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## **Fredette, managing director of KW Commercial, earns CCIM designation**

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Ronald Fredette, CCIM, managing director with KW Commercial has earned the Certified Commercial Investment Member (CCIM) designation from the CCIM Institute, one of the leading commercial real estate associations in the world. The designation was awarded this month at the institute's annual business meeting in Kansas City.

The CCIM designation is awarded to commercial real estate professionals who upon successful completion of a graduate-level education curriculum and presentation of a portfolio of qualifying experience. A CCIM is a 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.

The curriculum addresses financial analysis, market analysis, user decision analysis, and investment analysis, the cornerstones of commercial investment real estate. CCIMs are recognized experts in commercial real estate brokerage, leasing, asset management, valuation, and investment analysis.

Since 1969, the Chicago-based CCIM Institute has conferred the Certified Commercial Investment Member designation to commercial real estate and allied professionals through an extensive curriculum of 200 classroom hours and professional experiential requirements. Currently, there are some 15,000 CCIMs in markets throughout the United States, Canada, and 30 additional countries, with 5,500 practitioners known as Candidates that are pursuing this prestigious designation, making the institute the governing body of one of the largest commercial real estate networks in the world. An affiliate of the National Association of Realtors®®, the CCIM Institute's recognized curriculum, powerful technology tools, and networking programs impact and influence the commercial real estate industry. Visit [www.ccim.com](http://www.ccim.com) for more information.

A CCIM is part of a global commercial real estate network with members across North America and more than 30 countries. This professional network has enabled CCIM members to close thousands of transactions annually, representing more than \$200 billion in value. As a result, the experts who possess the CCIM designation are an invaluable resource for commercial real estate owners, investors, and users.

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. CCIMs have completed a portfolio demonstrating the depth of their commercial real estate experience. Finally, they have demonstrated

their proficiency in the CCIM skill sets by successfully completing a comprehensive examination. Only then is a designation candidate awarded the coveted CCIM pin, joining the ranks of highly skilled commercial and investment real estate experts.

Over 15,000 commercial real estate professionals have earned the designation. Currently, 5,500 professionals are pursuing their CCIM designation.

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