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CCIM courses are for novices as well as the professionals

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So the boys of summer have hung up their cleats; the Celtic green are starting the defense of their title; and the black and gold are looking to warm up the Garden. Ahh yes. Fall is a time of beginnings and ends. There is excitement in the air, and even if we fall a few outs shy of another World Series, there is much to be proud of in New England.

Like those winter sports just getting geared up, our New England chapter has started a group of students on the CCIM courses. This past week, thirty new students from around the area settled into Portsmouth, N.H. to take the CI Intro course. CI Intro would be like the home opener for the season. The course is filled with an intense amount of data: cash flow analysis, discounted cash flow, PV, NPV, IRR and more. It is a condensed version of the rest of the four CI courses and it is open to everyone. So congrats to those thirty students who are just starting the CCIM season with their first course. We hope that you will join the season for our CI 101 course (open to all regardless of if you have taken Intro) on November 10th through 14th. This is the foundation of the CCIM program and will be five intense days of coursework, and will be just the beginning of your CCIM curriculum. It is a great way to get to know the program even if you do not have intentions of going obtaining the pin.

For those of you who have obtained the pin, you know to do so is like winning in the post season: tons of pressure to succeed and tons of work to get you there. Each year only a few hundred people across the world sit for the comprehensive examination. To do so you must have completed CI 101, 2, 3 & 4 as well as display a portfolio of comprehensive work showing that you have what it takes to be a Certified Commercial Investment Member. If you allow me to beat this metaphor into the ground the pin you receive besting this accomplishment is much like the ring reserved for sports champions. (Ok so our jewelry does not have all of the diamonds, but you get the idea.)

For two people this past week, this feat was met. The New England chapter would like to congratulate Barbara Davis-Hassan of Barb Hassan Realty and Bev Uhlenhake of Epstein Commercial Real Estate. You both deserve all of the rewards for your accomplishments!

So whether you are winning it all in the postseason or at your first tip off, our chapter is here to help you through it all. For more information please visit www.neccim.com or call me at (603) 668-7000.

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