



CELEBRATING  
55 YEARS

# nerej

## **Differentiate yourself from others with CCIM courses**

July 23, 2008 - Front Section

"There ain't no cure for the Summertime Blues" as they say. High gas prices; Fannie and Freddie questions; and of course rumors about A-Rod's love life, all make for a depressing summer. However perhaps there is something New England CCIM can offer to take your mind off of things. In this uncertain economy, what better way to differentiate yourself from some professional development than CCIM Core Courses or Workshops.

I eluded, in my last letter, about our upcoming Advanced Negotiation Workshop. This two day course will be held at the Hilton Garden Inn in Burlington, Mass. on August 21st and 22nd (two day program). You do not need to be affiliated with the CCIM Institute to take this course. Chapter members, candidates and designees receive discounts but the opportunity is open to all. In the course you will practice frameworks and techniques as well as receive software to take home with you. Previous attendees of the class have hailed it as: "...one of the best courses I have taken in my 30 years in the real estate business..." as well as "...valuable and practical..." For details about this program visit the national website [www.ccim.com](http://www.ccim.com) or our local site [www.neccim.com](http://www.neccim.com).

If you want more excitement then our workshops, why not try out for Fox's "Are You Smarter Than a Fifth Grader?" Honestly 5th grade was never that hard! But if you do want to go back to school, why not consider some of our upcoming Core or Intro courses.

From July 28th to August 1st, Boston will host CI 104 at the Back Bay Events Center. Join the twenty plus already enrolled in this CORE class which focuses on financing, risk and disposition decisions. Note that you must have taken CI 101 to take this course.

On October 20th and 21st Portsmouth, N.H. will host our Intro Course. Our venue at the Hilton Garden Inn will give you a chance to learn the basics of loans, investments analysis and commercial leases. This is a great program for people who are new to the industry or want a refresher and is open to everyone. Also, what better place than Portsmouth, less than an hour from Manchester, Portland and Boston!

On Nov. 10th through the 14th, Boston will host CI 101 at the Back Bay Events Center. This course is open to everyone and is the foundation core course of the CCIM program. You will learn investment fundamentals, cash flow models, tax implications and Who Shot JR. Okay, not that last one, but I had to check who was still awake. This is a great course that will get you started on your path to the pin.

As always please visit our local website [www.neccim.com](http://www.neccim.com), the national website [www.ccim.com](http://www.ccim.com) or call me (603)668-7000 with any questions, comments, ideas or blank checks.

Chris Norwood is president of the N.E.CCIM chapter and director of NAI Norwood Group, Bedford, N.H.