



Robert Ward Institute Center for R.E. Studies has been established

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The CCIM Institute surveyed its members some time ago asking what type of courses designers would be interested in taking. The Institute listened to its members and the Robert L. Ward Institute Center for Real Estate Studies was established. The Ward Institute has been working on redesigning the CCIM curriculum and developing one and two day courses on commercial real estate topics. Last year the CCIM Institute rolled out several new courses and seminars with incredible success. So far the Institute has had incredible success with all courses offered - they were sold out!

Below is a list of additional new courses that the Institute will offer in 2008:

- * **Advanced Negotiation Workshop:** This advanced negotiation course features: 1) industry best practices, 2) commercial real estate case studies, exercises and simulations using customized software, and 3) proven techniques to compete in today's commercial real estate environment.
- * **Excel Workshop - Real Estate Applications:** In this interactive session, participants learn to format Excel spreadsheets for user and investor analyses.
- * **Excel Workshop - Advanced Real Estate Applications:** In this companion session to the Excel Workshop, participants learn advanced formatting skills for user and investor analyses. This session can be combined with Part 1 to provide comprehensive one-day Excel training for real estate applications.
- * **Cost Segregation:** Cost segregation provides tax relief that can be of critical importance to property investors and users. Since it has quietly evolved over the last seven years, most commercial real estate owners and their CPAs do not know about it or completely understand it to a point where it can be a benefit to their clients. Few real estate brokers even know about it.
- * **Feasibility Analysis for Investors and Developers:** Complete a detailed and comprehensive market, site and financial feasibility analysis of a proposed retail development using a real-world case study scenario, and see how your outcome matches the transaction that actually occurred.
- * **Strategic Planning for the CIRE Broker:** What does it take to succeed as a commercial broker? Using proven practices, this course serves as a gateway for brokers on how to market themselves and their properties, as well as create opportunities and improve their business practices.
- * **Discounted Cash Flow Analysis:** This session is designed to introduce you to the importance that timing and the cost of capital play when compounding and discounting cash flows. You will compare alternative investment measures like cash-on-cash, internal rate of return, and other rules of thumb.
- * **Net Present Value (NPV) Application for User and Investor Decision Making:** Define, calculate, and interpret net present value as a measure of investment performance for selected sample investments
- * **Sale-Leaseback Analysis - Investor and User Perspectives:** A review of the sale leaseback

transaction for both sides: how it is structured, benefits and drawbacks, tax issues and potential prospects. Learn the process for selecting a discount rate used by corporate and non-corporate users. Analyze the alternatives of the owner/occupant as to whether to continue to own and occupy space or to sell to an investor and lease it back. You will learn to use a customized sale leaseback Excel workbook to assist with your analysis.

* **Selection of Discount Rate:** The discount rate is an important benchmark that investors use to determine the suitability of a real estate investment. You will also discover the process both individuals and corporations use to determine the appropriate discount rate to apply

* **Valuing Leases, Subleases and Lease Buyouts:** The natural change of market conditions over the term of the lease will affect the relative position of both the landlord and tenant. These changes create options for both parties that can product either a positive or negative economic impact. This session will allow you to accurately determine the value of a lease (or sublease) under conditions where market rents have moved to be either higher or lower than the contract rent. Through an interactive case study, you will identify the specific value (or cost) of the leasehold interest as well as the options and decisions that can be made by either party regarding a sublease, a buyout or ways for either party to extract the positive value of a given leasehold scenario.

* **Impact of Leverage on Real Estate:** This session illustrates how financing (leverage) can affect a real estate investment. It will help you determine the impact of taxation and calculate important investment decisions. You will also discover methods to compare and evaluate alternative real estate investments for owners.

For additional information, please visit www.ccim.net

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