This should be a very informative meeting!

Sincerely,
Jessica Kuhn, 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 FOUD (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): May 14-17, 2019 Denver, CO
- 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

![AIC General Contractor Logo](image)

### GOLD

- **Fidelity National Title of New Mexico Inc**
- **Bank of Albuquerque**
- **Wells Fargo**
- **Klinger Stewart Title**

### SILVER

- **USBank**
- **First American Title**
- **First Citizens Bank**
- **Nusenda Credit Union**
- **ACE Asphalt**

## CCIM Deal Making Session Thank Yous and Properties

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

<table>
<thead>
<tr>
<th>Who</th>
<th>Thanked</th>
<th>Address</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Keith Meyer</td>
<td>Mike Leach</td>
<td>4210 Hawkins St NE</td>
<td>Industrial</td>
</tr>
<tr>
<td>Sean McMullan</td>
<td>Bill Robertson, Lori Robertson and Tom Franchini</td>
<td>6805 Academy Parkway W NE</td>
<td>Industrial</td>
</tr>
</tbody>
</table>

[Click here](#) to view and print the March 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!

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