



# nerej

## **10-28-2013 - CCIM Calendar of Events**

August 15, 2013 - Connecticut

CI 103

User Decision Analysis for  
Commercial Investment Real Estate

October 28 - 31

Location: Realtor Association  
of Pioneer Valley  
221 Industry Ave., Springfield, MA  
Time: 8:30 a.m. - 5:30 p.m.

In CI 103, you'll incorporate the CCIM  
decision-making model into all case studies.

Begin to develop the practice of applying the CCIM Communications/Negotiations Model to all real estate decisions with a focus on using this model in interest-based negotiations.

To register for the course  
visit [www.ccim.com](http://www.ccim.com)

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