

YOUR INVALUABLE PARTNER

Experience and Expertise Proves a

CERTIFIED COMMERCIAL INVESTMENT MEMBER

is an Invaluable Investment Real Estate Business Partner

- * **CCIMs** are recognized experts in commercial real estate brokerage, leasing, asset management, valuation, and investment analysis, and form a business network encompassing 1,000 markets throughout North America, Europe, Asia and the Caribbean.
- * A **CCIM** is best able to understand the components of the transaction and to shepard the activities of everyone in concert toward a successful conclusion for the investor.
- * A **CCIM** has the professional training, education and experience to serve the members of the investment decision team, which should include the investor's lawyers, accountants and bankers.
- * A **CCIM** is able to see the transaction as more than merely the buying, selling or leasing of a particular piece of real estate. He or she will view the situation as finding a solution to a problem expressed by the buyer or seller.
- * A **CCIM** will first focus on the motivations, goals, experience, needs and fears of the client regarding real estate investment.
- * A **CCIM** will assist in determining the return on investment the client desires.
- * A **CCIM** can determine the appropriate time for the eventual disposition of the property and the alternative methods available: sale, exchange or refinance.
- * A **CCIM** will provide an expert analysis of the investor's situation revealing the investor's comfort level with the risks/rewards of each of the disposition alternatives. This will determine what form of ownership should be considered and what type of real estate should be acquired.

When all the various professional disciplines work in concert for the client's benefit, the result of their coordinated efforts, orchestrated by a CCIM, will be a real estate transaction that will serve the investor well in the present and in the future.

BARB DAVIS-HASSAN

Commercial Certified Investment Member

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