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## **CI 101, Financial Analysis for Commercial Real Estate**

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Windows 7. The iPhone. Dan Brown's new book. There are always products that we look forward to their release date. Early adopters or true fans line up for midnight release parties dressed in their Chewbacca and ride in on their Millennium Falcon Station Wagons for Star Wars Episode One (not me, some other redhead). Well CCIM has its own release party for the new CI 101 so grab your Harry Potter glasses and Quidditch Gear and get ready for it.

On October 5-9, Boston will be one of the first cities to host the brand new, \$3 million, rewrite of CI 101, Financial Analysis for Commercial Real Estate. The CCIM Institute has packed this course with new case studies, concepts, an expanded market analysis module, new excel calculator spreadsheets, and in-depth real estate lending and tax sections (could you think of a better time for this material?) If you are looking to start the CCIM program for the first time, or you want to dust off the cobwebs and look at the courses again now is the time.

For those already with the PIN, you should look into the Life After Pin (LAP) Program. This is a unique opportunity for people who have taken the courses prior to get a discounted rate on sitting for the courses again and learning the new techniques or just to see what has changed.

For those just getting started, go to our website [www.neccim.com](http://www.neccim.com) and download the latest copies of our scholarship applications to take courses in 2010, which are open to all. Each year through the chapter we give out more than \$4000 worth of scholarships to six individuals, to our newly rewritten 101 programs to the soon to be redone, 102, 103 and 104 programs. Now is the time to capitalize on these new rewrites and the dollars available to you.

It may not be as exciting as the home opener for the Patriots, an October run for the Sox, or a "Who's the Boss?" marathon, but we are very excited about our CI Programs and the new rewrites. Plus, Tony Danza is not going to give you \$4,000 anytime soon.

As always call, email, or pony express any questions, comments, checks to our leadership at [www.neccim.com](http://www.neccim.com).

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