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## **04-15-2014 - CCIM Calendar of Events**

March 20, 2014 - Connecticut

April 15

Jayne Kelly, senior vice president and chief lending officer of Ion Bank, and Edward Hill, CRE, a principal of Cappalli & Hill, LLC, will provide tips and insight into how to present loan applications and packages to enhance chances of approval - what do commercial lenders and underwriters look for - what mistakes are frequently made by applicants (and how to avoid them) - how to deal with negatives - changes in approach forced by Dodd-Frank.

May 20

### **C-Pace Program**

Review and discussion on Connecticut's new C-PACE program- a creative financing tool that allows property owners to improve building energy efficiencies more cost effectively.

Guest speaker is be Jessica Baily from the Clean Energy Finance and Investment Authority.

Location: The Best Western Plus (Formerly The Holiday Inn)

201 Washington Ave North Haven

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540