

ICSC University of Shopping Centers
Choose from 1 to 6 Half-Day Courses- Pay and Attend Only the Classes You Need!

College	Monday, March 5		Tuesday, March 6		Wednesday March 7	
	9:00 am - 12:00 noon	2:00 pm - 5:00 pm	9:00 am - noon	2:00 pm - 5:00 pm	9:00 am – noon	2:00 pm - 5:00 pm
Asset Management and General Studies	AP-101 Retaining Asset Value in Today's Markets	AP-201 Negotiating Techniques for Shopping Center Professionals	AP-301 Investing in Retail Properties and Structuring Partnerships	AP-401 Acquisitions: From Negotiations to Due Diligence	AP-501 Strategic Planning for Commercial Real Estate Companies	AP-601 The New Priorities of Asset Management
Development and Redevelopment	CD-102 Working with Cities and Redevelopment Agencies to Rebuild During this Decade	CD-202 Retail Development Opportunities in Non-Traditional Venues	CD-302 The Retailer and Developer: Reconfiguring Big Boxes for Optimum Productivity	CD-402 Project Management Principles and Practices	CD-502 <i>Double-session class</i> Evaluating Opportunities for Neighborhood and Community Centers	CD-502 <i>Double-session class</i> Evaluating Opportunities for Neighborhood and Community Centers
Retailing	CR-103 Retailing Principles and Practices	CR-203 Understanding the Retailer's Site Selection Criteria	CR-303 Retailers Speak Out: Surviving and Prospering In the New Retail Reality	CR-403 Short-Term Fixes, Long-Term Repairs: Retailer and Landlord Seek Common Ground	CR-503 The Changing Strategy of 35 National Retailers	CR-603 The 15 Top Trends in Retailing that Will Impact Your Leasing Strategy
Leasing and Specialty Leasing	LS-104 Prospecting for and Developing New Tenants	LS-204 Revising the Leasing Pro Forma	LS-304 Lease Workouts: Restructuring, Buyouts and Early Terminations	LS-404 The Turning Point: How to Attract National Retailers (Again)	LS-504 Specialty Leasing Strategies for Today's Centers	LS-604 Resolving Leasing Problems and Chronic Vacancies
Law for Non-Lawyers	LN-105 How the Constitution, State Law, Codes and Administrative Rules Affect Retail Real Estate	LN-205 The Contract: Acquisition, Development, Construction and Other Agreements	LN-305 Alternative Dispute Resolution	LN-405 Anatomy of a Lease		
Finance for Non-Financial Professionals	FN-106 The Fundamentals of Accounting Principles	FN-206 The Financial Dashboard: The Business Plan and Financial Metrics	FN-306 Financial Decision-Making: A Case Study of Choices	FN-406 The Lease: Financial Implications of the Deal	FN-506 Key Measures to Increase NOI	AP-601 The New Priorities in Asset Management
Financial Analysis co-hosted by The CCIM Institute	FA-107 How to Analyze Your Retail Real Estate Investment Using Time Value of Money	FA-207 How to Measure Your Retail Real Estate Investment's Performance Using Net Present Value	FA-307 How to Conduct a Market and Site Feasibility Analysis for a Retail Development	FA-407 How to Measure the Financial Feasibility of a Retail Development	FA-507 How to Calculate the Cost of Leasing vs. the Cost of Owning	FA-607 How to Effectively Value Leases and Analyze Subleases
Debt Workout, Transactions and Repositioning of Distressed Assets	DW-108 Property Valuation and Assessment: Fundamentals of Distressed Assets	DW-208 Restructuring Debt and Equity: Capital Provider's Perspective	DW-308 Restructuring Debt and Equity: Borrower's Perspective	DW-408 Asset Disposition and Acquisition: Selling and Buying Distressed Assets and Notes	DW-508 Repositioning a Troubled Asset-Case Study	

Register Now! See registration information and forms on pages xx – xx or register online at: www.icsc.org/2012UV

