



The Benefits of CCIM Membership

Set yourself apart. Gain the right access.

As an Institute member, you have 13,000 commercial real estate professionals at your fingertips who can help you:

- Build business relationships.
- Promote your expertise.
- Close more transactions.



What is the CCIM Institute?

For more than 40 years, the CCIM Institute has been building opportunities in commercial real estate through its respected CCIM education program. CCIMs go through 160 hours of case-driven study and demonstrate practical expertise to earn the Certified Commercial Investment Member designation. An affiliate of the National Association of REALTORS®, the CCIM Institute is the world's largest commercial real estate brokerage network.

There are two categories of Institute members:

- CCIM Designees, who have completed the rigorous CCIM program
- Candidates, who are pursuing the CCIM designation

The Advantages of Becoming a CCIM Designee

As a Designee, you can

- Earn more money: CCIM Designees average 42% more transactions than the typical brokerage specialist
- Expand your professional network via the Find a CCIM online directory
- Reap the benefits of CCIM's national designation promotion campaigns in *The Wall Street Journal*, *The New York Times*, *GlobeSt.com*, and other national, regional, and local business publications
- Use the CCIM logo in your personal marketing
- Wear the coveted red CCIM lapel pin

CCIM MEMBER BENEFITS

Tuition Discounts

www.ccim.com/education

Save more than \$2,000 on CCIM Institute courses. Current CCIM members receive discounted member rates for both core curriculum courses leading to the designation and Ward Center for Real Estate Studies courses that broaden your commercial real estate education.

"What sets CCIM courses apart are the practical applications via case studies and the relationships developed with fellow students."

– Timm Stubbs, CCIM, Stubbs Commercial Realtors, Albuquerque, N.M.

STDB

www.stdbinc.com

CCIM members have free access to STDB, the premier resource for commercial real estate data. Quickly analyze, interpret, and understand valuable information that is critical in the decision-making process for clients and prospects. STDB now features Esri's BAO and ArcGIS.

"In the time it took to discuss a client's new-location concerns on the phone, we put together a full STDB package including demographics, aerial map, and traffic counts. It was emailed and he was sold on the location."

– Soozie Jones-Walker, CCIM, Commercial Executives, Las Vegas

MEMBER RESOURCES

Your CCIM membership gives you invaluable resources and special discounts available through the National Association of REALTORS®. NAR members receive discounts on:



Save up to 26% on select FedEx® shipping solutions, including services from FedEx Express and FedEx Ground.



Receive discounts up to 88% off the manufacturers' list prices on over 12,000 contracted office products, including free delivery with no minimum-size order.



Exclusive savings on auto, home, and renters insurance, that could save you hundreds of dollars per year.



Access exclusive plans and rates with easy enrollment, freedom to choose any doctor or hospital, and no medical questions or exams. Provides affordable, next-day coverage.



Special pricing (up to 35% off) on select Dell business class and home products, as well as thousands of electronics and accessories, FREE U.S. ground shipping, and a dedicated and trained sales team to help you choose the right technology.



Receive special prices on tablets, notebooks, PCs, printers, servers, and more. Free U.S. ground shipping and award-winning service and support.



Receive up to 18% off select wireless plans and 20% off select accessories. Available to both new and existing Sprint customers.



Save up to 25% on Hertz domestic and international rentals.

Visit www.realtor.org/programs/realtor-benefits-program for a complete list of REALTOR member benefits.

DealShare

www.ccim.com/dealshare

Share property haves and wants directly with other CCIM members via DealShare, a preference-matching marketing platform. It features a searchable archive, geo-coded listings, and a customizable dashboard.

“DealShare gives members a sophisticated platform for making business connections and closing transactions with CCIM colleagues.”

– Karl Landreneau, CCIM, NAI/Latter and Blum, Baton Rouge, La.

CCIM Publications

Enjoy *Commercial Investment Real Estate*, the award-winning magazine of the CCIM Institute, which covers market trends and analysis in every issue. *CCIM Quarterly Market Trends* reports on timely indicators for the core income-producing properties as well as CCIM member transaction data and trends.

“*CIRE* continues to be one of the best publications in the industry.”

– Michael T. McLean, CCIM, Berkshire Hathaway HS, Palm Springs, Calif.

Chapter Resources

More than 50 chapters connect you to local market experts, providing networking, marketing, and education opportunities in your area.

Networking

From chapter meetings, to the CCIM Connect online platform, to the annual conference, CCIM has a networking connection for every need.

“The local CCIMs are really the deal makers in our community. When I go to a meeting I always see a CCIM broker that I am working with on a current transaction.”

– Robert A. Kost, CCIM, Sherman Associates, Minneapolis

DESIGNATION PROGRAM

Join the brightest commercial real estate professionals around the world. There is no better way to distinguish yourself from the competition than to earn the coveted CCIM designation.

Designation Requirements

To earn the CCIM designation through the general candidacy program, you must complete the following requirements:

Become an Institute Candidate.

Successfully complete the Designation Curriculum (CI 101–104, Negotiations, and Ethics courses).

Earn two elective credits by completing the Course Concepts Review, attending Ward Center courses, maintaining candidacy (one credit per 12 months of continuous candidacy), or submitting qualified transfer elective credits earned elsewhere.

Submit the Portfolio of Qualifying Experience. The portfolio may be submitted online or by mail any time after the completion of CI 101 and before registering for the Comprehensive Exam.

Pass the Comprehensive Exam. Candidates who have completed the above requirements are eligible to sit for the Comprehensive Exam.

Not a Broker? Not Sure You Qualify?

Nearly 40 percent of CCIM members are non-transactional commercial real estate professionals. This elite corps of CCIMs includes leasing professionals, investment counselors, asset managers, appraisers, corporate real estate executives, property managers, developers, institutional investors, commercial lenders, attorneys, bankers, and other allied professionals.

PREPAYMENT PACKAGE

The Prepaid Tuition Package is designed for Candidates pursuing the CCIM Designation. When you purchase this package of CCIM courses, you save money and receive complimentary tuition to the Course Concepts Review session (a two-day review course given prior to the Comprehensive Exam with a \$725 value). For details go to CCIM.com/education/education-tuition-and-scholarships.

“An investment group came to town specifically looking for a CCIM to represent their clients in the acquisition of multifamily properties. The relationship lasted 24 months and resulted in over \$50 million in sales. I have been a CCIM for well over 15 years. It was the best decision I ever made in my real estate career.”

– C. Sterling Scott, CCIM, Sperry Van Ness Encompass Commercial Realtors, Kansas City, Mo.



EARN CONTINUING EDUCATION CREDITS

Continuing Education credit for CCIM courses is granted through state real estate commissions. It is available on a state-by-state basis for real estate brokers, salespeople, and appraisers. The CCIM Institute is also an approved sponsor for several professional organizations. For more information visit CCIM.com/ce.

DO YOU QUALIFY FOR FAST TRACK PROGRAMS?

FAST TRACK MEMBERSHIP

Fast Track Membership gives professionals with the AACI, CLO, CMB, CRF, CPM, CRE, FRICS, MAI/SRPA, MRICS, RPA, and SIOR designations the opportunity to earn the CCIM designation in an accelerated format. For more details visit CCIM.com/membership/fast-track.

UNIVERSITY FAST TRACK

Graduates of specific master's programs in the CCIM university outreach program are eligible to earn the CCIM designation through the University Fast Track Program. This program exempts candidates from certain requirements. For details go to CCIM.com/membership/university-fast-track.

REALTORS Federal Credit Union Financing for Designation Education

The REALTORS® Federal Credit Union (RFCU) has introduced a new Professional Development Line of Credit. RFCU members can use the line of credit to pay for real estate education courses, including any CCIM course. With this open-end term line of credit, you can register for a course today and make payments to the RFCU. Membership is required, and all CCIM members are eligible to join the RFCU. Learn more at realtorsfcu.org.



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