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**CI 101: FINANCIAL ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE**
CI 101 serves as your introduction to the CCIM Cash Flow Model. Learn to apply the CCIM Cash Flow Model to make your investment decisions based on wise investment fundamentals. Some of the concepts you will explore include IRR, NPV, Cap Rate, Capital Accumulation, and the Annual Growth Rate of Capital.

**CI 102: MARKET ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE**
You can’t make intelligent real estate decisions without learning about the CCIM Strategic Analysis Model for investors, lenders, developers, brokers and other real estate professionals. Learn how financial analysis and market analysis are two separate, yet completely interrelated components of the strategic analysis process.

**CI 103: USER DECISION ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE**
This new and expanded course incorporates the CCIM Decision-Making Model into all case studies. Begin to develop the practice of applying the CCIM Communications/Negotiations Model to all real estate decisions with a focus on using this Model in interest-based negotiations.

**CI 104: INVESTMENT ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE**
Similar to CI 103, this new and expanded course is case-study driven. Within each case study, you will encounter a key investor decision: Should a non-taxable investor acquire an investment with or without debt financing? What if the investor is taxable? During the holding period of an investment, should an investor make a discretionary capital expenditure or not? How does an investor evaluate disposition alternatives? Gain knowledge, tools, and resources needed to make these decisions.

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[www.ccim.com](http://www.ccim.com)
**LOCATION:**
CBA Office  
12131 113th Ave NE, Suite 101  
Kirkland, WA 98034

**WASHINGTON STATE COURSE SCHEDULE**

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<th>CI 101: May 4-7, 2020</th>
<th>CI 102: September 21-24, 2020</th>
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<tr>
<td>CI 103: March 31-April 3, 2020</td>
<td>CI 104: Not offered locally in 2020</td>
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<td>CREN: March 30, 2020 (prerequisite to CI 103)</td>
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**HOTELS NEAR THE COURSE SITE**

- Courtyard Seattle Kirkland: *(425) 602-3200*
- Baymont Inn And Suites Kirkland: *(800) 337-0400*
- Comfort Inn Kirkland: *(425) 821-8300*
- Carlton Inn at Totem Lake: *(425) 821-2202*

**RESTAURANTS NEAR THE COURSE SITE**

- Alta Healthy Cafe: 12233 NE Totem Lake Way: *(425) 823-3771*
- Shawarmaniac: 11510 124th Ave NE: *(425) 803-0337*
- Nick's Grill: 11613 124th Ave NE: *(425) 820-9870*
- Izumi: 12539 116th Ave NE: *(425) 821-1959*
- Mediterranean Kitchen: 11412 NE 124th Street: *(425) 823-8101*

*many more to choose from*

**EXAM COMPLETED: _____________________________**

**CONTACT AMY ROBITAILLE FOR MORE INFORMATION AT**
425.820.3348 / amy@commercialmls.com  
www.ccimwa.com

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