CCIM Institute
Commercial Real Estate’s
Global Standard for Professional Achievement
**What is CCIM Institute?**

**World’s Largest:** Comprised of the largest commercial real estate network in the world

**The Gold Standard:** Only six percent of all commercial real estate practitioners hold the respected and coveted CCIM designation

**Not Just Brokers:** Represents multiple disciplines within the commercial real estate investment community: leasing, appraisal, commercial brokerage, investments, property management, lending/mortgage banking, legal, and development
**WHAT IS A CCIM?**

A CCIM, or Certified Commercial Investment Member, is a trained expert who can analyze opportunities to help clients make confident, informed choices. Employing a data-driven approach to commercial real estate, CCIMs guide clients’ real estate decisions using financial and market analysis skills combined with their own experience and knowledge of local and national markets. With a CCIM, clients have access to an educated, deliberate process.
CCIM DESIGNEE SNAPSHOT

81% of designees have a bachelor’s degree or higher

Designees have an average of **22 years** of commercial real estate experience

70% hold executive-level positions

**Agent/broker** is the most cited primary specialization for designees and candidates
So how can you capitalize on your CCIM membership as the market improves?
LEVERAGE YOUR NETWORK

13,000+ CCIM members | more than 50 local chapters in 12 regions
40 local chapter events each month | 30 countries worldwide
BIG NETWORKS, BIG DEALS: NETWORKING

If you ask around the industry, it’s clear that companies and other real estate professionals are more likely to seek out experts who possess the CCIM designation, as they know CCIM stands for trust, knowledge, reliability, hardworking and ethical.

• Thousands of transactions have been closed annually due to CCIM’s global network, representing more than $200 billion in value

• 22% of designees send referrals to other CCIMs

• 13% of designees’ commercial investment business on average is conducted through CCIM networking
CCIM AIMS TO INCREASE NETWORKING OPPORTUNITIES

Annual Fall Conference
CCIM Institute's next CCIM Thrive Fall Conference will be held in Atlanta, Oct. 24-25, 2016.

The 2015 conference featured a keynote address from Sam Zell, who was named an honorary CCIM, and special guest Emmitt Smith, CCIM.
CCIM NETWORKING RESOURCES

Variety of ways to connect with CCIMs:

- **In person**...at CCIM’s annual conference
- **In print**...on the pages of CCIM’s award-winning bimonthly magazine, *Commercial Investment Real Estate*
- **Online**...through CCIM.com and CCIM’s social media channels
- **Through webinars**...with CCIM’s Ward Center for Real Estate Studies
CCIM PROMOTES THE DESIGNATION AT TOP INDUSTRY EVENTS

Visit CCIM Institute at the RealShare conferences, ICSC RECon, and more than 30 other high-profile events.
A CCIM education is the pinnacle of the commercial real estate profession. Our Institute’s programming consists of 160 hours of case study driven education, taught by established practitioners. These courses prepare professionals for the complexity of today’s real estate decisions, providing the tools and access that will expand their business opportunities.
**NEW** Blended Format

The blended course format for core courses provides the best of both worlds: online flexibility and in-class connections.

- Four virtual meetings
- Two traditional classroom sessions
- eLearning interactive segments
- Guided research

Most courses are also available in in-class, online instructor-led, and/or online self-paced formats.
CCIM Institute’s Ward Center for Real Estate Studies supplies timely education and training to keep you current in the ever-changing market environment. Courses are available in the classroom or online with an instructor.

Current topics include:
- market analysis
- time value of money (TVM)
- real estate auctions
- feasibility analysis
- financial analysis with Excel
- tenant representation

CCIM AIMS TO ENHANCE EDUCATION OFFERINGS
- before and after discounted cash flow analysis
- real estate investment groups
- disposition analysis
- negotiations
- creating reliable valuations
CCIM Aims to Offer New Workshops

1031 Tax-Deferred Exchange
Discover how you can leverage the IRC Section 1031 tax code.

DIY DCF in Excel
Build simple yet comprehensive five-year analysis models within Excel for before-tax and after-tax analysis.

Foundations for Success in Commercial Real Estate
Learn how to analyze leases and investment value, and develop a plan to kick-start your career in commercial real estate.
DESIGNATION PROGRAM

There is no better way to distinguish yourself from the competition than to earn the coveted CCIM designation. To earn it through the general candidacy program, you must complete the following requirements:

• Become an Institute Candidate

• Successfully complete the Designation Curriculum: CI101-104, eight hours of negotiations training, and ethics training

• Earn two elective credits

• Submit the Portfolio of Qualifying Experience

• Pass the Comprehensive Exam
It’s clear that CCIM membership offers distinct value and benefits that help you excel in the industry.

CCIM gives you what other real estate professionals desire – membership in one of the largest global commercial real estate networks in the world.
ADDITIONAL BENEFITS & RESOURCES

All CCIM tools and technology are designed with one goal in mind: to help you make more money.

• **Tuition Discounts**: Save more than $2,000 on CCIM Institute courses.

• **Designation Promotion**: Capitalize on exposure in local, regional, and national media outlets and at industry events.

• **STDB**: Analyze and market properties using demographics, GIS, and more. Now available with Esri’s BAO and ArcGIS.
ADDITIONAL BENEFITS & RESOURCES

- **Commercial Investment Real Estate:** Read CCIM’s award-winning magazine, your source for analysis and insight into all facets of commercial investment real estate.

- **DealShare:** Share and search for available properties within the CCIM Institute member network to close more deals.

- **Find a Professional:** Search for CCIMs by location or specialty.
LEARN THE DATA-DRIVEN APPROACH TO COMMERCIAL REAL ESTATE

Visit CCIM.com for more information on CCIM Institute membership and to find courses near you.