

THE CCIM INSTITUTE

Advancing the Commercial
Real Estate Profession



Choose Excellence. *Expect Results.* Partner with a CCIM

What Is a CCIM?

CCIMs are certified by The CCIM Institute. CCIMs are America's leading brokers, bankers, developers, asset managers, and allied commercial real estate specialists who:

- Leverage the world's most advanced investment analysis methodology
- Network with a worldwide professional community of peers
- Always seek the maximum ROI for your transaction

What Sets CCIMs Apart?

Every CCIM has committed the time, resources, and practical experience to establish themselves at the forefront of the commercial real estate industry. The CCIM Designation is earned by completing a rigorous program that includes:

- 150 hours of education in financial analysis
- Successfully passing a rigorous exam on finance, negotiation, ethics, and related disciplines
- Exhibiting professional expertise, integrity, and proficiency in deal-making
- Proof of successful completion of a portfolio of qualifying experience

CCIMs are elite in the commercial real estate industry, elevating every transaction with integrity, education, and expertise to deliver maximum ROI for their clients. Fewer than 10% of U.S. commercial real estate practitioners have earned the CCIM Designation.

Sixty seven percent of CCIMs hold the title of Owner, Partner, Principal, President, Vice President, or Broker.

The CCIM Designation includes ethics, negotiation training, and elective courses covering special topics such as 1031 exchanges, risk analysis, and profit splits.

Why Partner With a CCIM?

Engage a CCIM for their expertise, quality of services, and trustworthiness in all relationships — and maximum ROI to make the most of your bottom line.



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