

# CI 101: Financial Analysis for Commercial Real Estate

**January 12-15, 2014 (8:30am to 5:30pm)**

**CI 101** serves as your introduction to the CCIM Cash Flow Model. Learn to apply the CCIM Cash Flow Model to make your investment decisions based on wise investment fundamentals. Some of the concepts you will explore include Internal Rate of Return (IRR), Net Present Value (NPV), Cap Rate, Capital Accumulation, and the Annual Growth Rate of Capital.

This class will also introduce you to two other important tools—the CCIM Strategic Analysis Model, the fundamentals behind the numbers, and the CCIM Decision-Making Model, a process for analyzing and making real estate decisions.



**2840 Winkler Avenue | Fort Myers, FL 33916**



**REALTOR® ASSOCIATION**  
of Greater Fort Myers & The Beach

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**Maryann Mize, CCIM**  
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Maryann Mize has 34+ years in the commercial lending arena as a community banker, and has been with Charlotte State Bank and Trust for 25 years, where she is currently the senior vice president/senior credit officer. Maryann's extensive experience includes all facets of commercial lending including industrial, retail, office, land development, and hospitality. Maryann has been an instructor since 2008 and is a Senior Instructor for 101 and the Foundation course. She also teaches several of the Ward Center for Real Estate Studies courses. In 2011 she was awarded the Rising Star award by the CCIM Institute. Maryann enjoys serving, and is very active in her community. She has served in leadership roles of many organizations, including longtime chairman of the hospital board, and past president of Charlotte County Chamber of Commerce. Additionally, since 1998 she has been monthly business columnist of the local daily newspaper, the Charlotte Sun Herald. She is currently a member of several national CCIM committees, including serving as the incoming chair of the Ward Center for Real Estate Studies. She is also the treasurer for the Southwest Florida CCIM district.



**Cynthia Shelton, CCIM, CRE, CIPS**  
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Cynthia is the Director of investment sales at Colliers International Central Florida specializing in retail investments, mainly shopping centers 30,000 SF and up and single tenant NNN properties. She has 40 years of experience in the real estate industry and works as part of a team with Kane Morris-Webster, CCIM. She has worked in many areas of real estate from site selection and development with KinderCare Learning centers and D'Lite's Fast Foods, as well as owning her own real estate company and working as VP of acquisitions for a REIT, Commercial Net Lease Realty (NYSE- NNN). Cynthia was the President of CCIM Institute in 2002, President of the Florida CCIM Chapter in 1995 and President of Florida Realtors in 2009. She has received several top producers awards over the past year from the Central Florida Commercial Association and was named the 2010 Realtor of the year for the State of Florida. She received the 2014 Women of Influence from Real Estate Forum.



For questions, please contact:

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