



# CCIM FAQs

## Q: WHAT IS A CCIM?

A CCIM (Certified Commercial Investment Member) is a recognized expert in the commercial and investment real estate industry. CCIMs are proficient in both theory and practice. This elite corps of experts includes brokers, leasing professionals, investment counselors, asset managers, appraisers, corporate real estate executives, property managers, developers, institutional investors, commercial lenders, attorneys, bankers, and other allied professionals.

## Q: WHY SHOULD I BECOME A CCIM?

By becoming a CCIM, you achieve the highest level of commercial investment real estate education possible and gain access to the CCIM Institute's global network of more than 13,000 members.

Additionally, as a CCIM you gain access to the organization's proprietary and exclusive technology tools that give you the insight and data you need to secure new clients and close deals.

## Q: HOW DO I BECOME A CCIM?

To achieve the CCIM designation, you must:

- Complete the designation curriculum that covers essential CCIM skill sets including ethics, interest-based negotiation, financial analysis, market analysis, user decision analysis, and investment analysis for commercial investment real estate.
- Compile and submit a portfolio demonstrating the depth of your commercial real estate experience.
- Pass the comprehensive examination.

## Q: HOW WILL BEING A CCIM HELP MY CAREER?

A CCIM is part of a global commercial real estate network with members across North America and more than 30 countries. This professional network has enabled CCIM members to close thousands of transactions annually, representing more than \$200 billion in value. As a result, the experts who possess the CCIM designation are an invaluable resource for commercial real estate owners, investors and users.

Education is the distinguishing factor that sets CCIMs apart from other commercial real estate professionals. CCIM courses are taught by active real estate practitioners who apply their own experiences to their teachings and, in turn, give you the knowledge and tools needed to close successful deals.

The combination of CCIM's data and technology, a network of 13,000 members and the organization's highly respected education provides you with the credibility you need to open doors and achieve financial success.



### Q: WHAT ARE THE BENEFITS ASSOCIATED WITH BEING A CCIM?

There are numerous benefits available to you as a CCIM including:

- STDB, CCIM's one-stop shop for valuable site-specific demographic tools
- Special discounts and deals from top brands and services including FedEx, OfficeMax, HP and Avis through the National Association of REALTORS® Discount and Affinity Program
- Insight on the latest public policy developments affecting the commercial real estate industry through CCIM's legislative advocacy efforts
- Free webinars and other continuing education programs
- Participation in local CCIM chapter networking events

### Q: ONCE I JOIN HOW DO I GET INVOLVED?

You can gain value from your CCIM membership by attending local networking events through one of CCIM's 60 chapters, learning from industry experts at CCIM's annual fall conference or participating in one of CCIM's many continuing education opportunities throughout the year.

### Q: WHAT ARE THE COSTS ASSOCIATED WITH BECOMING A CCIM?

CCIM's annual membership dues vary based on the type of membership that you pursue. To learn more about the different types of CCIM membership, visit [www.CCIM.com/membership](http://www.CCIM.com/membership)

### Q: ONCE I ACHIEVE THE CCIM DESIGNATION, DOES IT NEED TO BE RENEWED?

Once you earn the CCIM designation, you do not need to reapply for the designation year after year. However, you must renew your CCIM Institute membership every year.

Visit [CCIM.com](http://CCIM.com) to gain more information about the CCIM designation and membership.

### Q: WHAT ARE THE DIFFERENT LEVELS OF MEMBERSHIP AVAILABLE AT CCIM?

Institute Members, also called candidates, pursue the CCIM designation through one of six types of membership:

#### INSTITUTE MEMBERSHIP

- Institute candidacy is the most common membership for U.S.-based professionals whose goal is to become a CCIM.

#### CANADA

- Canadian candidacy is for professionals who live in Canada.

#### INTERNATIONAL

- International candidacy is for professionals who live outside the U.S. or Canada.

#### U.S. GOVERNMENT DISCOUNT

- U.S. government employees or military members can join CCIM at a reduced Institute candidacy rate.

#### UNIVERSITY FAST TRACK

- Graduates of real estate master's degree programs from approved institutions qualify for this membership program.

#### INDUSTRY FAST TRACK

- Commercial real estate professionals who have earned other industry designations may qualify for this accelerated program.

