

# Upcoming Courses in Phoenix

Take advantage of designation curriculum courses and others taking place in your local market. The Central Arizona CCIM Chapter presents four courses in 2019 to help you on your path to earning your CCIM designation.

**May 20-23, 2019**

## **CI 102: Market Analysis for Commercial Investment Real Estate**

One of CCIM's most innovative core courses, CI 102 shows you how to analyze investment factors for each of the four major property types: office, industrial, multifamily, and retail.

**Member:** \$1,435 | **Non-member:** \$1,735

**Instructor:** Mark Cypert, CCIM

**October 10, 2019**

## **Commercial Real Estate Negotiations**

Learn new, proven strategies to client acceptance that will get you out of the "high/low game" and other tactics that can derail a successful transaction.

**Member:** \$175 | **Non-member:** \$190

**Instructor:** Soozi Jones Walker, CCIM

**May 24, 2019**

## **Advanced Market Analysis for Commercial Investment Real Estate**

What is your economic future and where are your opportunities? This workshop helps you identify opportunities that are essential to surviving in today's market.

**Member:** \$145 | **Non-member:** \$165

**Instructor:** Mark Cypert, CCIM

**October 21-22, 2019**

## **Foundations for Success in Commercial Real Estate**

Foundations provides an understanding of the skills, resources, and business practices that pave the way for success in commercial real estate.

**Member:** \$275 | **Non-member:** \$345

**Instructor:** Soozi Jones Walker, CCIM



**Central Arizona  
CCIM Chapter**

**Location:** The Esplanade E-Center  
2501 E. Camelback Rd., Ste. 50, Phoenix, AZ

**Learn more and register at:**  
[www.ccim.com/upcoming-courses-phoenix](http://www.ccim.com/upcoming-courses-phoenix)