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CCIM president's message: What exactly is a CCIM?

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RBI, NNN, TNT: these are letters we can understand, and know off the top of our heads. So what is a CCIM? It is a certified commercial investment member. "Great" you say, "What does that mean to me?" As not all things are the same to all people, I would contend that my CCIM designation is a door opener. Since I have become a candidate, the local chapter, its members and the national institute has presented many opportunities to me.

"So what kind of opportunities are we talking about, Chris?" is what I hear you asking. First and foremost: EDUCATION. Let's make no mistake about it, the education you get by taking the four base courses and elective courses, is the best investment you can make in yourself as a real estate practitioner. The education continues when you write your resume. There is a learning experience by looking back at deals you have done and seeing what you could have done differently using that education. Granted some resumes rival in length to 'A Tale of Two Cities' but the reading is not for general enjoyment.

By having that base line of education more doors seemed to open up for me day in and day out. On the networking side, I have now had a chance to meet and work with some of the finest in the business. Because of our common experience taking the SAT-like CCIM exam there is a common bond among designees. The best part about my experiences was the fact that all of these individuals wanted me to succeed. As soon as I completed my CI 101 (the first course in the program) I had CCIMs from other marketplaces urging me forward to take the next course and to ultimately receive "the pin."

As chapter president I want to re-gift those two door openings that CCIM gave to me. Education and networking. I invite all of you who have never heard of CCIM to come out and take our Intro Course on March 17th and 18th (details on www.neccim.com). In addition, to all of you who have taken a course or four and just need to finish off the exam, I challenge you to come out to our Resume Review on the 29th of May. I will personally greet you face to face and assist you in getting "the pin" which is a coveted award in the commercial real estate industry. All CCIMs locally, nationally and globally want you to join and take part in the multitude of activities that are offered.

If you are interested in taking a course or just want to get the darn pin, give me a call and let's get it done (603) 668-7000 x212! I want to make sure you all succeed.

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