Dear Fellow CCIM Members,

CCIM New Mexico hit the ground running in the first 60 days of 2020. We hosted a very successful CI 101 class with 19 students in attendance. This large number of students shows how well received the CCIM coursework and designation is in our community. The class was a mix of commercial brokers and property managers. When asked why they were taking the course, the property managers said it was to get a better understanding of how their decisions and actions influence the value of their client’s property. We found it refreshing that the core skill and knowledge CCIM provides is finding its way into different aspects of commercial real estate beyond brokers and bankers.

Please be on the lookout to participate in several exciting upcoming events. CI 102 is being hosted March 9-12 at Gravitate! downtown. Instructors will be Todd Clarke, CCIM and Carl Russell, CCIM, two award winning CCIM instructors. If you are interested in attending this course, you can register here.

April 25th we will host a Candidate Guidance / Networking event at a New Mexico United Soccer game. We have reserved the Fiesta Deck for the evening to celebrate the CCIM organization as well as encourage current candidates to push through to the designation. It’s always nice to see seasoned members interact with the upcoming generation of CCIM’s.

Finally, we will begin our strategic partnership with the State Bar of New Mexico. There will be opportunities for CCIMs to participate in networking events with attorneys.

The CCIM Board is hopeful that our efforts to promote the designation and provide quality instruction here in New Mexico proves valuable to all of our CCIM Designees.

Sincerely,
Steve Kraemer, CCIM

Upcoming Meetings & Events:
CCIM Deal Making Session & Forum
CCIM Education

**CI102: Market Analysis for Commercial Investment Real Estate**
March 9-12, 2020 | 10 CE Credits | Albuquerque
Register Online | Print Flyer
CI 102 shows you how to deploy “big data” and the most advanced digital tools to assess critical issues like market demand, location facility, and supply-chain strategy. Field trips included!
**Instructor:** Todd Clarke, CCIM and Carl Russell, CCIM

**CI 103: User Decision Analysis for Commercial Investment RE**
May 11-14, 2020 | Phoenix, AZ
Register Online
Utilize market and financial analysis skills for user space decisions, and apply cost-of-occupancy models for ownership and leasing.

**Commercial Real Estate Negotiations**
July 13, 2020 | El Paso, TX
Register Online
Learn and apply the CCIM Interest-based Negotiations Model to your most challenging transactions. 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.
**Instructor:** Robin Dyche, CCIM

**CI 104: Investment Analysis for Commercial Investment RE**
July 21-24, 2020 | El Paso, TX
Register Online
Optimize investment returns and effectively forecast investment performance by quantifying real estate risk.
**Instructor:** Robin Dyche, CCIM

**CCIM Course Formats**
Classroom
Instructor-Led
Online Self-Paced
Blended: Online & Classroom
Learn more here.

**CCIM Deal Making Session Properties:**
View the February 2020 Deal Making Session Properties here.
View the February 2020 Thank Yous here.
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