

Greater Los Angeles CCIM Chapter

CCIM

Foundations for Success in Commercial Real Estate



Carmela Ma, CCIM
Senior Instructor
CCIM

Carmela Ma was awarded the “CCIM Instructor of the Year” in 2003, a once-in-a-lifetime award from the CCIM Institute. In addition, the CCIM “People’s Choice Award” 2003, and 2006; “Senior Instructor of the Year” for Financial Analysis in Commercial Real Estate CI-101 2001; the CI 104 CCIM Investment Decision Analysis Senior Instructor of the Year award in 2011.

This two-day classroom course provides agents, brokers, students, and allied professionals with an understanding of the skills, resources, and business practices that pave the way for success in commercial real estate. Through real-world case studies you will learn how to analyze leases and investment value, and develop a plan to kick-start your career.

After taking this course, you will be able to:

- Access and use demographic information as a decision-making tool
- Differentiate between the needs of the owners and tenants
- Develop a personal marketing plan
- Develop a property marketing plan
- Utilize basic financial analysis tools
- Solve investment problems using a financial calculator
- Perform basic mortgage calculations using compounding and discounting techniques
- Project income and expenses for a real estate property
- Calculate the yield on a potential investment

You will also receive the CCIM Financial Calculator, designed to effectively and efficiently provide investment scenarios for you and your clients.

Dates: Tuesday, March 21, 2017 and Wednesday, March 22, 2017

Registration: 8AM — 8:30AM

Time: 8:30AM — 5PM

Cost: WSGVAR Member — \$295.00

Non-WSGVAR Member — \$395.00

CCIM Member Tuition — \$325.00

Location: WSGVAR | 1039 E. Valley Blvd., #205B | San Gabriel, CA 91776

Contact: education@wsgvar.com | 626.288.6212 | www.wsgvar.com

For additional questions, please contact:

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President

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Registration and logistical questions:

Laura Byrnes

Executive Administrator

CCIM Greater Los Angeles Chapter

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WAYS TO REGISTER: Register online at www.WSGVAR.com by clicking on the Education Schedule under “Education & Events” or fill out the information below and mail to WSGVAR, 1039 E. Valley Blvd., #205B, San Gabriel, CA 91776 or fax to 626-288-7658

Name _____ WSGVAR Member # _____

Phone _____ E-mail _____

Address _____ City, State, Zip _____

Credit Card Type: Visa MasterCard AMEX Discover or Check Enclosed payable to: WSGVAR or Cash

Cardholder Name _____ Credit Card Number _____

Exp. Date _____ CVV: _____ Signature _____

Please note cancellations within 7 days before the course will result in a \$10 cancellation fee or you may apply it as a credit towards another WSGVAR class within the same calendar year. For a hotel directory please contact WSGVAR staff.