



“Polishing the Pro”

July 21, 22 & 23



THE PROGRAM

Packed into three days is an opportunity to update CCIM professional skills, featuring two *Robert Ward Institute for Real Estate Studies* courses, July 21 – 22, and on July 23, learn how to earn commissions from skills donating properties to and selling properties owned by charities; learn the new **CCIMREDEX** real estate data exchange during a 3-hour workshop; market properties using the Society of Exchange Counselor property marketing program format.

JULY 21 – Mining Your Market (Limited Seating)

Detailed course description: <http://ccim-cf.com/1/>



Mark Cypert, CCIM, Dallas, Texas, is a Senior CCIM CI 102 (*Market Analysis*) Instructor and the author of *Mining Your Market*. This course applies materials added to the recent update of the CI 102 course, including all the STDB updates. ½ CCIM course credit; 7 FL CE pending

JULY 22 – Troubled Assets Workshop (Limited Seating)

Detailed course description: <http://ccim-cf.com/2/>



Steve Price, CCIM, CRE, Colorado Springs, Colorado, is a Senior CI 101, CI 104 & CCR Instructor and the author of *Troubled Assets Workshop*, which shares his extensive hands-on experience representing lending institutions. He is a Past President of the CCIM Institute. ½ CCIM course credit; 7 FL CE credits.

JULY 23 (Friday)

Real Estate for Charities (8:30-10:30 AM)



Chase Magnuson is a leading national expert on the subject of how to donate property to charities and other entities and receive substantial tax benefits. Chase is one of the early members of the Society of Exchange Counselors (SEC). See website: <http://www.realestateforcharities.com>

CCIMREDEX Workshop (10:30 AM – 1:30 PM)



Todd Kuhlmann, CCIM, is the Director of **CCIMREDEX** and Vice President of CCIM Technologies, Inc., a wholly owned subsidiary of the CCIM Institute. No one knows the capabilities of this new CCIM tool better than Todd, who led its development, start to finish.

Property Marketing Session (2:30 – 5:00 PM)

Facilitated by Chase Magnuson (instructions to follow registration)

THE PLACE

**Richardson Center
Indian River State College
6155 College Lane
Vero Beach, Florida 32967
772-299-1717**



VERO BEACH

Vero Beach's fame for offering the good life is owed greatly to the integration of a tropical atmosphere and the cosmopolitanism of a cultured city. It is one of the premier small towns of America-fabulous beaches/waters in July. Summer retail store sales galore in July-Aug.



HOTELS

Off-season rates prevail in summer. Two hotel centers are on the beach and intersection I-95 and SR 60, next to Outlet Mall. Either locations are less than 20 minutes drive to class site. Google *Vero Beach Florida Hotels* for hotel listings, photos and rates sites. Consider adding weekend stay with family.



Luxury *Vero Beach Hotel and Spa* is offering discount to course attendees – 20% weekdays; 15% weekends (July 20-25) discount code is CCIM. www.verobeachhotelandspa.com

TUITION AND REGISTRATION

Mining Your Market : \$250.00* CCIM Members; Others \$350.00
Troubled Assets Workshop: \$250* CCIM Members; Others \$350.00

July 23 (**Charities; CCIM REDEX, Marketing Session**)
\$100.00 CCIM Institute Members**; Others \$125.00

Attend all 3 days and receive FLCCIM Chapter Membership (\$200.00 value)

Register here: <http://ccim-cf.com/reg1/>
Or call: 407-647-8839, ext 260

NOTE: FLCCIM Chapter Members: * \$150.00; ** \$75.00 (\$375.00 for all three days)