



Ward Center Courses and Instructors / February 2021

Course Name	Course Owner	Course Instructor(s)	Email Address	Format
1031 Tax Deferred Exchange	Scott Saunders	Scott Saunders	Scott@apiexchange.com	Instructor-Led Online
Advanced Market Analysis for CRE	Mark Cypert	Mark Cypert Carol Campbell	smcypert@sbcglobal.net ccampbell@ccim.com	Instructor-Led Online
Before and After Tax DCF Analysis	Joe Fisher	Joe Fisher	j.a.fisher@att.net	Instructor-Led Online
Calculating Building Size for Development	Jeff Engelstad	Jeff Engelstad	jengelst@du.edu	Instructor-Led Online
Commercial Loan Underwriting	Joe Fisher	Joe Fisher	j.a.fisher@att.net	Instructor-Led Online
Commercial Mortgage-Backed Securities	Ann Hambly	Ann Hambly	ahambly@1stsss.com	Instructor-Led Online
Communication Skills For Business Professionals	Mark Polon	Mark Polon	markpolon@gmail.com	Instructor-Led Online
Compelling Presentations for CRE	CCIM-owned	Jim Rosen	jrosen@paceproperties.com	Direct Classroom; Licensed Classroom
Construction: Cost Estimating and Scheduling	Eric Holt	Eric Holt	Eric.Holt@du.edu	Instructor-Led Online
Construction: Introduction to Building Information Modeling	Eric Holt	Eric Holt	Eric.Holt@du.edu	Instructor-Led Online
Construction: Management and Project Delivery Methods	Eric Holt	Eric Holt	Eric.Holt@du.edu	Instructor-Led Online
Construction: Sustainability Planning and Management	Eric Holt	Eric Holt	Eric.Holt@du.edu	Instructor-Led Online
Controlling the Deal	Mark Polon	Mark Polon	markpolon@gmail.com	Instructor-Led Online
Corporate Services Representation	Amy Nawrocki	Amy Nawrocki	anawrocki412@yahoo.com	Instructor-Led Online
CRE Negotiations	CCIM-owned	Contact CCIM Institute for a list of available instructors		Direct Classroom; Licensed Classroom
Creating Reliable Valuations	Mark Polon	Mark Polon	markpolon@gmail.com	Instructor-Led Online
Disposition Analysis for CRE	Joe Fisher	Joe Fisher	j.a.fisher@att.net	Instructor-Led Online
DIY DCF in Excel	Jeff Engelstad	Jeff Engelstad	jengelst@du.edu	Instructor-Led Online
Essential HP 10BII Financial Calculator Skills for CRE	Jeff Engelstad	Jeff Engelstad	jengelst@du.edu	Instructor-Led Online
Evaluating Industrial Development Projects	CCIM-owned	Joe Fisher	j.a.fisher@att.net	Instructor-Led Online
Evaluating Medical Office Building Development Projects	CCIM-owned	Steve Cannariato	scannariato@hcollc.com	Instructor-Led Online
Evaluating Mixed-Use Development Projects	CCIM-owned	Walt Clements	waltclements@outlook.com	Instructor-Led Online
Evaluating Office Building Development Projects	CCIM-owned	Walt Clements	waltclements@outlook.com	Instructor-Led Online
Evaluating Retail Development Projects	CCIM-owned	Joe Fisher	j.a.fisher@att.net	Instructor-Led Online
Evaluating Self-Storage Investments	CCIM-owned	Isaac Rothermel	isaacrothermel@gmail.com	Instructor-Led Online
Feasibility Analysis for CRE	Joe Fisher	Joe Fisher	j.a.fisher@att.net	Instructor-Led Online
Financial Analysis Tools for CRE	Joe Fisher	Joe Fisher	j.a.fisher@att.net	Instructor-Led Online
Financial Modeling for RE Development	Jeff Engelstad	Jeff Engelstad	jengelst@du.edu	Instructor-Led Online
Foundations for Success in CRE	CCIM-owned	Contact CCIM Institute for a list of available instructors		Direct Classroom; Licensed Classroom
Fundamentals of RE Auctions	Paul Lynn	Paul Lynn	paullynnccim@gmail.com	Instructor-Led Online
Global CRE Bootcamp	Carmela Ma	Carmela Ma	Carmela@carmelama.com	Licensed Classroom
High Tech Marketing for CRE	Todd Kuhlman	Todd Kuhlman	Todd@theanalystpro.com	Instructor-Led Online
Improve Retail Investment Return Using GIS	Joe Fisher	Joe Fisher	j.a.fisher@att.net	Instructor-Led Online
Increasing Commercial Real Estate Value with Cost Segregation	Byron Smith	Byron Smith	reiinst@outlook.com	Instructor-Led Online
Introduction to Development Workshop	CCIM-owned	Contact CCIM Institute for a list of available instructors		Direct Classroom; Licensed Classroom, Virtual Online
Lease Modification Strategies and Solutions	CCIM-owned	Lydia Bennett Soozi Jones Walker	lbennett@ccim.net soozi@cevegas.com	Instructor-Led Online
Leveraging the Historic Tax Credit	Bill Overman	Bill Overman	boverman@slnusbaum.com	Instructor-Led Online
Loan Amortization in CRE	Joe Fisher	Joe Fisher	j.a.fisher@att.net	Instructor-Led Online
Low Income Housing Tax Credit Financing	Jeff Engelstad	Jeff Engelstad	jengelst@du.edu	Instructor-Led Online
MIRR and Capital Accumulation	Jeff Engelstad	Jeff Engelstad	jengelst@du.edu	Instructor-Led Online
RE Applications of the Time Value of Money	Joe Fisher	Joe Fisher	j.a.fisher@att.net	Instructor-Led Online
RE Development: Building Development	CCIM-owned	Lydia Bennett Walt Clements Jeff Engelstad	lbennett@ccim.net waltclements@outlook.com jengelst@du.edu	Instructor-Led Online
RE Development: Building Operations	CCIM-owned	Mark Van Ark Lydia Bennett Walt Clements Jeff Engelstad	mark@vanark.com lbennett@ccim.net waltclements@outlook.com jengelst@du.edu	Instructor-Led Online

		Mark Van Ark	mark@vanark.com	
RE Development: Building Renovation	CCIM-owned	Lydia Bennett	lbennett@ccim.net	Instructor-Led Online
		Walt Clements	waltclements@outlook.com	
		Jeff Engelstad	jengelst@du.edu	
		Mark Van Ark	mark@vanark.com	
Advanced Commercial Real Estated Development Practices (formerly titled, "RE Development: Capstone")	CCIM-owned	Contact CCIM Institute for a list of available instructors		Direct Classroom; Licensed Classroom
RE Development: Land Banking	CCIM-owned	Lydia Bennett	lbennett@ccim.net	Instructor-Led Online
		Walt Clements	waltclements@outlook.com	
		Jeff Engelstad	jengelst@du.edu	
		Mark Van Ark	mark@vanark.com	
RE Development: Land Development	CCIM-owned	Lydia Bennett	lbennett@ccim.net	Instructor-Led Online
		Walt Clements	waltclements@outlook.com	
		Jeff Engelstad	jengelst@du.edu	
		Mark Van Ark	mark@vanark.com	
RE Development: Land Packaging	CCIM-owned	Lydia Bennett	lbennett@ccim.net	Instructor-Led Online
		Walt Clements	waltclements@outlook.com	
		Jeff Engelstad	jengelst@du.edu	
		Mark Van Ark	mark@vanark.com	
RE Development: Property Redevelopment	CCIM-owned	Lydia Bennett	lbennett@ccim.net	Instructor-Led Online
		Walt Clements	waltclements@outlook.com	
		Jeff Engelstad	jengelst@du.edu	
		Mark Van Ark	mark@vanark.com	
RE Financial Analysis Using Excel	Jeff Engelstad	Jeff Engelstad	jengelst@du.edu	Instructor-Led Online
RE Risk Analysis	Joe Fisher	Joe Fisher	j.a.fisher@att.net	Instructor-Led Online
Real Estate Tax Update	Mark Levine	Mark Levine	mlevine@du.edu	Instructor-Led Online
Residential RE Financial Analysis	Joe Fisher	Joe Fisher	j.a.fisher@att.net	Instructor-Led Online
Senior Housing: Fundamentals and Benchmarks	Rick Lynn	Rick Lynn	rick@rmlcapital.com	Instructor-Led Online
Splitting Profits in CRE	Jeff Engelstad	Jeff Engelstad	jengelst@du.edu	Instructor-Led Online
Success Strategies for Business Leaders & Entrepreneurs	Dan Loiacono	Dan Loiacono	dan@dla-usa.com	Instructor-Led Online
Syndication and Crowdfunding	Gene Trowbridge	Gene Trowbridge	gene@genetrowbridge.com	Instructor-Led Online
Unlocking Value and Capital with Sale-Leasebacks (formerly titled, "User Cost of Occupancy Analysis")	Joe Fisher	Joe Fisher	j.a.fisher@att.net	Instructor-Led Online
Using Excel as Your Financial Calculator	Jeff Engelstad	Jeff Engelstad	jengelst@du.edu	Instructor-Led Online
Variations, Manipulations, and Extensions of the IRR Calculation	Jeff Engelstad	Jeff Engelstad	jengelst@du.edu	Instructor-Led Online