



NAR booth at Expo Real available to CCIM Institute members

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Munich, Germany The CCIM Institute is not officially participating this year in Expo Real, the commercial property expo held annually in Germany. This year's expo takes place October 5 - 7. CCIM members planning to attend the expo, however, are welcome to use the NAR stand (B1.013) as a "home base" during the Expo Real show. The stand will be staffed at all times so members may leave messages or packets for others, use it as a meet-up point and encourage others to leave messages for them. It can also be used for small, informal meetings, as space allows. There will be a small semi-private meeting area within the booth and a sign-up sheet (first come, first served). Note, however, that if more privacy is needed or possible disruptions are problematic, you are encouraged to organize meeting space elsewhere in the exposition hall (private meeting rooms may be arranged). Unfortunately, members will not be able to display their own personal marketing materials in the NAR booth.

Carol Weinrich, managing director of international operations at NAR, will be the primary contact in the NAR stand. Joining her is Jeff Hornberger from NAR's Realtors Commercial Alliance group. Hornberger or Weinrich will be in the stand at all times during show hours. If you have specific questions regarding the NAR stand, please direct them to cweinrich@realtors.org.

CCIM members attending the expo may also want to contact Michaela Driver, CCIM, who is working temporarily in Muhlendorf near the city and is a frequent expo attendee. Driver is a native German and an excellent resource for information on the German real estate market. Driver would like to organize an informal meeting with CCIM members attending the Expo, so if you are going, feel free to contact Weinrich by email at onecall@michaela1st.com, by phone in Germany at +49 160-95 92 83 40, or through Skype at "michaela1st."

The CCIM movement began more than 40 years ago with commercial real estate practitioners who wanted to elevate their business practices through focused education and networking opportunities. Still today, education and networking remain the cornerstones of the CCIM designation and the reason for its success. The CCIM Institute confers the CCIM designation and is an affiliate of NAR. Established by the California Association of Realtors in 1954 under the name Certified Property Exchanger (CPE), the CCIM designation took on national significance in 1967 under administration by a division of the National Association of Realtors. In 1969, the designation was renamed Certified Commercial Investment Member (CCIM). A council was established to administer the designation, and in 1991 it was granted institute status as an affiliate of NAR.

Now, with more than 19,000 members in 33 countries and 61 chapters worldwide the CCIM Institute has emerged as a truly global organization.

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