

Accelerate Your Rise To Success

in commercial investment real estate



Learn to make sound commercial investment real estate decisions through the financial analysis concepts and skills taught in this course. During class, you'll work to apply the concepts discussed to your day-to-day activities. Your increased knowledge and professional approach will ensure increased earnings.

CI 101: Financial Analysis for Commercial Investment Real Estate

Date: April 26, 2010 - April 30, 2010

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

Course Location:

Greater Nashville Association of Realtors
4540 Trousdale Drive
Nashville, TN

Recommended Lodging:

Hyatt Place - Brentwood
202 Summit View Drive
Brentwood, TN 37027

Phone: 615-661-9477
Rate: \$99 Code: GNAR P:
615-661-9477

After this course, you will be able to:

- Estimate the value of a property using sales comparison approach, direct capitalization, and discounted cash flow analysis.
- Measure before and after tax investment performance of a property using a variety of measures: gross rent multiplier, cash on cash, capitalization rate, internal rate of return, net present value, and capital accumulation.
- Understand the components and structure of commercial real estate loans.
- Use the basic cash flow model to compare commercial real estate investments to other types of investments.
- Apply commercial real estate investment fundamentals and tax regulations to real-world applications.

Course Credits:

- 3 CCIM Core Course Credits.
- Continuing Education for TN:

Type	Hours
Broker	36
CFP	32
CPA	44 CPE Intermediate Level
Sales	36
- See <http://www.ccim.com/cecredit> for Continuing Education credit in other states.

Course Prerequisite:

There is no prerequisite for CI 101

Instructor(s):

William H. Moss, CCIM
William C. Cantey, Jr. CCIM

Required Equipment:

- Hewlett-Packard financial calculator. HP-10BII model is highly recommended.
- A laptop computer is required. For complete details, please visit our technology requirements page at web.ccim.com/techrequirements.

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:

[] CCIM Candidate Rate - \$1,140
[] REALTOR® Rate - \$1,325
[] Non-Candidate Rate - \$1,395

Student Information:

11C1033 (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 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. 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.