



Only through knowledge can someone succeed in a highly competitive industry like commercial real estate. Knowledge offers not only the power to compete, but the ability to succeed.

Diversity is good.

Historically, minorities have had limited representation in commercial real estate. That's changing, and one organization is at the forefront. Since 2003, the CCIM Institute has helped minority professionals advance through education.

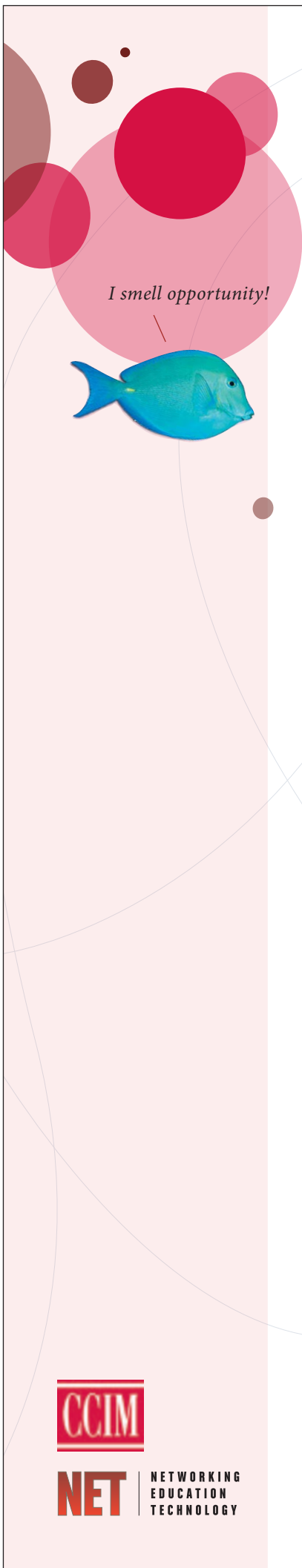
Through its Cultural Diversity Education Program (CDEP), CCIM Institute offers scholarships and vouchers good for CCIM Institute education. Each year, CCIM Institute holds up to seven Introduction to Commercial Investment Real Estate courses through the CDEP. These two-day courses focus on fundamentals: lease clauses, how to evaluate a mortgage loan, investment analysis tools, taxation and more. Those accepted pay no tuition (except for a \$30 processing fee). Those who pass are eligible for discounts on the more challenging, five-day CCIM Institute core courses.



The Introduction courses are held in major markets across the nation, and locations change annually. CCIM Instructors, all practicing commercial practitioners, lead the classes. Participation offers benefits beyond the curriculum presented. The classes let students network, share information and create opportunities. Since the CDEP inception, hundreds have completed the Introduction course and many have taken CCIM core courses. Be part of this winning initiative.



Call **CCIM Institute** at 800-621-7027, extension 4537 or email **Colleen Loeffler** at cloeffler@cciminstitute.com, or **Diann Harris**, extension 4490, dharris@cciminstitute.com.



CCIM Institute selects candidates for the Cultural Diversity Education Program based on the following:

- *Minority professional*
- *Permanent resident and/or U.S. citizen*
- *Active in the real estate profession and/ or related profession*
- *Individual intends to become a CCIM designee*

Name: _____

Company: _____

Address: _____

City/State/Zip Code: _____

Phone (____) _____ Fax (____) _____

E-mail Address: _____

Ethnic Background: • African-American _____ • Asian-American _____
 • Hispanic-American _____ • Native-American _____

How many years have you been involved in real estate? _____

Do you plan to obtain the CCIM designation? Yes _____ No _____

Have you attended any CCIM courses in the past? Yes _____ No _____

Please include the following with application:

1. Current Resume
2. Three letters of professional reference
3. Typed letter which includes answers to the following suggested questions:
 - Why do you want to become a CCIM?
 - What are your contributing achievements to your company?
 - What are your career goals?
 - Would you take the course even if the scholarship were not available? If so, why?

All applications should be mailed or faxed to the attention of:

Colleen Loeffler
 CCIM Institute
 430 N. Michigan Ave
 Chicago, IL 60611
 Phone: 800.621.7027 ext. 4537
 Fax: 312.321.4530
 E-mail: cloeffler@cciminstitute.com

For office use only

Date Submitted to CCIM Institute: _____

Reviewed by: _____

