CARNM
COMMERCIAL ASSOCIATION OF REALTORS®
NEW MEXICO

October 30, 2014
8:10 - 11:30 a.m.
State Bar of New Mexico
5121 Masthead NE

Instructor:
Irwin Harms

Irwin Harms specializes in Property Management, Maintenance and Construction.

He is a licensed New Mexico General Contractor and Electrical Contractor and has more than 30 years of experience coordinating large-scale development projects. As a complement to these capabilities, he's also a licensed Real Estate Broker. Bringing all of the skills together, he adds key insight to each project.

Irwin has coordinated the development of more than 200,000 square feet of space and currently manages 2,000,000 square feet of space in Albuquerque and the surrounding areas.

Commercial Tenant Improvements

This course is designed to provide attendees with a comprehensive overview of the tenant improvement process. Attendees will have the opportunity to ask questions and discuss real-world examples of tenant improvement projects. Topics include:

- **Defining Tenant Improvements, a/k/a "TIs"**
- **Who/What may be Involved?**
- **Space Plan**
- **Construction Costs**
- **The Deal**
- **Construction Phase**, such as the permit process, scheduling and inspections

Panel Discussion — The final hour will consist of a panel comprised of a local developer, a local landlord and a property management representative to address frequent issues and challenges that may arise during the tenant improvement process and how real estate brokers can foresee potential challenges and opportunities for solutions to create seamless client transitions.

3 CE Credits Approved!

Tenant Improvements   October 30, 2014

FEE : $40.00 CARNM Members and $50.00 Non-members ($50.00/$60.00 at door)

Please note: A full refund (less $10 processing fee) will be issued if CARNM receives written notice 48 hours prior to class date.

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