




New!

Offer Your Members the Latest in Industry Education through NAIOP's **Chapter Education Partnership**



This new innovative program allows you to generate a **local source of non-dues revenue minus the up-front program development costs**, while providing your members with **exceptional industry education designed by professional subject matter experts!**

NAIOP's **Chapter Education Partnership** enables you to provide your chapter members with high quality, affordable and time-saving education programming! Now more than ever, it's important for industry professionals to have the most up-to-date industry education to further their careers and thrive in a changing business environment.

Through a licensing agreement with NAIOP, you'll have access to the **Chapter Education Partnership's four eight-hour courses** that were created exclusively for chapter use, providing standardized educational content as well as consistent instructional materials. A portion of your chapter's gross registration revenue is shared with NAIOP Corporate.

The courses that are currently available for chapter licensing through the **Chapter Education Partnership** include:

- **Commercial Leasing**
- **Construction Management**
- **Site Feasibility**
- **Real Estate Investment Analysis**

NAIOP supports your implementation of each course by providing complete educational packages that include PowerPoint presentations and reference notes for instructors, study workbooks for attendees and certificates of completion for confirmed registrants. We'll also help you in spreading the word about your program by providing marketing materials that you can customize for your individual chapter's purposes!

...high quality,
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Take advantage of these **Chapter Education Partnership** courses now available for licensing:

Commercial Leasing

Designed for entry to intermediate-level commercial real estate development professionals, this course is ideal for leasing agents, developers, asset managers, owners and anyone interested in gaining a better understanding the leasing process. The course provides participants with the basic knowledge necessary to gain greater value for every commercial lease. The course objective is to provide increased knowledge for managing an efficient and cost effective lease structure.

Construction Management for Owners and Developers

Designed to offer each participant familiarity with the parties involved in construction and how they relate to each other in the design and construction process. The structure of the course will follow the main phases of a construction project: initiation, planning, design, execution and closeout. Topics for the course will include construction and program management, project teams, schedules, budgets and finance, delivery systems monitoring and controlling methods and most importantly, the roles and responsibilities of the various parties. Various project delivery systems will be also discussed to demonstrate the different approaches to completing construction projects.

Real Estate Investment Analysis

Designed to provide entry to intermediate-level experienced professionals with the technical skills necessary to analyze the financial feasibility of real estate investment opportunities. Valuation techniques such as direct capitalization and discounted cash flow analysis are introduced first, followed by an examination of debt financing's impact on real estate investments. A case study is also provided for group work.

Site Feasibility

Designed for the entry-level to moderately experienced real estate professional looking to develop strong analytical skills for evaluating the viability and profitability of an acquisition or development of a property. The course will stress the importance of developing analytical assessment skills critical to conduct investigative research for site feasibility and to understand the impact of macro-economics, legal and social constraints on a project as well as analyze the site itself. At the end of the course, participants will understand the process on how to develop a comprehensive market and economic site feasibility study that will provide stakeholders with knowledge of the environment in which the project will exist and the expected returns from investing in the project.

Each course contains at least six individual module topics delivered on-site in a lecture and collaborative group format in an eight-hour session. A workbook containing study guides for each module is provided to each course registrant — you simply arrange the meeting space and course instructor(s)!

Instructional materials:

Each course and their respective modules are supported by a complete turn-key PowerPoint presentation for use by instructors with senior-level experience in commercial real estate. In addition, an Instructor Manual containing reference notes for the material in each course module is provided to support and guide instructor presentations.