



NCalCCIM in Conjunction with the Oakland Association of REALTORS

Introduction to Commercial Investment Real Estate

Learn the fundamentals of commercial investment real estate with quality training right in your own backyard! Enroll today in this CI Intro Course, which will be held at the Oakland Association of Realtors on September 16-17, 2009.

“Exceptional Intro Course!” “High Energy!” “Exceeded Expectations!”

Case Study Oriented: Time Value of Money, APOD, NOI, IRR, Cap Rates

After this course, you will be able to:

- Increase your income and skills by understanding commercial investment real estate, including resources and data that can be used to analyze and market commercial properties.
- Identify common lease clauses and costs that impact the bottom line for both owners and tenants.
- Perform the basics of investment analysis, including applying compounding and discounting techniques to investment decisions and calculating internal rate of return for a variety of different investment scenarios.
- Evaluate mortgage loans using compounding and discounting techniques, and calculate amortization values.
- This course uses the HP10-BII Financial Calculator. Other calculators are not recommended!

CCIM’s Introduction to Commercial Investment Real Estate Analysis September 16-17, 2009

Oakland Association of Realtors 1528 Webster Street, Oakland, CA 94612

Check in Time is 8:00 am September 16

Course Times: 8:30 a.m.-5:30 p.m. Lunch Included

17 Hours of CA DRE Credit—Consumer Protection- Sponsor #2808

Co-Sponsored by the Oakland Association of Realtors

Be sure to register at least **30 days** in advance to take full advantage of our [Blackboard](#) site!

**Early Bird Price for REALTORS/CREW
\$395 (register before Sept. 4)**

\$420 Early Bird Non-Member (before Sept. 4, 2009)
\$440 Regular Member \$450 Regular Non-Member

Special Price for CREW Members!
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This is the most highly-acclaimed Commercial Investment course in the country and is taught by William Mohr, CCIM, one of the most popular instructors in the industry:

For more information or to register for this course:

Call (800) 621-7027 or Register online at www.CCIMInstitute.com