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## **CCIM CT Chapter to hold Foundations for Success course**

June 15, 2018 - Connecticut

Hartford, CT The CCIM Connecticut chapter will host an educational course at the Greater Hartford Association of Realtors on August 16-17 from 9 a.m - 4:30 p.m. The course, entitled “Foundations for Success in Commercial Real Estate” is a two-day, case study-driven course providing agents, brokers, students, and allied professionals with an understanding of the skills, resources, and business practices that pave the way for success in commercial real estate. Attendees will learn how to analyze leases and investment value, and develop a plan to kick-start their career. Foundations for Success is not just about how the commercial real estate business works, it is also about working the business.

After completing this highly interactive course, attendees will be able to:

- Access and use demographic information as a decision-making tool;
- Differentiate between the needs of the owners and tenants;
- Develop a personal marketing plan;
- Develop a property marketing plan;
- Utilize basic financial analysis tools;
- Solve investment problems using a financial calculator;
- Perform basic mortgage calculations using compounding and discounting techniques;
- Project income and expenses for a real estate property;
- Calculate the yield on a potential investment;

As part of the course you will also receive the CCIM Financial Calculator, designed to effectively and efficiently provide investment scenarios for you and your clients.

This course counts for 6 credit hours of State of Connecticut CE Credit Hours. Continuing Education will be awarded by the CCIM Institute.

Cost: Member rate: \$295; non-member rate: \$320.

The course instructor is Mark Polon, CCIM, president at Polon Consulting. During his 35 years in commercial real estate, he's had extensive experience in office properties and appraisals. Prior to 2010, Polon was president and COO of RIISnet, a web-based transaction platform for commercial real estate. He also served at the corporate level as senior executive vice president for Prudential CRES, a national commercial real estate franchise system, and as vice president of Coldwell Banker Commercial Real Estate. Polon has been a CCIM Institute instructor since 1989. He was recognized CI 101 Instructor of the Year by CCIM faculty in 1998 and 2005.

The Designation - CCIM stands for Certified Commercial Investment Member. 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.

Investment Expertise - 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.

Belonging to CCIM means being part of an ethical and knowledgeable network that fosters lasting relationships based on mutual respect. Our membership represents diversity in culture, gender and age from all disciplines in the commercial real estate industry.

For information on joining the CCIM Connecticut Chapter, please contact CCIM Connecticut Chapter President Shirley Harpool, CCIM at 203-985-9911 or [shirley.harpool@gmail.com](mailto:shirley.harpool@gmail.com)

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