



THE CCIM INSTITUTE

Florida Chapter

Upcoming Courses 2026

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.

CI102: 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.

CI103: User Decision Analysis for Commercial Investment Real Estate

In CI103, you'll approach real estate problems from the user perspective and learn key concepts such as lease vs. purchase analysis and sale-leaseback analysis.

CI104: Investment Analysis for Commercial Investment Real Estate

Through CI 104, you will learn how to apply key investor decision-making analyses to optimize investment returns, effectively forecast investment performance, and leverage CCIM analysis tools to improve decision-making.

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.

Successful Strategies for Tenant Representation

This case study-driven course teaches you what it takes to be a successful tenant representative in a commercial lease transaction. Explore strategies for finding and qualifying tenants, sending request for proposals (RFP) or letters of intent (LOI), and evaluating qualitative and quantitative proposal factors.

Foundations for Success in Commercial Real Estate

This two-day classroom or five-session online 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.

CI 101: FINANCIAL ANALYSIS FOR CIRE

February 9-12 (Tampa)
April 13-16 (Jacksonville)
November 9-12 (Miami)

CI 102: MARKET ANALYSIS FOR CIRE

February 16-19 (Orlando)
October 19-22 (Pensacola)

CI 103: USER DECISION ANALYSIS FOR CIRE

March 3-6 (Naples)
September 15-18 (West Palm Beach)

CI 104: INVESTMENT ANALYSIS FOR CIRE

March 16-19 (Ft. Lauderdale)
October 13- 16 (Tampa)

COMMERCIAL REAL ESTATE NEGOTIATIONS

February 23 (Kissimmee)
March 2 (Naples)
May 4 (Melbourne)
September 14 (West Palm Beach)
September 22 (Ocala)

SUCCESSFUL STRATEGIES FOR TENANT REPRESENTATION

February 24 (Kissimmee)
May 5 (Melbourne)
September 23 (Ocala)

FOUNDATIONS

January 28-29 (Miami)
March 9-10 (Gainesville)
March 23-24 (Palm Beach Gardens)
April 9-10 (Orlando)
September 9-10 (Tavares)
September 28-29 (Ft. Lauderdale)
October 8-9 (Fort Myers)

For more online classes and to register:

www.ccim.com/courses 800-621-7027 ext. 4504