

# Accelerate Your Rise To Success

in commercial investment real estate



Learn to make sound commercial investment real estate decisions through the financial analysis concepts and skills taught in this course. During class, you'll work to apply the concepts discussed to your day-to-day activities. Your increased knowledge and professional approach will ensure increased earnings.

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

**Date:** June 04, 2012 - June 07, 2012

**Times:** First Day Check-in: 7:30 - 8:30 a.m.  
Class: 8:30 a.m. - 5:30 p.m.

### Course Location:

Kansas City Regional Association of Realtors  
11150 Overbrook Road  
Suite 100  
Leawood, KS 66211

### After this course, you will be able to:

- Estimate the value of a property using sales comparison approach, direct capitalization, and discounted cash flow analysis.
- Measure before and after tax investment performance of a property using a variety of measures: gross rent multiplier, cash on cash, capitalization rate, internal rate of return, net present value, and capital accumulation.
- Understand the components and structure of commercial real estate loans.
- Use the basic cash flow model to compare commercial real estate investments to other types of investments.
- Apply commercial real estate investment fundamentals and tax regulations to real-world applications.

### Course Prerequisite:

There is no prerequisite for CI 101

### Instructor(s):

- William H. Moss, CCIM
- William C. Cantey, Jr. CCIM

### Ways to Register:

Phone : (800) 621-7027

Fax : (312) 321-4530

Online : [course registration](#)

Mail : CCIM Institute  
13650 Collection Center Drive  
Chicago, IL 60693-0136

Please note that registration cannot be confirmed until payment has been processed. Mailed registrations can take up to two weeks to process.

### Course Credits:

- 3 CCIM Course Credits.
- Continuing Education for KS:  

Type	Hours
Broker	32
CPA	44 CPE Intermediate Level
Sales	32
- See <http://www.ccim.com/cecredit> for Continuing Education credit in other states.

### Required Equipment:

- Hewlett-Packard financial calculator. HP-10BII model is highly recommended.
- A laptop computer is required. For complete details, please visit our technology requirements page at [web.ccim.com/techrequirements](http://web.ccim.com/techrequirements).

### Tuition Information:

- CCIM Candidate Rate - \$1,040
- REALTOR® Rate - \$1,325
- Non-Candidate Rate - \$1,495

### Student Information:

CI1011170 (Gen:January 05, 2012)

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Email: \_\_\_\_\_  
Credit Card: \_\_\_\_\_  
Expiration Date: \_\_\_\_\_

NOTE: The CCIM Institute reserves the right to cancel or change any course at any time. Students enrolled in a course that is cancelled will be notified as far in advance as possible. Students have the option of getting a full refund or transferring into another course. The Institute is not responsible for any out-of-pocket expenses (lodging, airfare, etc.) students may incur when a course is cancelled. Students who cancel or transfer a course registration are subject to fees of up to \$200. Please visit [web.ccim.com/policies](http://web.ccim.com/policies) for complete details.