Dear Fellow CCIM Members,

It is with great honor that I start the new decade as President of CCIM New Mexico. I am following in the footsteps of former Presidents that have set the groundwork for our organization being one of the elite CCIM Chapters. Each year CCIM NM is recognized as one of the top chapters in the country, as evidenced by the many awards received through the years. These accolades are a tribute to the efforts and guidance of the CCIM Board and staff.

As we embark on a new year and new decade, the Board has one primary focus: providing value to our members. In 2020, you'll see a continuation of the Attorney/Broker networking luncheon and a continued emphasis on bringing in new members to the CCIM family through our Designation and Promotion Committee. You'll see CCIM members out in the community giving back through the Community Caring Program. In addition, you'll see CCIM members take the lead in legislative issues affecting our industry and the business community in general.

We hope to earn your respect and trust through our efforts.

On behalf of the CCIM New Mexico Board, I want to wish all our members a successful 2020.

Sincerely,
Steve Kraemer, CCIM
The 2020 CCIM Board came together and had a blast at Escape the Room on January 29! Then, they headed to the CI 101 Social Hour to network with those taking the course this week.

Upcoming Meetings & Events:

**CCIM Deal Making Session**
February 5, 2020 | 7:45 - 9:00 a.m.
CNM Workforce Training Center Room 101 | 5600 Eagle Rock Ave NE

**Deal Making Session Guest Policy**

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**CCIM Education**

**CI102: Market Analysis for Commercial Investment Real Estate**
March 9-12, 2020 | 10 CE Credits | Albuquerque
Register Online | Print Flyer
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. Field trips included!
Instructor: Todd Clarke, CCIM and Alex Johnson, 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.
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](#).

**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

**CCIM Course Formats**  
Classroom  
Instructor-Led  
Online Self-Paced  
Blended: Online & Classroom  
Learn more [here](#).

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**CCIM Deal Making Session Thank Yous & Properties:**  
View the January 2020 Deal Making Session Properties [here](#).  
View the January 2020 Deal Making Session Thank Yous [here](#).

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