

Strategic Leader

“Since my first course back in 1989, the number of deals I can directly attribute to CCIM relationships are too numerous to count,” says the CCIM Institute’s 2013 President Wayne D’Amico, CCIM, senior managing director with Re/Max Right Choice Commercial & Investment in Trumbull, Conn. “I have never spoken to someone who took a CCIM course who didn’t believe he or she could make more money as a result of their new knowledge and skills.”

It’s no surprise D’Amico believes so strongly in the value of the CCIM designation: He’s living proof that investing in the CCIM program produces returns. In the early 2000s, D’Amico met past CCIM President Cynthia Shelton, CCIM, at a leadership training session in Chicago and reconnected a year later at an industry event. Shelton introduced D’Amico to then new designees Tom Allen and Sam Harper of Wal-Mart Realty. “We started talking about store dispositions in the Northeast, and after a few follow-ups, I was retained by Wal-Mart Realty to assist with a disposition that resulted in a \$20-plus million dollar redevelopment with Lowe’s Home Improvement in Wallingford, Conn.”

With the economy still in recovery mode, the education and relationships available through CCIM are more important than ever, he adds. “The CCIM skill set prepares professionals to handle the market’s evolving challenges. Being the largest network of qualified commercial real estate professionals gives designees a larger net to cast to reach a broader base of opportunities,” D’Amico says.

Find out more about CCIM Institute’s
2013 strategic plan at CCIM.com/cire.

D’Amico encourages every member to take action and use CCIM’s knowledge, resources, and membership to improve their business opportunities. “CCIM gave me a platform to extend my local business to a global footprint, which can only happen if you take advantage of your opportunity to excel.”

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