



	Professional Development Courses	Introduction to Commercial Real Estate Certificate	The CCIM Designation
Who should take the program?	Commercial real estate professionals & all interested in commercial real estate.	Real estate professionals, recent college graduates, commercial real estate adjacent professionals, and anyone looking to gain basic proficiency in commercial real estate.	Experienced commercial real estate professionals looking to advance their career in commercial real estate and earn the CCIM Designation, the Designation standard in commercial real estate.
What do I receive by taking the program?	Education on commercial real estate topics of your choice from distinguished industry professionals and the premiere commercial real estate educational institution, The CCIM Institute.	The Introduction to Commercial Real Estate Certificate program is designed to give you the introductory commercial real estate education, financial analysis tools, and the professional skills you've been searching for from The CCIM Institute, the premier educational organization in commercial real estate.	Earning your CCIM Designation places you among the most distinguished professionals in the industry. The best in commercial real estate professionals pursue the CCIM Designation.
Do I have to be a member to participate in the program?	No, but we do recommend you join as a member to access course discounts and exclusive benefits, including community of commercial real estate professionals to expand your network.	No. Membership is not needed to apply, but a one-time \$200 discount off candidate membership is available when you submit your completed application to the program. Being a candidate member will make you eligible for discounts on all courses.	Membership is not needed to apply, but a candidate membership is required at the time of portfolio submission and to retain the CCIM Designation status.
Is there any professional experience required?	No. Courses offered through The CCIM Institute Robert L. Ward Center for Commercial Real Estate Studies are available to all.	No prior commercial real estate professional experience is required to apply to the certificate program.	Yes, complete a qualifying portfolio of transactions and projects. Need to have two years of experience. Some exceptions may apply.
Do I need to apply?	No.	Yes, a completed application plus a \$195 application fee is required.	No, but a candidate membership is required at the time of portfolio submission and to retain the CCIM Designation status.
What are the costs associated with each?	Individual courses vary*	One-time application fee (\$195), and course registration fees. Program completion costs can vary*—current estimates are \$1,800-\$2,500.	Course registrations, portfolio submissions, comp exam fee, continuing membership**. Course completion costs can vary—current estimates are \$8,000-\$10,000.
How long does it take to complete the program?	N/A	6+ months	1+ year ***
Would previous courses I've taken apply?	N/A	Yes, there is a five-year look-back period. You will be credited for eligible courses taken in that period.	Fast Track programs do offer the ability to have certain parts of the Designation Curriculum waived.
Would courses outside The CCIM Institute apply to requirements?	N/A	Yes, you can earn up to 7 hours of course credit from select external sources. Please see the list of approved courses here .	Transfer electives are available, and Fast Track programs offer certain parts of the Designation Curriculum waived.
How do I track my progress?	N/A	In your MyCCIM Account	In your MyCCIM Account
What do I receive upon completion of the program.	N/A	Framed certificate and digital badge.	Industry-leading CCIM credentials, digital badges, lapel Pin

Please contact Jenae Grayer (certificates@ccim.com) at 312-321-4462 or Derek Beacher (certificates@ccim.com) at 312-321-4482.

*Tuition rates vary by course format and by membership status.

**As a NAR affiliate, Designees are required to maintain membership as a REALTOR® or an Institute Affiliate.

*** There are Fast Track options available.