



# Upcoming Courses in Florida | 2020

## **CI 101: Financial Analysis for Commercial Investment Real Estate**

The prerequisite to CI 102-104, this course will provide you with a foundation of practical financial analysis skills you need to succeed in the following courses and in the field.

## **CI 102: Market Analysis for Commercial Investment Real Estate**

One of CCIM's most innovative core courses, CI 102 shows you how to deploy the most advanced digital tools to assess critical issues like market demand, location facility, and supply-chain strategy.

## **CI 103: User Decision Analysis for Commercial Investment Real Estate**

In CI 103, you'll approach real estate problems from the user perspective and learn key concepts such as lease vs. purchase analysis and sale-leaseback analysis.

## **CI 104: Investment Analysis for Commercial Investment Real Estate**

Through CI 104, you will learn how to apply key investor decision-making analyses to optimize investment returns, effectively forecast investment performance, and leverage CCIM analytical tools to improve decision making.

## **Commercial Real Estate Negotiations**

Learn new, proven strategies to client acceptance that will get you out of the "high/low game" and other tactics that can derail a successful transaction.

## **Foundations for Success in Commercial Real Estate**

This two-day classroom or five-session online course 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.

January 6-9, 2020 | Ft. Myers, Fla.  
February 10-13, 2020 | Orlando, Fla.  
March 9-12, 2020 | Palm Beach, Fla.  
August 3-6, 2020 | Sarasota, Fla.  
Sept. 28- Oct. 1, 2020 | Jacksonville, Fla.

February 10-13, 2020 | Pensacola, Fla.  
April 6-9, 2020 | Orlando, Fla.  
May 4-7, 2020 | Miami, Fla.  
June 1-4, 2020 | Ft. Myers, Fla.

September 15-18, 2020 | Ft. Lauderdale, Fla.  
October 6-9, 2020 | Clearwater, Fla.

September 8-11, 2020 | Orlando, Fla.  
October 5-8, 2020 | Miami, Fla.  
October 19-22, 2020 | Tallahassee, Fla.

September 14, 2020 | Ft. Lauderdale, Fla.  
October 5, 2020 | Clearwater, Fla.

May 11-12, 2020 | Sarasota, Fla.

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