

# 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:** April 1, April 2, 2010

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

**Course Location:**

Sacramento Assoc. of Realtors  
2003 Howe Avenue  
Sacramento, CA 95825

**Recommended Lodging:**

Red Lion Hotel Phone: 916-922-8041  
1401 Arden Way  
Sacramento, CA 95815

**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 CA:

Type	Hours
Appraiser	N/A N/A
Broker	17
CPA	18 CPE Beginner Level
Sales	17
- See <http://www.ccim.com/cecredit> for Continuing Education credit in other states.

**Course Prerequisite:**

There is no prerequisite for CI Intro

**Instructor(s):**

William P. Mohr, 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:**

[ ] \$395 Early Bird member (before February 6)  
[ ] \$420 Early Bird non-member (before February 6)  
[ ] \$440 Reg. Member [ ] \$450 Reg. Non-member

**Student Information:**

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Email: \_\_\_\_\_  
Credit Card: \_\_\_\_\_  
Expiration Date: \_\_\_\_\_

Co-Sponsored by the Northern California CCIM Chapter and the Sacramento Association of Realtors.

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](http://web.ccim.com/policies) for complete details.