

# Certified Leasing Specialist (CLS)

## Who Should Apply

- A leasing agent with four years of experience within the last six years, with responsibility for leasing shopping centers as an employee representative.
- A broker with four years of experience within the last six years, with responsibility for negotiating space as an agent in a shopping center for an owner or tenant.
- Corporate or regional professionals who oversee the leasing function for one or more shopping centers.
- A retail executive involved in the real estate function with four years of experience within the last six years, and with responsibility for leasing space in shopping centers.

## How You Will Benefit

- Receive an industry designation that recognizes your experience, knowledge, and skills.
- Be recognized for your leadership capabilities and increased professional stature.
- Gain and keep your competitive edge.
- Experience the difference between just knowing your field and being a leader in your field.
- Have your achievement announced to local media outlets through ICSC news releases.

## Qualifications

In order to qualify for the designation of CLS, you must:

- Be or have been actively engaged in a position with substantial responsibility for leasing shopping centers as an employee representative or agent of an owner and/or tenant.
- Have at least four years of active experience in shopping center leasing\* (this time period will be calculated up to the application deadline, the year of the examination).

\* Applicants may substitute the following for the fourth year of experience:

- Completion of the ICSC Leasing I and Leasing II Institute Programs; or
- Completion of the ICSC Leasing II Institute Program with related work experience (leasing in related real estate disciplines); or
- Completion of the ICSC Leasing II Institute Program and the successful completion of 30 hours of instruction of college-level courses or real estate continuing education courses at an approved institution of higher education or other recognized provider, either of which in the judgment of the CLS Committee is considered equivalent to the ICSC Leasing I Institute Program; or

d) Proof that the candidate is a licensed real estate salesperson in good standing in any state or province.

- Pursue a mandatory program of continuing education, after achieving the CLS designation, in order to maintain the CLS designation.

Three years after achieving the CLS designation, and maintaining the required continuing education credits, CLS certified professionals may apply for the Senior Level Certified Leasing Specialist (SCLS) designation.

## CLS Examination

The CLS examination is a written test consisting of 100 multiple-choice questions. It will be administered in a single three-and-a-half hour session.

The categories to be covered and the relative weight of each are as follows:

Trade Area Analysis	10%
Leasing Fundamentals	35%
Legal	15%
Construction and Tenant Coordination	10%
Retailing	13%
Financing	10%
Operations/Marketing/Promotion	7%
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	100%

## How to Apply

The CLS examination will be administered at computer testing centers located globally during the following testing windows:

June 20-27, 2009  
Deadline: May 26, 2009

October 17-24, 2009  
Deadline: September 11, 2009

**Location:** Prometric Testing Centers worldwide. For a complete list of computer-based testing locations, please visit ICSC's Website, [www.icsc.org](http://www.icsc.org) – go to **Education & Careers**, view the **Education** menu and click on **Certification Programs**.

The CLS Application and Applicant Handbook is available on ICSC's Website, [www.icsc.org](http://www.icsc.org) – go to **Education & Careers**, view the **Education** menu and click on **Certification Programs**.

The fee for the CLS examination:

**Member:** \$495 (U.S.)  
**Non-Member:** \$990 (U.S.)