

COMMERCIAL Certificate

P R O G R A M

January 25 - February 15, 2007
Pfeiffer University • Charlotte, NC

CoreConcepts 100 LEVEL SERIES

Bringing together a faculty of industry leaders and top producers to teach the fundamentals of commercial real estate



**CORECONCEPTS
100 LEVEL SERIES**



COMMERCIAL Certificate

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JANUARY 25 - FEBRUARY 15, 2007 • PFEIFFER UNIVERSITY

CoreConcepts 100 Level Series

The Commercial Certificate Program (CCP) is designed to bring together a faculty of industry leaders and top producers to teach the fundamentals of commercial real estate. Eight courses are offered over four weeks, two courses per day, one full day per week, allowing students to concurrently attend to business while learning. A Certificate of Completion is awarded to students who attend seven or more of the eight classes.

There are numerous educational opportunities for a commercial real estate practitioner once they get started in their career - CCIM, BOMA, IREM, SIOR, ICSC, and ULI. These designation programs and educational opportunities generally assume the practitioner has a sound base in the field. The CRCBR Commercial Certificate Program will provide that much needed base.

FACULTY



Steve Banner, RPA, CCIM, CPM®
NAI Southern Real Estate

Steve has over 20 years of experience in commercial property management and holds a Real Estate Broker license in North Carolina and South Carolina. His major clients have included IBM, Coca Cola, First Union, and NationsBank. Steve has instructed courses for CPCC, Winthrop University and BOMA.



Cindy Chandler, CRE, CCIM
The Chandler Group

Cindy has been in real estate for over 30 years. Her consulting practice includes strategic planning, national training and many aspects of commercial real estate. She is the 2006 NCAR President, vice chair of the Charlotte Mecklenburg Planning Commission, past chair of RCA-NCAR, and is active on the national level.



Debbie Currier, President
Currier Properties, Inc.

Currier Properties is a commercial real estate brokerage firm specializing in retail property leasing, management, development and new site location. Debbie's client list includes Circuit City, CarMax, Blockbuster Video, Kinko's, Food Lion, and Target. She also served on the Charlotte Zoning Board of Adjustment for six years.



Hal Kempson, Vice President
L.J. Melody & Company

Hal has extensive experience in origination, structuring, placement, closing, and servicing of commercial real estate debt for life insurance companies, pension funds, banks, agencies, and Wall Street sources. He has been involved in the commercial real estate industry since 1996.



Jon Morris, Director of Industrial Leasing
Beacon Partners

Jon began with Beacon Partners leasing industrial real estate in January, 1995. He has spent his career at Beacon, during which time the company has constructed and leased over 3,000,000 sf of industrial and flex space. He has been a member of CRCBR since 1996 serving on the membership and education committees.



Peter B. Pappas, President - Retail Division
Crosland Retail

Peter B. Pappas has over 20 years of commercial real estate experience. He is president of Crosland's retail division which currently has three million square feet under development, representing \$300 million in cost in North Carolina, South Carolina, and Tennessee.



C. Robert (Bob) Percival, SIOR, CPM®, President
Percival McGuire CRE

Bob joined Percival's, Inc. in 1982 as an assistant property manager responsible for leasing and managing a portfolio of over 500,000 SF of office and office/showroom facilities. As president, he is responsible for overseeing the office and industrial brokerage division and tenant representation services for the Charlotte region.



David Segrest, CCIM, CIPS
Segrest International, Inc.

David Segrest specializes in the acquisition, disposition and management of income producing properties in the USA and abroad with emphasis on South America. He is active in the CCIM Institute, a senior instructor in the CIPS program, and a member of the NAR International Division leadership team.



Jim Teat, Land Broker
Jim Teat Land Sales

Jim's land brokerage experience includes sites for 12 schools, subdivisions, apartments, major business parks, planned communities, 3 churches, corporate headquarters, 4 county parks, shopping centers, and much more. His popular Land Sales class has been attended by industry professionals from over 300 local firms.

SIGN UP TODAY

CLASSES START JANUARY 25TH!



COURSE SCHEDULE & DESCRIPTIONS

THURSDAY, JANUARY 25, 2007

- 8:30am - 12:30pm -- Fundamentals of Commercial Real Estate** (NC RE Commission Approved CE)
Instructor: Cindy Chandler, CRE, CCIM, The Chandler Group
 Who are the players? What are the components of a commercial development? Where can one find the numbers to determine value? What do all those "buzzwords" mean? This course takes you from basics to advanced topics in order to acquaint you with the different elements of investment real estate.
- 1:30pm - 5:30pm -- Negotiation Skills in Commercial Real Estate**
Instructor: David Segrest, CCIM, CIPS, Segrest International, Inc.
 Now put it all together and make the deal! Are you trained to negotiate the best deal for your client? Do you know the proper skills and techniques to be an effective negotiator? Learn from the pros who have "been there."

THURSDAY, FEBRUARY 1, 2007

- 8:30am - 12:30pm -- Industrial Real Estate** (NC RE Commission Approved CE)
Instructor: Jon Morris, Beacon Partners
 This class takes the participant through the development process for a warehouse facility. It starts with "Where tenants come from..." goes into an interactive discussion regarding land acquisition, a brief finance overview, construction and lease-up; and concludes with disposition strategies.
- 1:30pm - 5:30pm -- Retail**
Instructors: Debbie Courier, Courier Properties, Inc.; Peter B. Pappas, Crosland Retail
 What does a merchant look for in a location? If you are leasing a shopping center, where do you find these tenants? What is important to them and what is a deal breaker? Learn the secrets of successful retail leasing and development from an experienced panel of experts.

THURSDAY, FEBRUARY 8, 2007

- 8:30am - 12:30pm -- Property Management** (NC RE Commission Approved CE)
Instructor: Steve Banner, RPA, CCIM, CPM, NAI Southern Real Estate
 Topics include responsibilities of the property manager, real property vs. facility management, financial management, building operations, administration, environmental and legal issues, and tenant relations.
- 1:30pm - 5:30pm -- Office**
Instructor: C. Robert (Bob) Percival, SIOR, CPM, Percival McGuire CRE
 Learn what is important to an office tenant and to the office building owner! Certain terms in a lease (or those left out) can make the difference between a home run and a strike out. This session goes from the basics to what every office broker needs to know. Don't miss this!

THURSDAY, FEBRUARY 15, 2007

- 8:30am - 12:30pm -- Financing Commercial Real Estate**
Instructor: Hal Kempson, L.J. Melody & Company
 "If you can finance it, they will buy." Very true in investment real estate, but how many brokers understand the basics of finance and valuation? Learn how the appraisers and underwriters value your listings. This is a tool which sets an agent apart and allows that agent to be a true deal maker.
- 1:30pm - 5:30pm -- Land Sales** (NC RE Commission Approved CE)
Instructor: Jim Teat, Jim Teat Land Sales
 This course will explore how to determine site development potential according to physical and legal constraints. Students will learn how to assess sites for their highest and best use. Listing and marketing land will also be discussed.

GENERAL INFORMATION

All courses will be held at Pfeiffer University, 4701 Park Rd., Charlotte, NC 28209. Non-members who join CRCBR within 90 days of completing the program will receive \$100 credit towards the membership initiation fee. All materials are included in the registration fee. **PLEASE NOTE:** CRCBR reserves the right to cancel any course if we do not have a minimum of twenty students registered. If CRCBR cancels a class, we will inform all registrants.

Attendance Policy: In order to receive a certificate of completion, you must complete seven out of the eight courses. Registering for a CE credited class requires attendance for the entire 4 hours in order to receive continuing education credit. No partial credit will be given.

Referral Partnership Program: CRCBR has a Referral Partnership Program with several participating boards within NC and SC. Members of participating boards are entitled to register at the CRCBR member rate. If you are referred by one of the participating boards, you **MUST** list your local board in the space provided on the registration form.

Transfers: All class transfers must be received in writing at the CRCBR office. If you are unable to attend the class you are registered for, you may transfer your registration to another class of equal value. Class transfers must be made by 12:00 noon the day before the class. To transfer your class registration, fax or email (information below) the CRCBR office informing them of the class you are currently registered for and the class you wish to transfer to. Transfers requests made after 12:00 noon the day before the class will not be honored.

Cancellations: All class cancellations must be received in writing at the CRCBR office. If you are unable to attend the class you are registered for, you may cancel your registration. There is no fee for cancellations made 3 or more business days prior to the class date. Cancellations made 1-3 business days prior to the class will be charged a \$25 cancellation fee. Refunds will be provided at the individual class fee of \$110 per member and \$135 per non-member. Cancellations should be received by 12:00 noon the day before the class. Cancellations received after 12:00 noon the day before the class will forfeit their registration fee and course materials.

"No-Shows:" If you are registered for a class and you do not attend or cancel/transfer before hand, you forfeit your registration fee and class materials. To avoid being a "no-show" please contact the CRCBR office with any transfers or cancellations before the day of the class.

If you are unable to attend a class due to personal illness, injury or other extenuating circumstances, please contact the CRCBR office at 704-377-8982; 212 S. Tryon St., Ste. 1150, Charlotte, NC 28281; email info@crcbr.org.

REGISTRATION FEES

8 Courses:

\$750 CRCBR members / Institute Affiliate Benefits Participants
 \$850 Non-members / Institute Affiliates

4 Courses:

\$375 CRCBR members/Institute Affiliate Benefits Participants
 \$425 Non-members / Institute Affiliates

1 Course:

\$110 CRCBR members/Institute Affiliate Benefits Participants
 \$135 Non-members / Institute Affiliates

REGISTRATION FORM

Please indicate which course(s) you wish to take:

- | | |
|--|---|
| <input type="checkbox"/> Fundamentals of Commercial Real Estate (NCREC CE Approved) - January 25, 2007 (AM) | <input type="checkbox"/> Property Management (NCREC CE Approved) - February 8, 2007 (AM) |
| <input type="checkbox"/> Negotiation Skills in Commercial Real Estate - January 25, 2007 (PM) | <input type="checkbox"/> Office - February 8, 2007 (PM) |
| <input type="checkbox"/> Industrial Real Estate (NCREC CE Approved) - February 1, 2007 (AM) | <input type="checkbox"/> Financing Commercial Real Estate - February 15, 2007 (AM) |
| <input type="checkbox"/> Retail - February 1, 2007 (PM) | <input type="checkbox"/> Land Sales (NCREC CE Approved) - February 15, 2007 (PM) |

Name _____ NC RE License # _____
 Company _____ Address _____
 City _____ State _____ Zip _____
 Phone _____ Fax _____ Email _____

Referral Partnership Program

Check here if you are a member of a participating Board. Name of participating local Board _____

Method of Payment

Check VISA MasterCard AMEX Amount Enclosed \$ _____

Card # _____ Exp. Date _____

Name on Card _____ Signature _____

Last 3 digits from number on back of card (VISA/MC) _____ CID Number on front of card above CC# (AMEX) _____

Mail registration and payment to: CRCBR, 212 S. Tryon St., Ste. 1150, Charlotte, NC 28281 or **Fax registration**, along with credit card payment, to 704-377-8983

Questions? Call 704-377-8982