Dear Members,

As you know, the CCIM Board is partnering with the State Bar of NM in an effort to add value to the members. Our goal is to educate and bring awareness of the CCIM designation to other professional industries. You can look forward to several events and touch points throughout the remainder of the year, which will be directly targeted to attorneys in sectors that may be related to commercial real estate, such as Business Law, Intellectual Property Law, Real Property, etc.

One of the primary touch points for CCIM members will be the Members Only Meeting scheduled on September 19th. Alicia Keyes, the Cabinet Secretary of NM Economic Development, will be a guest speaker at this luncheon meeting. We anticipate that this will be a major touch point with the attorneys that we will invite. We are excited to bring something new to the members and hope it helps build new relationships!

Other events and initiatives are in the planning stages and will be discussed in upcoming months. If a CCIM member is contacted by an attorney because of this new initiative, please let me know.

PLEASE NOTE THIS DATE CHANGE: The next Deal Making Session will be held on Wednesday, July 10th, at the CNM Workforce Training Center, on the second floor, room 207. In addition, we will hold a Members Only Meeting to discuss “Problem Properties and Solutions.” Please join us to hear how issues were resolved and learn some best practices!

Sincerely,
Jessica Kuhn, CCIM

Upcoming Meetings & Events:
**CCIM Deal Making Session & Forum**  
**July 10, 2019 | 7:45 - 9:00 a.m.**  
CNM Workforce Training Center ROOM 207  
5600 Eagle Rock Ave NE

**Deal Making Session Guest Policy**

---

**CCIM Education**

**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.

---

**Advising Clients on Disposition & Tax Deferral Alternatives**  
August 7, 2019 | 9:15 – 10:15 a.m.  
(immediately following the CCIM Deal Making Session)  
CNM Workforce Training Center | 5600 Eagle Rock Ave NE  
Register Online | 1 CE Credit Pending  
Comparing to an outright sale, what are the advantages and disadvantages of Opportunity Zones and 1031 Exchanges.  
Instructors: Joe Farr, CCIM and Robin Dyche, CCIM

---

**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 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](#).
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.

CCIM Deal Making Session Thank Yous & Properties:

June 2019 Properties | June 2019 Thank Yous

2019 Sponsors

PLATINUM

GOLD

SILVER

2019 CCIM NM Board of Directors & Committee Chairs

Jessica Kuhn CCIM, President
Steve Kraemer CCIM, President Elect
Ryan Garcia, Vice President

Austin Tidwell, Candidate Guidance, Deal Making Session, Deal Making Timer, Deal of the Year Award

Corinna Y-Brown, Community Caring
Shelly Branscom CCIM, Past President
Brandon Saylor CCIM, Secretary
Mark Thompson CCIM, Treasurer
Clay Azar, Director
Darin Davis CCIM, Director
Tim With CCIM, SIOR, Director
Austin Tidwell, Director
Corinna Y-Brown, Director

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
Steve Kraemer CCIM, Members Only
Shelly Branscom CCIM, Real Estate Event

www.ccimnm.com