



# 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?

The Introduction to Commercial Real Estate Certificate program is an introductory educational curriculum designed to provide professionals with the basic principles of commercial real estate, financial analysis tools, and professional skills. It is being offered by The CCIM Institute, the premier educational organization in the commercial real estate industry.

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 badge showcasing your accomplishment

### View Required and Elective Courses

*\*Available upon application. Provides discounts on course registration fees. Redeemable up to 1-year after completing the certificate program. Learn more about the benefits of candidate membership [here](#)*



## THE CCIM INSTITUTE

*Advancing the Commercial Real Estate Profession*

**For more information,  
please contact**

Jenae Grayer      Derek Beacher  
certificates@ccim.com      certificates@ccim.com  
312-321-4462      312-321-4482



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