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## **Russell of Pearce Real Estate teaches commercial investor analysis course**

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Hartford, CT According to Barbara Pearce, CEO and president of Pearce Real Estate, the CCIM Connecticut Chapter hosted a CI 104 Investor Analysis for Commercial Investment Real Estate Course taught by Carl Russell, CCIM, SIOR at 90 State House Sq. The cornerstone of the CCIM program, the designation curriculum is designed to equip practitioners with the skills they need to profit from the ever-changing commercial real estate industry. Many thanks to Julianna Fritz, Damon Ralph, and Judi Bigda at Wells Fargo for generously allowing us to use their conference facility.

The CCIM lapel pin denotes that the wearer has completed advanced coursework in financial and market analysis, and demonstrated extensive experience in the commercial real estate industry. CCIM designees are recognized as leading experts in commercial investment real estate.

Above all, the CCIM designation represents proven expertise in financial, market, and investment analysis, in addition to negotiation. Courses in these core competencies are taught by industry professionals, ensuring all material reflects the state of the industry. With this real-world education, CCIM designees are able to help their clients:

- Minimize risk;
- Enhance credibility;
- Make informed decisions; and
- Close more deals.

Russell, a specialist in investment analysis, has more than forty years of experience in the field of real estate. He received a B.S. in Business Administration from Boston University and an M.B.A. in International Trade and Finance from Lehigh University. Russell is a member of the Society of Industrial and Office REALTORS (SIOR) and a Certified Commercial Investment Member (CCIM) where he also is a nationally known instructor of the CCIM program. He currently is assistant adjunct professor of Real Estate at New York University. He also holds membership in the Greater New Haven Association of Realtors, Connecticut Association of Realtors, and National Association of Realtors.