



THE CCIM INSTITUTE

Advancing the Commercial Real Estate Profession

EARN YOUR

Introduction to Commercial Real Estate Certificate



Jump-start your career in
Commercial Real Estate

WHAT IS THE INTRODUCTION TO COMMERCIAL REAL ESTATE CERTIFICATE PROGRAM?

Offered by the premier educational organization in commercial real estate, the Introduction to Commercial Real Estate Certificate program is designed to provide you with the basic principles of commercial real estate, financial analysis tools, and professional skills to arm you to be knowledgeable in the industry from a name you can trust, The CCIM Institute.

Here's what you can expect:

- **Proficiency in key concepts that range from financial analysis tools to negotiation strategies, standards of practice, and much more.**
- **Highly-knowledgeable and experienced course instructors that bring real-world expertise to each course.**
- **Increased opportunities by expanding your network with course instructors and commercial real estate colleagues.**

The Introduction to Commercial Real Estate Certificate is available to everyone looking to further their career in the industry. We hope that it serves as just the beginning of your educational journey with The CCIM Institute.

Complete the
Introduction to
Commercial Real
Estate Certificate
Application

Required Courses

- Foundations for Success in Commercial Real Estate
- Commercial Real Estate Negotiations
- Online Self-Paced Ethics Course

Electives (19 hours)



HOW DO I EARN THE INTRODUCTION TO COMMERCIAL REAL ESTATE CERTIFICATE?

To earn the certificate, you must submit an application and complete 40 credit hours of coursework. Here's how:

1. Login or create an account, add Introduction to Commercial Real Estate Certificate Application to your order, fill out and submit the application form, and remit the \$195 application fee.
2. Complete three required courses (21 credit hours):
 - Foundations for Success in Commercial Real Estate (10 credit hours)
 - Commercial Real Estate Negotiations (8 credit hours)
 - Self-Paced Ethics Course (3 credit hours)
3. Fulfill an additional 19 credit hours of elective courses offered through The CCIM Institute's Robert L. Ward Center for Commercial Real Estate Studies.
 - View the list of elective courses that can apply to your credits.
 - Up to 7 of the 19 elective credit hours may be met through select **courses offered by NAR®, IREM, RLI, and SIOR.**

Additionally, you'll receive credit for any required courses and/or elective courses already taken within the past five years.

Introduction to Commercial Real Estate Certificate Program

This certificate program offered at the CCIM Institute comes with real value to help drive your career development and dealmaking:

- One-time \$200 discount off the candidate membership fee *
- A framed certificate from The CCIM Institute
- Digital and printable certificate.
- Digital badge showcasing your accomplishment.

View Required and Elective Courses



**You will have up to 1-year after completing the Introduction to Commercial Real Estate Certificate program to use the discount.*

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**For more information,
please contact**

Jenae Grayer
certificates@ccim.com
312-321-4462

Derek Beacher
certificates@ccim.com
312-321-4482



Ready to Get Started?
Apply for the
Introduction to Commercial
Real Estate Certificate
Program Today.