Letter from the 2019 President

Dear Members,

I don't know about you, but this year has flown by! I am so grateful to have helped lead CCIM NM this year and could not have done it without the amazing help of the CARNM staff and the 2019 Board members. I am extremely excited to see how the Chapter continues to grow their partnership with the State Bar of NM and possibly other professional groups in 2020. I have no doubt that Steve Kraemer, CCIM is going to bring a new dynamic energy to the organization and will do an amazing job.

As you wrap up the year, I encourage you to be mindful of the small things for which you are grateful. Although this time of year is hectic, please allow yourself some fun, relaxation and celebration.

Have a wonderful Holiday Season!

Sincerely,
Jessica Kuhn, CCIM

Upcoming Meetings & Events:

CCIM Deal Making Session
January 8, 2020 | 7:45 - 9:00 a.m.
CNM Workforce Training Center Room 101 | 5600 Eagle Rock Ave NE
CCIM Education

CI 101: Financial Analysis for Commercial Investment Real Estate
January 27-30, 2020 | 10 CE Credits | Albuquerque
Fidelity National Title | 8500 Menaul Blvd NE
Register Online
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

CI 102: Market Analysis for Commercial Investment Real Estate
March 9-12, 2020 | 10 CE Credits | Albuquerque
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.
Instructor: Todd Clarke, CCIM and Joe Fisher, CCIM

CI 103: User Decision Analysis for Commercial Investment RE
May 11-14, 2020 | Phoenix, AZ
Register Online
Utilize market and financial analysis skills for user space decisions, and apply cost-of-occupancy models for ownership and leasing.

Commercial Real Estate Negotiations
July 13, 2020 | El Paso, TX
Register Online
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.
Instructor: Robin Dyche, CCIM

CI 104: Investment Analysis for Commercial Investment RE
July 14-17, 2020 | El Paso, TX
Register Online
Optimize investment returns and effectively forecast investment performance by quantifying real estate risk.
Instructor: 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.

CCIM 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.
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.

CCIM Deal Making Session Thank Yous & Properties:
November 2019 Properties
November 2019 Thank Yous

View the photos from the 2019 CCIM/LIN Holiday Party here.

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- **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 CCIM**, Education
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