

Certified Commercial Investment Member (CCIM)



Central Texas Chapter



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What is a CCIM?

- Recognized expert in the commercial and investment real estate industry
 - The CCIM lapel pin is earned after successfully completing a designation process that ensures CCIMs are proficient not only in theory, but also in practice.
 - This elite corps of CCIMs includes brokers, leasing professionals, investment counselors, asset managers, appraisers, corporate real estate executives, property managers, developers, institutional investors, commercial lenders, attorneys, bankers, and other allied professionals.
- Member of a global commercial real estate network with members across North America and more than 30 countries
- CCIMs have completed a designation curriculum that covers essential CCIM skill sets including ethics, interest-based negotiation, financial analysis, market analysis, user decision analysis, and investment analysis for commercial investment real estate.
- Over 15,000 commercial real estate professionals have earned the designation. Currently, 5,500 professionals are pursuing their CCIM designation.



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Central Texas Chapter

- Exposure to more than 250 members
- Monthly events
- Mentors through program
- Internships



www.ccimtxas.com

MISSION STATEMENT

To provide the members of the Central Texas CCIM Chapter with top quality commercial educational courses, the latest technological training, numerous timely and relevant business programs, first-rate property exchanges and frequent networking activities and social events, thereby further enhancing and promoting recognition of the CCIM designation as THE STANDARD for professionalism among the general public and the members of the real estate industry.



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CCIM University Alliance Program

- Designed to help students and graduates achieve their real estate career goals
- CCIM is the designation to pursue for professional education, networking opportunities, and industry-leading technology in the commercial and investment real estate field



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Benefits for universities

- Graduates of University Alliance universities can expedite their road to the CCIM designation by several years and save thousands of dollars through the University Fast Track program
- Graduate and undergraduate students can join CCIM at a discounted student rate
- Access to the industry-leading CCIM designation course content and real-world case studies
- Access to [Site To Do Business](#), which provides invaluable market, demographic and trend research
- Customized spreadsheets for detailed financial and market feasibility analysis*
- State-of-the-art education on current trends through the Ward Center for Real Estate Studies*

*Additional fee



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Other benefits for students

- Networking opportunities through local CCIM Chapters
- Annual Scholarships granted through CCIM's Education Foundation
- Discounts to UT MBA students for CCIM designation courses*
- Discounts to students for chapter luncheons, socials, and other programs throughout the year
- Great exposure and interaction with CCIM designees and chapter members
- Work with students to arrange for a "Follow a CCIM For A Day" mentor program
- Internship opportunities

*Fast Track Students are not eligible for discounts to CCIM designation courses until following completion of their graduate degree.



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CCIM Designee Mentors

The following list is a sample of people would like to serve as a mentor to students currently pursuing their MBA degree:

Kevin Black

T. Stacy & Associates (Commercial Real Estate Developer)

Buddy Francese

Mutual Trust Corporate Real Estate (Commercial Real Estate Brokerage)

Annie Hilton

Duff & Phelps (Financial Advisory and Investment Banking Services)

Josh Hubka

NAI REOC (Commercial Real Estate Brokerage)

Eric Layne

L.H. Layne Co. (Commercial Real Estate Investment and Brokerage)

Marc Rankin

Rankin Companies (Investment Management /Commercial Real Estate)

Bob Rein

NAI REOC (Commercial Real Estate Brokerage)



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Benefits of a CCIM Designee

- Knowledgeable in theory and application
- Equipped with industry-leading technology
- Connected to a global membership network
- Ethical and committed to upholding the prestige of the CCIM designation
- Equipped with the latest news and information
- Dedicated to serving clients



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How to earn the CCIM Designation on the Fast-Track Schedule

- Upon a university's acceptance through the University Fast Track, graduates of real estate master's programs can receive credit for three of the four required designation courses including: CI 101, CI 102, and CI 104.
- A student would need to join the CCIM Institute as a University Fast Track candidate (\$595 per year)
- The designation curriculum for approved students includes:
 - CI 103 course
 - Online ethics course & negotiations training
 - Next step is to submit a Portfolio of Qualifying Experience demonstrating the depth of the student's commercial real estate experience
 - Final step is to pass a Comprehensive Exam, which tests a student's knowledge of the CCIM skill sets



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CCIM Designation Courses

CI 101 Course

Financial Analysis for Commercial Investment Real Estate

CI 102 Course

Market Analysis for Commercial Investment Real Estate

CI 103 Course^{*}

User Decision Analysis for Commercial Investment Real Estate

CI 104 Course

Investment Analysis for Commercial Investment Real Estate

^{*} Course required for the University Fast Track program



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CI 103 Course

User Decision Analysis for Commercial Investment

- In CI 103, students 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, students 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.



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CI 103 Course

User Decision Analysis for Commercial Investment

- 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, students 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.



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Josh Hubka, CCIM

NAI REOC Austin

2012 CCIM Central Texas Chapter President



“CCIM is first and foremost an educational platform that provides real estate professionals the tools needed to evaluate and understand investment real estate, but it is also a strong networking group that has a broad reach into the brokerage, financial, developer, investor, and user communities. Since getting my CCIM designation, I’ve had brokers nationwide call me asking for assistance in the Austin market. Surprisingly enough, even from brokers with the worldwide companies that have an affiliate in our market. There’s a strong bond and respect for CCIMs. The CCIM pin alone can open the door, and the skills you develop in the classes will help you close the deal.”



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Edwina Carrington, CCIM

CHK Enterprises, Consultant

Formerly Managing Principal of Austin office
for Reznick Group



“For a professional in the real estate industry, the CCIM designation is the most respected and recognized designation in the industry. The CCIM network provides access to some of the smartest and most professional practitioners in the real estate industry, and I have benefited both personally and professionally from this affiliation. My career has spanned the public and private sectors, both in and out of the real estate industry. The CCIM designation provided me instant credibility when I moved back into the industry.”



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Participating Universities on the Fast-Track Schedule

American University – Master of Finance and Real Estate and Master of Business Administration with a concentration in Real Estate

Auburn University – Master of Real Estate Development

Baruch, The City College of New York – Master of Business Administration in Real Estate or Master of Science in Real Estate

Clemson University – Master of Real Estate Development

Columbia University – Master of Science in Real Estate Development

Cornell University – Master of Professional Studies in Real Estate

DePaul University – Master of Science in Real Estate Development

Emory University - Master of Business Administration with a Concentration in Real Estate

Florida International University – Master of Science in International Real Estate

Georgetown University – Master of Professional Studies in Real Estate

Georgia State University – Master of Science in Real Estate

Johns Hopkins University – Master of Real Estate Development

Kangnam University – Master of Science in Real Estate and Doctorate of Science in Real Estate

Kellogg School of Management – Master of Business Administration with a concentration in Real Estate

Konkuk University – Real Estate Science

Massachusetts Institute of Technology (MIT) – Master of Real Estate Development

New York University – Master of Science in Real Estate



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Participating Universities on the Fast-Track Schedule

Southern Methodist University - Master of Business Administration with a Concentration in Real Estate

Texas A&M University – Master of Real Estate Development and Master of Science in Land Development

University of Alabama – Master of Science in Real Estate

University of Cincinnati – Master of Real Estate Development

University of Colorado-Boulder - Master of Business Administration with an Emphasis in Real Estate

University of Denver – Master of Science in Real Estate Construction Management

University of Florida – Master of Science in Real Estate

University of Georgia – Master of Real Estate Development

University of Miami – Master of Business Administration with a concentration in Real Estate or a Masters in Real Estate Development and Urbanism

University of North Carolina - Charlotte – Master of Business Administration with a concentration in Real Estate

University of San Diego – Master of Science in Real Estate

University of Southern California – Master of Real Estate Development

University of St. Thomas – Master of Science in Real Estate

University of Texas at Arlington - Master of Science in Real Estate

University of Texas at Austin - Master of Business Administration with a Real Estate Finance Concentration

University of Utah - Master of Real Estate Development

University of Wisconsin – Master of Business Administration

Vanderbilt University – Master of Business Administration with an emphasis in Real Estate



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Contact information

CCIM Institute website: www.ccim.com

Central Texas chapter website: www.ccimtexas.com

CCIM-UT Alliance Program Liaison:

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