



# The Hawaii CCIM Chapter Presents...

## INVESTMENT ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE

# CI 104

Featuring Senior National Instructor Patricia Lynn, CCIM

### OVERVIEW: Must have completed Preparing to Negotiate or Advanced Negotiations

Similar to other courses, CI 104 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.

After completing this course, you will be able to:

- Apply key investor decision-making analyses to optimize investment returns.
- More effectively forecast investment performance by quantifying real estate risk.
- Leverage CCIM analytical tools to improve decision-making.

### 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 SOHCE Credit

# Sept 16

**Dates:** Sept 16, 17 19, 20, 2013 **Time:** 8:30 am—5:30 pm

**Location:** Univ of Phoenix • Topa 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</b> • \$1140			
___ <b>Registered CCIM National Candidate</b> • \$1140			
___ <b>Non-Member</b> • \$1395			
Check:        ___ (payable to Hawaii CCIM fax form and mail check to Hawaii CCIM)			
Charge:      ___ Visa    ___ Mastercard    ___ American Express			
Number _____		Exp _____	\$ _____ Amount
Signature _____			

## REGISTER TODAY

Mail/fax/email form to:

Hawaii CCIM Chapter  
P. O. Box 4068  
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