

# CI 103: User Decision Analysis for Commercial Investment Real Estate

Linking a company's enterprise-level goals with their real estate strategy is key to offering the right space solution. Whether an investor, operator, or a broker, it's important to approach real estate problems from the perspective of the user/occupant. In CI 103, you'll learn such advanced skills as how to perform a comparative lease analysis between competing assets, analyze a sale-leaseback to help a client generate capital from their owned real estate, and advise a client on a lease vs. purchase decision to facilitate an expansion. Incorporating the CCIM Decision-Making Model and the CCIM Communications/Negotiations Model, CI 103 explores new concepts regarding user discount rate selection, such as using multiple rates for some occupancy decisions based on perception of risk related to the various occupancy cash flows.

## After completing this course, you will be able to:

- apply key occupancy decision-making skills such as comparative lease analysis, lease vs. purchase analysis, lease buyout analysis, and sale-leaseback analysis to optimize user space decisions;
- determine how the financial reporting requirements for real estate influence user decisions
- integrate negotiation skills with financial analysis skills to maximize user outcomes.

## Prerequisites:

- CI 101 - Financial Analysis for Commercial Investment Real Estate
- Completion of one of the following interest-based negotiations courses:
  - o Preparing to Negotiate (self-paced online)
  - o Commercial Real Estate Negotiations (1-day workshop)

## Speaker:



*David Bickell, CCIM*

David is Director of Business Development and Advisor Training at SVN Parke Group in Fort Wayne, Indiana. He has been working in commercial real estate for nearly 35 years and has been a REALTOR® since 1967.

Bickell has been a CCIM Institute instructor since 1994. He has also taught Commercial Investment Real Estate classes throughout the United States as well as Canada, Japan, Poland, and Korea. He has served as the 2008 President of the Metropolitan Indianapolis Board of REALTORS®. Bickell received his Bachelor of Arts degree in Economics from Wabash College.

**FEB 25, 2020 - FEB 28, 2020 | 8:30 AM - 5:30 PM**

**250 E WISCONSIN AVE - 1ST FLOOR TRAINING ROOM | MILWAUKEE, WI 53202**

Member Pricing: \$1,435 per student

Non-Member Pricing: \$1,735 per student

Re-take Course Pricing: \$390\*

\*CCIM designees may retake one core course (CI 101-104) per year as part of their Life After the Pin benefit. Designees must call 1(312)321-4460 opt. 2 to register at this rate.

For additional information, please contact Tracy Johnson at 414-271-2021 or Tracy@carw.com



Wisconsin  
CCIM Chapter

# CI 103: USER DECISION ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE

## 2020 Registration Form



Wisconsin  
CCIM Chapter

**Location:** 250 E. Wisconsin Avenue  
First Floor Conference Room  
Milwaukee, WI 53202

**Dates:** Tuesday, February 25th, 2020 - Friday, February 28th, 2020

**Time:** 8:30 AM - 5:30 PM

**NO CANCELLATIONS OR REFUNDS**

Contact Name

Company

Address

City  State  Zip

Email  Telephone

Please charge my MasterCard or Visa #  EXP: \_\_\_/\_\_\_ **Total Amount**

Billing Zip:  CSC#  \$

Please return this completed registration form, along with payment to: CCIM Wisconsin  
250 E Wisconsin Ave, Suite 725 | Milwaukee, WI 53202 Phone: 414-271-2021 | Email: kayley@carw.com