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## **CT CCIM Chapter to Host CI 103: “User Decision Analysis for Commercial Investment Real Estate”**

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Stephanie Coleman

John Dinkins

East Hartford, CT The Connecticut CCIM Chapter will host CI 103: User Decision Analysis for Commercial Investment Real Estate, a cornerstone course in the CCIM designation curriculum, from October 27–30 at the Greater Hartford Association of Realtors.

Led by Stephanie Coleman, CCIM, chapter president, and John Dinkins, CCIM, this intensive four-day course equips commercial real estate professionals with advanced analytical tools to guide clients through complex occupancy decisions. Attendees have the option to earn six elective continuing education credits approved by the State of Connecticut.

Participants will learn to conduct comparative lease analyses between competing properties, evaluate sale-leaseback strategies to unlock capital from owned assets and advise clients on lease vs. purchase decisions to support expansion goals.

The course integrates the CCIM Decision-Making Model and Communications/Negotiations Model, introducing nuanced approaches to user discount rate selection — including the use of multiple rates based on perceived risk across occupancy cash flows.

Upon completion, professionals will be able to optimize user space decisions through financial modeling, understand how financial reporting requirements impact real estate choices and combine

negotiation tactics with financial analysis to drive better client outcomes.

This course is ideal for brokers, asset managers, financial analysts, and other CRE professionals seeking to deepen their advisory capabilities. It is also a required course to earn the prestigious CCIM designation.

Advance registration is required. For full details and to register, visit [www.ctccim.com](http://www.ctccim.com).

The CCIM Institute is the governing body of one of the largest commercial real estate networks in the world. This global community of 13,000 members, more than 55 chapters, and 30 countries educates and connects the world's leading experts in investment strategy, financial analysis, and market analysis. The CCIM designation is awarded to commercial real estate professionals upon successful completion of a graduate-level education curriculum and presentation of a portfolio of qualifying experience. CCIMs are recognized experts in commercial real estate brokerage, leasing, asset management, valuation, and investment analysis.

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