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CT CCIM Chapter expands educational offerings with advanced and introductory CRE Courses

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Stephanie Coleman

John Dinkins

Mark Polon

East Hartford/Bethel, CT The Connecticut CCIM Chapter continues its commitment to advancing commercial real estate education by hosting two dynamic learning opportunities this fall.

From October 27–30, the chapter will present CI 103: “User Decision Analysis for Commercial Investment Real Estate” at the Greater Hartford Association of Realtors. This advanced four-day course, led by chapter president Stephanie Coleman, CCIM, and instructor John Dinkins, CCIM, is a cornerstone of the CCIM designation curriculum. It equips professionals with analytical tools to guide clients through complex occupancy decisions, including comparative lease analysis, sale-leaseback

strategies, and lease vs. purchase evaluations. Attendees may earn six elective CE credits approved by the State of Connecticut.

CI 103 integrates the CCIM Decision-Making and Communications/Negotiations Models, offering nuanced approaches to user discount rate selection and occupancy cash flow analysis. Ideal for brokers, asset managers, and financial analysts, the course empowers participants to optimize space decisions through financial modeling and negotiation strategies.

Advance registration is required at www.ctccim.com.

In addition to CI 103, the CT CCIM Chapter will host an "Introduction to Commercial Real Estate" course on September 25 at the Northern Fairfield County Association of Realtors in Bethel, CT. Designed for professionals new or transitioning into the commercial sector, this half-day session provides a comprehensive overview of CRE fundamentals, including market cycles, lease structures, investment tools, and sector-specific insights. Taught by Mark Polon, CCIM, the course is eligible for three elective CE credits and offers valuable soft skills training in negotiation and communication. Space is limited to 30 attendees.

For more information or to register, visit www.ctccim.com or contact admin@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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