



# The Hawaii CCIM Chapter Presents...

# CI 104

## INVESTMENT ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE Featuring Senior National Instructor Joseph Larkin, CCIM

**OVERVIEW:** Similar to other courses, CI 104 is case-study driven. Within each case study, you will encounter a key investor decision: Should a non-taxable investor acquire an investment with or without debt financing? What if the investor is taxable? During the holding period of an investment, should an investor make a discretionary capital expenditure or not? How does an investor evaluate disposition alternatives? Gain knowledge, tools, and resources needed to make these decisions.

Begin to develop the practice of integrating the CCIM Communications/Negotiations Model into all real estate decisions with a focus on using this Model in presentations. With today's challenging real estate market, we will also take a comprehensive look into approaching risk analysis by exploring the types of risk associated with real estate investment, and the ways to mitigate and manage those risks.

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After completing this course, you will be able to:

- Apply key investor decision-making analyses to optimize investment returns.
- More effectively forecast investment performance by quantifying real estate risk.
- Leverage CCIM analytical tools to improve decision making.

**Prerequisites**

- CI 101
- Preparing to Negotiate or Advanced Negotiations

**Course Recommendations (101 is a prerequisite)**

- Hewlett-Packard Financial calculator. (HP-10BII is highly recommend)
- Laptop computer w/CD-ROM drive & Excel® 2000 or higher.
- Powerpoint (any version) and Internet Explorer 6.0 or higher

**Course Details**

- **3 CCIM Core Course Credits**
- **34 CE hrs—Real Estate Appraisers- Hawaii**
- **12 CE Credit hrs Broker/Sales-Hawaii-Bring ID & current realtor's pocket license to receive SOH CE Credit**

# JUN 5

Dates: June 5-9, 2017

Location: 1585 Kapiolani Blvd. #1518, Honolulu, HI 96814

Class Time: Check In: 8:00-8:30am Class Time: 8:30 am—5:30 pm

Payment in full or a deposit of \$150 is required to guarantee reserved seats

**Cancellation/ Refund Penalty 14 days or more prior to start date - \$75. Less than 14 days prior to start date—\$150. No refunds or transfers will be given once the course begins.**

Name _____		Company _____	
Phone _____	Fax _____	Email <i>(required)</i> _____	
Mailing Address _____		City _____	State _____ Zip _____
Select One: <input type="checkbox"/> <b>Member, Hawaii CCIM Chapter - \$1365</b>			
<input type="checkbox"/> <b>Registered CCIM National Candidate - \$1365</b>			
<input type="checkbox"/> <b>Non-Member - \$1650</b>			
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