

# Accelerate Your Rise To Success

in commercial investment real estate



Immerse yourself in the world of leases, the engine that drives the value of commercial real estate. Become an expert at leasing terminology and techniques, and gain the skills and knowledge that will help you understand user needs. You'll guide your clients through key occupancy decisions and deliver results beyond their expectations.

## CI 103: User Decision Analysis for Commercial Investment Real Estate

**Date:** September 20, 2010 - September 24, 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:

### After this course, you will be able to:

- Calculate the value of commercial leasehold and sub-leasehold interests from the user's perspective.
- Evaluate the risks of sub-leasing from the primary tenant's perspective.
- Guide the transaction management process from start to finish.
- Use effective quantitative and qualitative comparative lease analysis techniques to decide between various locations. Conduct a lease versus own analysis to determine the best alternative for acquiring space.
- Conduct a sale leaseback analysis to determine the best alternative for continuing to occupy currently occupied space.

### Course Credits:

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

Type	Hours
Broker	38
CPA	40 CPE Intermediate Level
Sales	38
- See <http://www.ccim.com/cccredit> for Continuing Education credit in other states.

### Course Prerequisite:

CI 101 course

### Instructor(s):

- Richard L. Fulton, CCIM
- Joseph Larkin, 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](http://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

[ ] Non-Candidate Rate - \$1,395

### Student Information:

CI1031020 (Gen:May 06, 2010)

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