



The Hawaii CCIM Chapter Presents... USER DECISION ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE

CI 103

Featuring National Instructors Soozie Jones Walker, CCIM

Overview

In CI 103, you'll incorporate 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. Whether an investor or a user, you will approach real estate problems from the perspective of the user/occupant of real estate and thereby be in a position to understand unique issues. Learn to use market and financial analysis skills for user space decisions, and apply the cost of occupancy models for ownership and leasing. Explore new concepts regarding user discount rate selection such as using multiple rates for some occupancy decisions based on perception of risk related to the various occupancy cash flows.

After completing this course, you will be able to:

- Apply key occupancy decision-making skills such as comparative lease analysis, lease versus purchase analysis, lease buyout analysis, and sale-leaseback analysis to optimize user space decisions.
- Determine how financial reporting requirements for real estate influences the user decisions.
- Integrate negotiation skills with financial analysis skills to maximize user outcomes.

Prerequisites

- CI 101
- Completion of one of the following interest-based negotiations courses:
 1. Preparing to Negotiate (Self Paced Online)
 2. Commercial Real Estate Negotiations (1-day Workshop)

Course Recommendations

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

June 5

Dates: June 5-8 2018

Location: Abe Lee Seminars, 1585 Kapiolani Blvd. #1518, Honolulu, HI 96814

Class Time: Check In: 8:00-8:30am Class Time: 8:30 am—5:30 pm

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 _____ Email (required) _____

Mailing Address _____ City _____ State _____ Zip _____

Select One: _____ **Member, Hawaii CCIM Chapter - \$1365**
_____ **Registered CCIM National Candidate - \$1365**
_____ **Non-Member - \$1650**

Check: _____ (payable to Hawaii CCIM fax form and mail check to Hawaii CCIM)

Credit Card: Register & Pay Online at: <https://squareup.com/market/hawaii-ccim-chapter>

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