

# The Hawaii CCIM Chapter Presents...

## INVESTMENT ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE

# CI 104

Featuring Senior National Instructor Gene Thowbridge, JD, CCIM



**MAHALO TO OUR CLASS SPONSOR**



**Fidelity National Title & ESCROW OF HAWAII, INC.**

- Revisit financial analysis
- Learn investment as a process
- Analyze the impact of financing and risk
- Examine various disposition decisions

### OVERVIEW

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. Begin to develop the practice of integrating the CCIM Communications/Negotiations Model into all real estate decisions with a focus on using this Model in presentations. With today's challenging real estate market, we will also take a comprehensive look into approaching risk analysis by exploring the types of risk associated with real estate investment, and the ways to mitigate and manage those risks.

### Course Recommendations (101 is a prerequisite)

- Hewlett-Packard Financial calculator. (HP-10BII is highly recommended)
- Laptop computer w/CD-ROM drive & Excel® 2000 or higher.
- Powerpoint (any version) and Internet Explorer 6.0 or higher

### COURSE DETAILS

- 3 CCIM Core Course Credits
- 12 CE Credit hrs Broker/Sales-Hawaii
- 34 CE hrs—Real Estate Appraisers-Hawaii
- Bring ID & current realtor's pocket license to receive SOH CE Credit

# Sept 8

**Dates: Sept 8, 9, 12-14, 2011 Time: 8:30 am—5:30 pm**

**Location: Univ of Phoenix • Tapa Tower • Rms: 101/102 • 745 Fort St. Mall, Honolulu**

**Check In: 8:00-8:30am**

**Payment in full or a deposit of \$150 is required to guarantee reserved seats**

**Cancellation/ Refund Penalty 14 days or more prior to start date - \$75. Less than 14 days prior to start date—\$150. No refunds or transfers will be given once the course begins.**

|   |           |                                 |                       |
|---|-----------|---------------------------------|-----------------------|
| Name _____  |           | Company _____                   |                       |
| Phone _____   | Fax _____ | Email ( <i>required</i> ) _____ |                       |
| Mailing Address _____   |           | City _____                      | State _____ Zip _____ |
| Select One:     ___ <b>Member, Hawaii CCIM Chapter · \$1140</b>                             |           |                                 |                       |
| ___ <b>Registered CCIM National Candidate · \$1140</b>                                      |           |                                 |                       |
| ___ <b>Non-Member · \$1395</b>  |           |                                 |                       |
| Check:         ___ ( <i>payable to Hawaii CCIM fax form and mail check to Hawaii CCIM</i> ) |           |                                 |                       |
| Charge:        ___ Visa   ___ Mastercard   ___ American Express                             |           |                                 |                       |
| Number _____  |           | Exp _____                       | \$ _____ Amount       |
| Signature _____   |           |                                 |                       |

## REGISTER TODAY

**Mail/ fax/ email form to:**

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Honolulu, HI 96812**

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1-866-871-2036**

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808-528-2246**

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