



The Hawaii CCIM Chapter presents

USER DECISION ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE

CI 103

Featuring Senior National Instructor Soozie Walker Jones, CCIM

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

OVERVIEW

You will explore all pertinent aspects involving the valuation and costs of commercial leasehold interest from the user's perspective. Common terminology involving lease preparation is studied, and the transaction management process is examined. You will also learn strategies necessary to counsel clients on the critical decisions involving comparative lease analysis techniques, as well as alternative strategies to a conventional lease. Several real-world case studies address various examples of lease options.

COURSE REQUIREMENTS

- CI 101 Financial Analysis is a prerequisite.
- Hewlett-Packard financial calculator (*HP-10BII is highly recommended*).
- Laptop computer with CD-ROM drive and Excel® 2000 or higher version, PowerPoint® (*any version*), and Internet Explorer 6.0 or higher version.

COURSE DETAILS

- 3 CCIM Core Course Credits
- 6 CE Credit hrs Broker/Sales—Hawaii
- 34 CE Appraisers Credits
- Bring ID and current realtor's license

Start Date:

June 18

Dates: June 18, 19, 22, 23 & 24 Time: 8:30 am - 5:30 pm

Location: Univ. of Phoenix • Topa Tower, Rooms 101/102 • 745 Fort Street Mall • Honolulu

Price: CCIM Chapter Members or CCIM Candidates - \$1,140 / Non-members - \$1,395

Check In: 8:15 AM - 8:45 AM

Payment in full or a \$150 deposit is required to guarantee reservation.

Cancellation / Refund Policy: 14 or more days prior to start - \$75 Less than 14 days prior to start - \$150
- - No refunds or transfers are given once the course begins. - -

Please Print Clearly

name _____ company _____

phone _____ fax _____ email (required) _____

Please select one: **CCIM Hawaii Chapter Member or CCIM Candidates - \$1,140**
 Non-Chapter Member - \$1,395

Check: (payable to Hawaii CCIM Chapter)

Charge: VISA MASTERCARD AMEX

billing address Check if billing address is the same as mailing address. city _____ state _____ zip _____

number _____ exp _____ amount _____

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mailing address _____ city _____ state _____ zip _____

REGISTER TODAY

or send to:

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