



**THE
CCIM
INSTITUTE**

Florida
Chapter

Class Name:

CI 101: Financial Analysis for Commercial Investment Real Estate

The prerequisite to CI 102-104, this course will provide you with a foundation of practical financial analysis skills you need to succeed in the following courses and in the field.

January 20-23 (Ft. Myers)
April 21-24 (West Palm Beach)
September 8-11 (Davie)
October 20-23 (Pensacola)

CI 102: Market Analysis for Commercial Investment Real Estate

One of CCIM's most innovative core courses, CI 102 shows you how to deploy the most advanced digital tools to assess critical issues like market demand, location facility, and supply-chain strategy.

January 6-9 (Central)
April 7-10 (Tampa)
October 20-23 (Miami)

CI 103: User Decision Analysis for Commercial Investment Real Estate

In CI103, you will approach real estate problems from the user perspective and learn key concepts such as lease vs. purchase analysis and sale-leaseback analysis

May 20-23 (Tampa)
December 2-5 (Davie)

CI 104: Investment Analysis for Commercial Investment Real Estate

Through CI104, you will learn how to apply key investor decision-making analyses to optimize investment returns, effectively forecast investment performance, and leverage CCIM analytical tools to improve decision-making.

February 24-27 (Miami)
November 3-6 (Central)

Commercial Real Estate Negotiations

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.

May 19th (Tampa)
December 1st (Davie)

Foundations for Success in Commercial Real Estate

This introductory course provides agents, brokers, students and allied professionals with an understanding of the skills, resources, and business practices that pave the way for success in commercial real estate.

February TBA
April 7-8 (Ft. Myers)
April 15-16 (Pensacola)
September 17-18 (Central) TBA
December 3-4 (Tampa)

For more information and to register:

www.ccim.com/courses

800-621-7027 ext. 4504

