



## **CCIM Institute**

Equipping the world's best minds in commercial real estate

### **What is a CCIM?**

A Certified Commercial Investment Member (CCIM) is a recognized expert in commercial and investment real estate. A CCIM is an invaluable resource to the commercial real estate owner, investor and user, and is among an elite corps of 9,000 professionals in more than 30 countries and across six continents that hold the CCIM designation. An additional 5,000 practitioners are pursuing the designation.

Recognized for its preeminence within the industry, the CCIM curriculum represents the core knowledge expected of commercial investment practitioners, regardless of the diversity of specializations within the industry. The CCIM curriculum consists of four core courses that incorporate the essential CCIM skill sets: financial analysis, market analysis, user decision analysis and investment analysis for commercial real estate. An introductory course, as well as a negotiations course, is also offered. Additional curriculum requirements may be completed through transfer credit for graduate education or professional recognition, and qualifying non-CCIM education. Following the course work, candidates must submit a portfolio of qualifying experience showing a depth of practical knowledge in the commercial-investment industry. After fulfilling these requirements, candidates must successfully complete a comprehensive examination to earn the CCIM designation. This designation process ensures that CCIMs are proficient not only in theory, but also in practice.

The educational process doesn't end once the designation is earned; there is a strong commitment among CCIMs to continuing education, primarily through the institute's Ward Center for Real Estate Studies.

Only about 6% of the estimated 150,000 commercial real estate practitioners nationwide hold the CCIM designation, which reflects not only the caliber of the program, but why it is one of the most coveted and respected designations in the industry. Through this business network, and through revolutionary technology tools such as The Site To Do Business and CCIMREDEX, CCIM Institute members successfully complete approximately 156,000 transactions annually, representing more than \$200 billion in value.

Conferred by the CCIM Institute, the CCIM designation was established in 1969. Courses leading to the designation are offered throughout the world. For more information, call 800-621-7027 or visit [www.ccim.com](http://www.ccim.com).