

Accelerate Your Rise To Success

in commercial investment real estate



This introductory course teaches you the fundamentals of the commercial investment real estate industry and demonstrates how to apply these skills using real-world examples and case studies. You'll have the confidence to answer your client's questions, anticipate their concerns, and plan for their needs when you have a solid commercial foundation from which to start.

CI Intro: Introduction to Commercial Investment Real Estate Analysis

Date: March 29, 2010 - March 30, 2010

Times: First Day Check-in: 7:30 - 8:30 a.m.
Class: 8:30 a.m. - 5:30 p.m.

Course Location:

Austin Board of Realtors
10900 Stonelake Blvd
Training Room B
Austin, TX 78759

Recommended Lodging:

Hampton Inn
3908 W. Braker Lane
Austin, TX 78759

Phone: 512-349-9898
Room Rate: \$129/nt. + tax.

After this course, you will be able to:

- Solve investment problems using a financial calculator.
- Understand basic real estate investment analysis tools. You will know how to estimate net operating income, cash flows before tax, and how to calculate the internal rate of return.
- Perform basic mortgage calculations using compounding and discounting techniques.
- Know how to compare similar properties, project vacancy rates, and estimate absorption figures.
- Know other ways to make a profit in commercial real estate besides brokerage. Be familiar with lucrative services like tenant representation, land acquisition, leasing, finance, property management, and appraisal.

Course Credits:

- 1 CCIM Elective Course Credits.
- Continuing Education for TX:

Type	Hours	Provider #0099; Course#:12-00-120-7600. This applies toward both Brokers and Sales.
Broker	12 MCE (no law)	Beginner Level
CPA	18 CPE	
Sales	12 MCE (no law - broker elective)	
- See <http://www.ccim.com/cecredit> for Continuing Education credit in other states.

Course Prerequisite:

There is no prerequisite for CI Intro

Instructor(s):

Clifford J. Bogart, CCIM

Required Equipment:

- Hewlett-Packard financial calculator. HP-10BII model is highly recommended.
- A laptop computer is optional in the Introduction course.

Ways to Register:

Phone : (800) 621-7027

Fax : (312) 321-4530

Online : [course registration](#)

Mail : CCIM Institute
13650 Collection Center Drive
Chicago, IL 60693-0136

Tuition Information:

[] \$375

Student Information:

INT9016 (Gen:December 17, 2009)

Name: _____
Address: _____
Phone: _____
Email: _____
Credit Card: _____
Expiration Date: _____

Please note that registration cannot be confirmed until payment has been processed. Mailed registrations can take up to two weeks to process.

NOTE: The CCIM Institute reserves the right to cancel or change any scheduled course at any time. Students enrolled in a course that is cancelled will be notified as far in advance as possible. Students have the option of getting a full refund or transferring into another course. Please note that the Institute is not responsible for any out-of-pocket expenses (lodging, airfare, etc.) students may incur when a course is cancelled. Students who cancel or transfer a course registration are subject to fees of up to \$200. Please visit web.ccim.com/policies for complete details.