

August 2020

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## Letter from the 2020 President



Dear Fellow CCIM Members,

I had my first green chile roaster sighting yesterday. Let that sink in for a moment...

Can you smell the green chile roasting? Can you taste Mom's famous chile rellenos? Does it make you realize your freezer is still packed with last year's haul, but you're still going to buy more than you need because maybe, just maybe, this crop is going to be the best one yet?

Seeing the first chile roasters at the farmer's markets and grocery stores tells me that fall in New Mexico is around the corner. The anticipation of fall usually means getting excited for college sports, the start of school, the changing of leaves and more personally, thinking back to playing soccer under the lights in the crispness of a cold night at UNM. I am also reminded of early morning drives to the Balloon Fiesta to watch balloons take flight while munching on a breakfast burrito stuffed with bacon and green chile. (Ok, I usually had two, but who's counting...)

Of course, this year feels different. Much of what we typically associate with fall won't happen this year and that doesn't feel right. In fact, in some ways, I think it makes many of us feel *off balance*. We can't fully experience what it means to live in New Mexico during this time of year.

As I watched the roaster slowly spinning, sending sweet smells into the air, I realized that though things are different this year, there is balance to be had. I see it as a challenge to keep traditions alive, create new ones, and take stock of what we have and appreciate it more fully.

Can't go watch the Lobos or Aggies play? Tailgate at your house with friends listening to the game on the radio or make a donation to keep the programs alive.

Can't watch your kid(s) play their fall sport? Organize some games in the neighborhood and get them back to just **playing** again.

Can't travel out of state for your normal vacation? Find one of the amazing places New Mexico has to offer that brings tourists from all over the world and really give it a chance this year.

At the Fall Equinox, day and night are of equal length which seems like an apt metaphor for these times. You can either concentrate on the light or you can get mired in the dark. As we head into the

best season in New Mexico, I urge us all to concentrate on what we *can do* and what we *do have*. From where I stand, there's still a lot to be thankful for.

Here's to being a New Mexican. And to chile roasters everywhere.

Sincerely,  
Steve Kraemer, CCIM

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## 2020 CCIM NM Deal of the Year Awards! Applications Due 10/8/2020 at 5:00 p.m.

The CCIM NM Deal of the Year Awards are designed to recognize the best commercial real estate deals that were marketed through the CCIM NM Deal Making Session. CCIM NM will recognize the two deals best exemplifying CCIM and the skills needed to complete a successful transaction as well as recognize both the listing broker and the buyer broker. The property must have sold between August 2019 and July 2020.

### Take advantage of this opportunity to recognize excellence! Apply Now!

Complete the [application](#) and email the original marketing package presented at a CCIM New Mexico Deal Making Session. Award Categories: Deals under \$1,000,000 or over \$1,000,000.

#### Application Criteria:

- Broker must be a CCIM New Mexico or CARNM member.
- Property must have sold between August 2019 and July 2020.
- Property must have been presented at a CCIM New Mexico Deal Making Session.

The deadline for the application submission is **October 8, 2020 at 5:00 p.m.**

Applications submitted after that time will not be considered.

[Apply Here](#)

## Upcoming Meetings & Events



**STRATEGIC NEGOTIATIONS |  
REGIONS 1, 2 & WESTERN CANADA**  
Tuesday, Sept. 15 | 11 a.m. PDT/12 p.m. MDT



**Patricia Lynn, CCIM**  
Principal/Founder, Lynnk Strategies  
Instructor, CCIM Institute

**Strategic Negotiations: Complimentary Webinar**  
Tuesday, September 15, 2020 at 12:00 p.m. | [Register Here](#)

Join us for this interactive overview of the CCIM Institute's three-step Interest-Based Negotiations Model. For candidates, it's the perfect primer for the full negotiations program from the CCIM Institute. For designees, it's the perfect refresher on this signature CCIM methodology. For everyone, you'll learn practical tools that you can put to use right away – both professionally and personally. This new way to negotiate offers ways to effectively develop solutions which satisfy the interests of the parties involved without sacrificing yours. Unlike the traditional approach to negotiating, this proven method

also lays the groundwork for enduring relationships.

*PLEASE NOTE: This workshop does not satisfy the CCIM Institute's negotiation education requirement in earning the CCIM designation.*

## 9 Business Development Webinars to Navigate Any Market

September 2 - 30, 2020 | 11:00 a.m. - 12:00 p.m.

Register by Phone: (407) 774-2558

A program developed for commercial practitioners presented via live webinar.

Presented by Michael J. Lipsey, CCIM, President of The Lipsey Company. Mike is nationally and internationally recognized as the leader in training and consulting for the commercial real estate industry. Mr. Lipsey's keen insight into the business of commercial real estate spans over forty years of active involvement in the industry. [Click here](#) to view the webinar lineup and discounted prices.

## CCIM Education & Resources

### Designee

#### Resources:

[Membership Benefits](#)

[Ward Center Classes](#)

[Find a CCIM](#)

[Upcoming CCIM](#)

[Events](#)

### Complimentary Designee-Only Refresher Courses

As the commercial real estate industry responds to the COVID-19 crisis, CCIM Institute wants to ensure its designees are as prepared as possible to tackle the tough challenges ahead. [Register here.](#)

### CCIM Course Formats

Classroom

Instructor-Led

Online Self-Paced

Blended: Online & Classroom

Learn more [here.](#)

### 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.](#)

### COVID-19 Resources:

CCIM Past Webinars – [View summary](#)

For the presentation slides and for additional COVID-19 resources, guidance, and practical tools for commercial real estate professionals, [click here](#)

## August 2020 Deal Making Session:

Click [here](#) to view the Properties.

Click [here](#) to view the Thank Yous.

## 2020 Sponsors

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