



# Commercial Certificate Program

# CRCBR 2003

September 17, 2003  
through  
October 14, 2003

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**. Ten courses are offered over five weeks - two courses per day, one full day per week - allowing the students to concurrently attend to business while learning. A Certificate of Completion is awarded to students who attend eight or more of the ten classes.

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

## Course Schedule

### Wednesday, September 17, 2003

**8:30am - 12:30pm Industrial Real Estate (CE Approved)**

Instructor: Jon Morris, Beacon Partners

**1:30pm - 5:30pm Finance and Valuation**

Instructor: Hal Kempson, L.J. Melody & Company

### Wednesday, September 24, 2003

**8:30am - 12:30pm Overview of Commercial Real Estate (CE Approved)**

Instructor: Cindy Chandler, CRE, CCIM, The Chandler Group

**1:30pm - 5:30pm Office Panel**

Instructor: Tom O'Brien, Providence Real Estate Advisors, LLC

### Wednesday, October 1, 2003

**8:30am - 12:30pm Property Management (CE Approved)**

Instructor: Steve Banner, Southern Real Estate

**1:30pm - 5:30pm Retail Real Estate**

Instructors: Peter B. Pappas & Garland Hughes, Crosland Retail  
Debbie Currier, Currier Properties, Inc.

### Wednesday, October 8, 2003

**8:30am - 12:30pm Commercial Contracts**

Instructor: Garth Dunklin, Wishart, Norris, Henninger & Pittman, PA

**1:30pm - 5:30pm Technology**

Instructor: David Stuart, Coldwell Banker Sloane Realty

### Tuesday, October 14, 2003

**8:30am - 12:30pm Land (CE Approved)**

Instructor: Jim Teat, Jim Teat Land Sales

**1:30pm - 5:30pm Negotiating**

Instructor: David Segrest, Segrest International, Inc.

#### Cost

10 Courses	\$800 CRCBR members / \$925 non-members
5 Courses	\$450 CRCBR members / \$550 non-members
1 Course	\$100 CRCBR members / \$125 non-members

## General Information

All courses will be held at the REALTOR® Building, Lower Level, 1201 Greenwood Cliff, Charlotte, NC 28204. Non-members who join CRCBR within 90 days of completing the program will receive \$125 credit towards the membership initiation fee. All materials are included in the registration fee.

To register for CCP or for more information, call CRCBR at **704-377-8982**;  
or visit us online at [www.crcbr.org](http://www.crcbr.org).