



## **CCIM Institute launches new course Sept. 4th and 5th**

August 11, 2014 - Upstate New York

CCIM Institute launched a new course called The Foundations for Success in Commercial Real Estate. The two-day course has been designed to reach a broad audience of industry professionals, including commercial brokers, residential agents, and allied professionals who work in real estate, such as lawyers, lenders, and CPAs; institutional-level real estate professionals; and graduates of university real estate programs.

The Foundations course serves as an introduction to commercial real estate investment and the decision-making processes for buying, selling, and financing investment real estate. The course also emphasizes the skills and knowledge required for a successful career in the industry. "It's designed to help students understand how the business works and to answer a few questions for them," said Ed Gallacher, CCIM, president of the Upstate NY CCIM Chapter. "Am I cut out for this business? Do I have the requisite skills to be in this business? What knowledge do I need? And once acquired, how do I go about inserting myself in the business?"

The Upstate NY CCIM Chapter presents a special delivery of this course with Joseph Larkin, CCIM, SIOR serving as instructor. Through a case-study approach, students in the course will create a marketing strategy both for themselves and the asset they choose to represent.

The Foundations for Success in Commercial Real Estate will be offered on September 4th and 5th in Syracuse at the Greater Syracuse Association of Realtors training center located at 5958 E. Taft Rd. The cost will be \$400 for the 2-day course. Register for the course at [CCIM.Com](http://CCIM.Com).

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540