

Certificate in Commercial Mortgages (CeCM)

Move your career to the next level and complete the Certificate in Commercial Mortgages (CeCM). The Certificate in Commercial Mortgages satisfies the needs of commercial finance specialists who are seeking to demonstrate evidence of competence in this highly competitive business area.

About CeCM

CeCM is an individual module that covers a broad range of commercial lending topics, giving you an extensive understanding of the market, external influences and the legal and regulatory framework. Some of these topics are:

- Common types of products and schemes
- Factors affecting the value of commercial property
- Risk management in the various commercial sectors
- Information gathering, affordability, suitability and breaches of payment

This module also counts towards the Advanced Certificate in Mortgage Advice and Practice (Adv CeMAP®), and the National Association of Commercial Finance Brokers (NACFB) Diploma in Commercial Finance.

When you register we will send you a comprehensive learning manual, which you study at your own pace. Additional learning support is available for you to purchase on an individual basis, and caters for a variety of learning needs and styles.

The CeCM assessment is by multiple-choice examination, and is available at over 150 centres throughout the UK. When you are ready to take your examination, you book a time and venue that suits you, subject to availability. The examination lasts for two hours and you will receive your results before you leave the testing centre.



Module breakdown

MODULE 1	Certificate in Commercial Mortgages
	Unit 1 Fundamentals of Commercial Mortgage Advice 1hr (50 MCQs)
	Unit 2 Commercial Mortgage Solutions 1hr (3 case studies of 10 questions each)
Qualification: CeCM (Certificate in Commercial Mortgages)	

Facts at a glance

- Registration for the CeCM module costs £130
- Registrations are valid for 12 months
- Registration includes the learning manual and free online access to any relevant updates during your registration period
- CeCM counts towards Advanced CeMAP® and the NACFB Diploma in Commercial Finance
- We recommend you spend between 40–60 hours studying the module
- CeCM is assessed by a two-hour examination
- Examinations are available on demand at over 150 centres throughout the UK, with confirmation of the result provided on the day
- Unsuccessful students only have to resit the units that they have not passed, allowing them to focus on areas of weakness rather than having to revisit the entire syllabus.

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Getting started

Register online at www.ifslearning.com/qualifications/register.cfm. Alternatively complete the registration form in your information pack and return it by post or fax. You can also register by phone on + 44 (0)1227 818609.

Additional support

A specimen examination paper is available to purchase, which allows you to practise on the style of questions that you will come across in your real examination.

Post qualification

Once you have passed you will be able to use the letters CeCM after your name. CeCM holders who also hold CeMAP® may also progress to the Advanced Certificate in Mortgage Advice and Practice, in order to further enhance knowledge, understanding and professionalism.

Useful links

Registering – www.ifslearning.com/qualifications/register.cfm
Course information – www.ifslearning.com/qualifications/courses/cecm.cfm
Syllabuses – www.ifslearning.com/qualifications/syllabuses/certificate/index.cfm
Support – www.ifslearning.com/qualifications/support/certificate/index.cfm
Booking an exam – www.ifslearning.com/qualifications/book.cfm
Advanced CeMAP® – www.ifslearning.com/qualifications/courses/adv_cemap.cfm
Diploma in Commercial Finance – www.ifslearning.com/qualifications/courses/dipcf.cfm

Benefits

Organisation

- The most effective way of showing competence in the field of commercial mortgages
- The unique testing capability allows students to proceed at speed to gain competence
- The most cost-effective route to competence in terms of speed to market and overall qualification cost
- Assists staff recruitment, retention and motivation by:
 - investing in staff development
 - providing a progression route to develop talent from within the organisation
 - improves staff performance, effectiveness and knowledge

Individual

- The recognition of professionalism afforded by attaining a commercial mortgage advice qualification
- Improves career and promotion prospects and allows access to further professional development through other **ifs** qualifications
- Demonstrates a desire to continue your professional development
- Improves and maintains your knowledge of the mortgage business
- Develops confidence through increased knowledge and understanding

“My firm is expanding its customer base and writing more commercial mortgages. The CeCM is an excellent tool and I would unreservedly recommend it to advisers wishing to give advice in the commercial sector.”

Christopher Fallon,
Signature Mortgages of Stockport