

CLASS Schedule for 2017-2018
Topics Subject to Change
(Draft as of 3/17/17)

Class	Date	Topic/s
	September 18 4:00 – 5:30 pm	Orientation Meeting Alternative Management
	October 5 - 7, 2017 Noon – Noon	3 Day Retreat Mt. Charleston Resort
Class #1	October 16, 2017	Commercial Real Estate Overview – Understanding and Differentiating Product Types and Professional Disciplines
Class #2	November 13, 2017	Site Selection & Development – Understanding the issues related to Land Acquisition and Project Entitlements
Class #3	December 11, 2017	Market Analysis & Application – Understanding how Supply & Demand factors determine the viability of your project
Class #4	January 8, 2018	Architecture / Design / Engineering – Understanding the architectural, structural, and functional considerations of development
Class #5	February 12, 2018	Financing – Understanding the basics of Land and Construction Loan underwriting and terms. Understanding the types of permanent loans and the difference between mezzanine and equity structures
Class #6	March 12, 2018	Construction – Understanding various construction techniques, including steel-frame, concrete-tilt, and Techniques for Sustainable Development
Class #7	April 9, 2018	Real Estate Operations – Operating a large real estate portfolio
Class #8	May 14, 2018	Marketing – How do you market a new project as a principal? Marketing a significant project from the brokerage perspective
Class #9	June 11, 2018	Investment Analysis – Understanding pro formas, IRR's and other financial models
Class #10	July 9, 2018	Economic Development – Local, National, and International Trends
Class #11	August 13, 2018	Strip Impacts to CRE – Economic impact of big resort projects, retail turnover rates, airport indicators on CRE
Class #12	September 10, 2018	Class Presentations
	September 13, 2018	Graduation Ceremony Location TBD
Class #13	September 17, 2018	Post Class Project Review

Class Location: TBD
Time: 2:00 pm – 6:00 pm