



The Hawaii CCIM Chapter presents

# INTRODUCTION TO COMMERCIAL INVESTMENT REAL ESTATE ANALYSIS



Featuring Senior National Instructor Gene Trowbridge, JD, CCIM

- Learn the financial calculator
- Overview of Commercial Investment Real Estate
- Understand Commercial Leases
- Learn the basics of Investment Analysis
- Mortgage Loans

## OVERVIEW

Enhance your knowledge! This introductory course provides an overview of every aspect of commercial real estate - from property you will be inspecting through follow-through after the property is sold. You are introduced to the many ways to profit in the multi-faceted, dynamic field of commercial investment real estate. Learn with and from your peers and expand your contacts among commercial property practitioners. Every phase of commercial real estate analysis is represented through a real-world application to a real property.

## COURSE RECOMMENDATIONS

- Hewlett-Packard financial calculator  
*(HP-10BII is highly recommended).*

## COURSE DETAILS

- 1 CCIM Elective Course Credits
- 6 CE Credit hrs Broker/Sales—Hawaii
- Bring ID and current realtor's license

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|---|--|
| <b>Start Date:</b><br><br><span style="font-size: 2em; font-weight: bold;">Feb.<br/>26</span> | <b>Dates:</b> February 26 & 27 <b>Time:</b> 8:30 am - 5:30 pm<br><b>Location:</b> Univ. of Phoenix • Topa Tower, Rooms 101/102 • 745 Fort Street Mall • Honolulu<br><b>Price:</b> CCIM Chapter Members or CCIM Candidates - \$325 / Non-members - \$375<br><b>Check In:</b> 8:15 AM - 8:45 AM<br><i>Payment in full or a \$150 deposit is required to guarantee reservation.</i> |
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**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*

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|--|----------------------------------|
| name _____   | company _____                    |
| phone _____  | fax _____ email (required) _____ |
| Please select one: <input type="checkbox"/> <b>CCIM Hawaii Chapter Member or CCIM Candidates - \$325</b> |                                  |
| <input type="checkbox"/> <b>Non-Chapter Member - \$375</b>   |                                  |
| Check: <input type="checkbox"/> (payable to Hawaii CCIM Chapter)   |                                  |
| Charge: <input type="checkbox"/> VISA <input type="checkbox"/> MASTERCARD <input type="checkbox"/> AMEX  |                                  |
| billing address _____ <input type="checkbox"/> Check if billing address is the same as mailing address.  | city _____ state _____ zip _____ |
| number _____   | exp _____ amount _____           |
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**REGISTER TODAY**

or send to:  
**Hawaii CCIM Chapter**  
**P.O. Box 4068**  
**Honolulu, HI 96812**

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**1 (866) 871-2036**

Phone:  
**(808) 528-2246**

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