



CIPS – 5 Sessions

1. Local Markets – Sept. 19, \$100

This introductory course offers you an overview of the international real estate business environment, including capital flow, currencies, government regulations and cultures. Topics such as international brokerage, networking, marketing, and selling will also be discussed.

2. Transaction Tools – Sept. 20, \$100

This course provides you with the tools needed to present investment information to international clients in their currency and area. You will learn how to measure investment performance, prepare financial projections, and understand the effects of taxes and exchange rates on investment.

3. Europe – Oct. 10, \$100

This course provides you with insight in regards to working with clients in Western and Central Europe. Topics include: the European Union and its impact on international real estate, economic and real estate trends, networking and relationship building, and marketing and selling practices.

4. Asia/Pacific – Oct. 11, \$100

This course addresses real estate practices in Asia / Pacific with an emphasis on cultural influences and economic trends.

5. The Americas – Oct. 12, \$100

This course offers you practical information on working with Caribbean, North, Central, and South American investors. Historical and cultural influences, regional relationship, and investment opportunities are covered along with a special focus on Mexico.

**NOTE: 5 COURSES NEED TO BE COMPLETED
PRIOR TO APPLYING FOR THE CIPS DESIGNATION.**

Contact Person: Karen Becker
Email: karen@semnrealtors.com
Tel: (507) 285-9833



**BERKSHIRE
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Certified International Property Specialist

Certified International Property Specialist Designation Training

Instructors:

Jo-Ann Sloan, CIPS Instructor

Date: See dates on left

Time: 9:00 am – 5:00 pm daily

Additional Information: Go to:

REsource Center > LearnCenter REsource > Global tab

Location:

Southeast Minnesota REALTORS
3400 E. River Rd. NE
Rochester, MN 55906
(507) 285-9833

Cost: \$100 USD per course (includes box lunch)
Special Reduced Tuition

Bring a Highlighter and laptop or tablet to all courses

CE Credits will be offered

**Fill out the registration
form and sign up for the
course today!**



**NATIONAL
ASSOCIATION of
REALTORS®**
Official Designation





Registration Form

Certified International Property Specialist

| | |
|---|---|
| <input type="checkbox"/> Local Markets, Sept. 19, \$100 | <input type="checkbox"/> Asia / Pacific, Oct. 11, \$100 |
| <input type="checkbox"/> Transaction Tools, Sept. 20, \$100 | <input type="checkbox"/> The Americas, Oct. 12, \$100 |
| <input type="checkbox"/> Europe, Oct. 10, \$100 | |

Total Amount: \$ _____

Complete the below registration and send to:

Contact: Karen Becker or Brittany Young
Company: Southeast Minnesota REALTORS
Address: 3400 E. River Rd. NE, Rochester, MN 55906
Email: karen@semnrealtors.com
Tel: 507-285-9833

Registration and Payment Authorization

Name _____ NRDS# _____

Company _____

Address/City/State _____

Phone _____ eMail _____

Payment Authorization Form

Check one of the boxes below.

Attached is a check for the total due, payable to: **Southeast MN Realtors**
 I authorize **Southeast MN Realtors**, to bill my: _____ MC _____ Visa

Total Amount to charge: \$ _____

Credit Card Number _____ Expiration _____

Name on Card _____

Cardholder Address: _____

Signature _____ Code on Back of Card _____

Payment must accompany registration.

Deadline to register is: One week prior to each session delivery



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International Real Estate Opportunities are Everywhere

Global investors and foreign born buyers continue to view the United States as the most stable and secure destination for real estate investment, and U.S. residents wishing to invest or retire in foreign markets is increasing. No matter which international audience you cater to, the Certified International Property Specialist (CIPS) designation will provide you with the knowledge, research, network and tools to globalize your business.

What is a CIPS?

A Certified International Property Specialist (CIPS) designee has undergone specialized training to complete international transactions seamlessly and with reduced risk. The CIPS designation is the only international designation recognized by the National Association of REALTORS®. Only REALTORS® who have completed the coursework and demonstrated considerable experience in international business can call themselves a CIPS designee, and use the name and logo.

Become a CIPS Designee

Complete two core courses, three elective courses, submit the designation application demonstrating a minimum of 100 points of international experience and submit payment for a one-time application fee and yearly CIPS dues.

Courses are available in classroom and online and are valid for three years. Courses with underline are delivered classroom style by Berkshire Hathaway HomeServices Learning Network Services, and also offered as web-based training at a reduced tuition through LearnCenter REsource.

For U.S. Residents

Core Courses:

- Global Real Estate: Local Markets (1 day) \$80 tuition
- Global Real Estate: Transaction Tools (1 day) \$80 tuition

Elective Options: (Choose three)

- Europe & International Real Estate (1 day) \$80 tuition
- Asia / Pacific & International Real Estate (1 day) \$80 tuition
- The Americas & International Real Estate (1 day) \$80 tuition

OR you can substitute ONE of the below for ONE of the above elective options:

- NARs At Home With Diversity (1 day)
- CRS 200 Business Planning and Marketing for the Residential Specialist
- CRS 204 Buying and Selling Income Properties
- CCIM Residential Real Estate Financial Analysis



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CIPS
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Certified International Property Specialist

Assemble at least 100 points from any of these categories

- International Transaction Points – Transaction a possible 75.
- Approved instructor in a real estate education program, such as CCIM, CRS, REBAC, GRI, and Corporate University – Instructor a possible 50.
- College degree – Degree a possible 25.
- Participation on a REALTOR® Association sponsored Trade Mission – Trade Mission a possible 25.
- Attendance at real estate, professional or economic development conventions in any country OTHER than your own including NAR Study Tours, FIABCI Congresses, MIPIM, SIMA – Convention a possible 25.
- Worked abroad or studied abroad for more than one year – Abroad a possible 25.
- Author of published articles on international business or cultural issues – Published Article a possible 20.
- Author of a published book on international business or cultural issues – Published Book a possible 25 points.
- Current membership in a cultural / international organization – Membership a possible 10.
- Attendance at NAR International education sessions and events at the NAR Conference & Expo in November – NAR Convention a possible 20
- Foreign language fluency other than your native language – Foreign Language possible 40.
- Each professional certification and designation offered by an NAR affiliate, Society or Council (ABR, ABRM, AHWD, ALC, ARM, CCIM, CPM, CRE, CRS, CRB, e-PRO, GAA, GMS, GREEN, GRI, PMN, RAA, RCE, RSFS, SFR, SIOR, SES) – Certification / Designation a possible 30.
- Member of a REALTORS® Association Global / International Committee, Council or Forum at the state, local or national level – Committee / Council / Forum a possible 30

Application Fee and Dues to NAR

- \$75 one-time only application fee.
- \$220 yearly dues.

For more Information:

<http://www.realtor.org/designations-and-certifications/cips-designation> or REsource Center>LearnCenter REsource>Global tab or contact Robert Watson, Director Global Training Network RobertWatson RobertWatson@BerkshireHathawayHS.com



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