

# PASSPORT



**FINAL STOP:  
CCIM DESIGNATION COMPREHENSIVE EXAM**

**WASHINGTON PASSPORT TO SUCCESS**

**RECEIVE UP TO \$200 TOWARD YOUR EXAM FEES  
[DETAILS INSIDE]**

# PASSPORT TO THE PIN



NOW IS THE TIME TO INVEST IN YOUR FUTURE

Earn your CCIM Designation  
without leaving Washington in 2020!

**RECEIVE UP TO \$200  
FOR YOUR CCIM  
DESIGNATION EXAM**

## Portfolio Deadlines

Spring 2020: The Westin Charlotte in  
Charlotte, NC

Portfolio Due Date: Jan. 17, 2020  
Exam registration: **March 13, 2020**  
CCR: April 18-19, 2020  
Exam: April 20, 2020

Fall 2020: Sheraton Grand Chicago in  
Chicago, IL

Portfolio due date: August 14, 2020  
Exam registration: September 11, 2020  
CCR: October 28-29, 2020  
Exam: October 30, 2020

[Courses may be completed after the dates above if necessary]

Take any CI 101, 102, 103, or 104 course  
in Kirkland, Washington, pass the CCIM  
comprehensive designee exam at the CCIM  
Spring or Fall Business Meetings and the  
Washington State chapter will reimburse  
you \$50 per CI course completed.

Courses must be taken on-site in Kirkland, Washington. You must pass the designee  
exam and be a chapter member to receive the per course reimbursement.

## INTERESTED IN REGISTERING TODAY?

### 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.

GET STARTED NOW AT

[WWW.CCIM.COM](http://WWW.CCIM.COM)



**Washington State**  
CCIM Chapter

**LOCATION:**  
CBA Office  
12131 113th Ave NE, Suite 101  
Kirkland, WA 98034



**WASHINGTON STATE COURSE SCHEDULE\***

CI 101: May 4-7, 2020

CI 102: September 21-24, 2020

CI 103: March 31-April 3, 2020

CI 104: Not offered locally in 2020

CREN: March 30, 2020 (prerequisite to

CI 103

**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

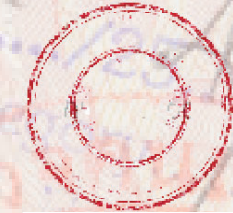
**RESTAURANTS NEAR THE COURSE SITE**

- 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



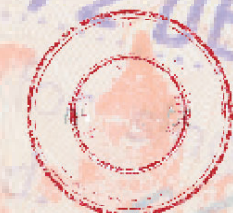
CI 101



CI 102



CI 103



CI 104

**EXAM COMPLETED:** \_\_\_\_\_

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

**GET STARTED NOW AT**

**WWW.CCIM.COM**