

The Hawaii CCIM Chapter Presents...

USER DECISION ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE

CI 103

Featuring Senior National Instructor Soozie Jones Walker, CCIM



**MAHALO TO OUR
CLASS SPONSOR**



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

- Make decisions involving future benefits costs
- Transaction Management & User Decision process
- Understand lease terminology

OVERVIEW

This new and expanded course incorporates 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.

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

June 9

Dates: June 9, 10, 13-15, 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: ___ Member, Hawaii CCIM Chapter · \$1140			
___ Registered CCIM National Candidate · \$1140			
___ Non-Member · \$1395			
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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