

Upcoming Courses in Florida 2024

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 22-25 (Miami-Dade)
May 13-16 (Tampa)
August 12-15 (Ft. Lauderdale)
February 19-22 (Panhandle)
October 21-24 (Central)

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.

June 24-27 (East Coast)
December 2-5 (North)
March 4-7 (Southwest)

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

March 12-15 (Central)
October 22-25 (Miami-Dade)

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.

October 28-31 (Panhandle)
May 6-9 (Southwest)

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.

March 11th (Central)
October 21st (Miami-Dade)

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.

April 8-9 (Tampa)
September TBD (Central)
September 24-25 (Sarasota)

For more information and to register:

www.ccim.com/courses

800-621-7027 ext. 4504

