



WHY USE A CCIM?

There are countless benefits to working with a CCIM. Commercial real estate investment requires the counsel of a qualified professional. A Certified Commercial Investment Member provides clients with the assurance that every decision will be made in the best interest of their investment objectives.

When assembling a commercial real estate investment team, start with a CCIM.



CREDIBILITY

CCIM is the most prestigious designation commercial real estate professionals can achieve within the industry. Graduate-level education, coupled with industry-leading technology tools, practical proven experience, and in-depth knowledge of their local markets, gives CCIMs the ability and the credibility to conduct business confidently and successfully. By partnering with a CCIM, you effectively utilize the top-level, most reliable performers in the industry: with an average of 19 years of experience, 70% of CCIM members hold executive-level positions and 90% of members refer clients to other business services. When you use a CCIM, you choose the most credible professional in the business.

COMMUNITY

Today there are CCIMs in every state, across Canada and Mexico, and in more than 30 countries around the world. Domestically, the network encompasses more than 1,000 markets, from large metropolitan areas to small cities and towns. A truly global network, CCIMs are a powerful force in more than 1,000 markets, large and small. When you use a CCIM, you choose a trusted community of real estate professionals that are consistently sought for their dependability, integrity, intelligence, success and confidence.

***Cass Stephens, CCIM 602-672-3526
cstephens@ccim.net.***

The CCIM designation is conferred by the Chicago-based CCIM Institute, a commercial real estate affiliate of the National Association of REALTORS®. Learn more about the value of working with a CCIM.

Call (312) 321-4460, (800) 621-7027 ext. 3100 or visit www.ccim.com.

INTEGRITY

CCIM designees are bound to the strictest ethical guidelines and standards of practice in the industry today. In addition, each CCIM has successfully completed a graduate level program comprised of 200 hours of education. If you ask around the industry, you'll learn that companies and other real estate professionals are more likely to seek out experts who possess the CCIM designation, as they know CCIM stands for trust, knowledge and reliability. When you use a CCIM, you choose experts with integrity.

MEASUREMENT

Overall, CCIM's global network enables members to close thousands of transactions annually, representing more than \$200 billion in value. But closing transactions is only part of what CCIMs can do. In addition to holding deal-making occupations in every property sector, CCIMs are also found in leasing, asset management, development, lending, financing, property management, site selection and corporate real estate positions. So, whatever assistance your real estate project requires, a CCIM can help you achieve a better result. In fact, only 6 percent of all commercial real estate practitioners hold the elite CCIM designation, which reflects not only the caliber of the program, but why it is one of the most respected designations in the industry. When you use a CCIM, you choose a professional who produces measurable results.