

Foundations for Success in CRE

September 7-8, 2017 | Phoenix, AZ

Foundations for Success is a two-day, case study-driven course, which provides agents, brokers, students, and allied professionals with an understanding of the skills, resources, and business practices that pave the way for success in commercial real estate. Learn how to analyze leases and investment value, and develop a plan to kick-start your career. Foundations for Success is not just about how the commercial real estate business works, it is about working the business.

After completing this highly interactive course, you will be able to:

- > access and use demographic information as a decision-making tool;
- > differentiate between the needs of owners and tenants;
- > develop a personal marketing plan;
- > develop a property marketing plan;
- > utilize basic financial analysis tools;
- > solve investment problems using a financial calculator;
- > perform basic mortgage calculations using compounding and discounting techniques;
- > project income and expenses for a real estate property; and
- > calculate the yield on a potential investment.

Session Dates, Time, and Location:

LOCATION:

The Esplanade (Conference Center)
2501 E. Camelback Road
Phoenix, AZ 85016

DATES:

September 7-8, 2017

TIME:

8:30 a.m. - 5:30 p.m.

Instructor:

Soozi Jones, CCIM

Tuition:

Member: \$325

Non-member: \$395

- > As part of the course you will also receive the CCIM Financial Calculator, designed to effectively and efficiently provide investment scenarios for you and your clients.

Register by phone at:

(800) 621-7027, option 2

Register online at:

www.ccim.com/Foundations



Southern Arizona
CCIM Chapter



50
YEARS

EXCELLENCE IN
COMMERCIAL REAL ESTATE