



# CAPTURE THE GLOBAL MARKET

Become a Certified  
International Property  
Specialist



## Maximize Your Potential Business!

### First time these NAR CIPS designation courses are offered in West Michigan!

More than \$104 billion worth of residential real estate is sold to foreign and immigrant buyers annually, resulting in over \$5 billion in commissions for REALTORS®. Global business includes transactions with foreign nationals, immigrant clients, buyers with extended family abroad, employees of foreign corporations, multilingual families, and other groups residing in communities in every state.

The NAR CIPS course curriculum offers you hands-on experience with international real estate transactions, as well as a focus on the critical aspects of these transactions, including:

- ◆ Currency and exchange rate issues
- ◆ Cross-cultural relationships
- ◆ Regional market conditions
- ◆ Investment Performance
- ◆ Tax Issues
- ◆ And more!

To be eligible for the CIPS Designation, you must complete 2 core courses and 3 elective courses\*. We are providing you with the opportunity to begin the process of becoming a designee by taking some or all of the 5 courses as outlined below.

\*Upon completion of courses, you will need to submit an application demonstrating international experience. For complete instructions on obtaining the designation, click [here](#).

#### Core Courses:

##### **Global Real Estate: Local Markets**

This 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. *You must take this course before taking any other CIPS courses.* **Course**

**Date:** Wednesday, April 27 2016; 8:00 AM to 5:30 PM

##### **Global Real Estate: Transaction Tools**

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. **Course Date:** Thursday, April 28, 2016; 8:00 AM to 5:30 PM

#### Elective Courses:

##### **Europe and International Real Estate**

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. **Course Date:** Wednesday, June 22, 2016; 8:00 AM to 5:30 PM

##### **Asia/Pacific and International Real Estate**

This course addresses real estate practices in Asia and the Pacific with emphasis on cultural influences, economic trends and assessment of investment opportunities. An extra chapter on working with the Japanese is also included. **Course Date:** Thursday, June 23, 2016; 8:00 AM to 5:30 PM

##### **The Americas and International Real Estate**

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

**Course Date:** Friday, June 24, 2016; 8:00 AM to 5:30 PM

## CIPS Core & Elective Classes

#### Sponsored by:

Grand Rapids Association of REALTORS®

#### Instructors:

[Jenny Basantes](#)

[Furhad Waquid](#)

#### Location:

GRAR Classroom  
660 Kenmoor Ave, SE  
Grand Rapids, MI 49546

#### Cost:

##### Early Bird Rate:

\$170 per course or \$750 for all 5 courses  
(registrations received before 3/15/16)

##### Regular Rate:

\$185 per course or \$825 for all 5 courses  
(registrations received after 3/15/16)

#### Cost Includes:

Custom course materials, NAR certified instructors, lunch, snacks, beverages. (Con Ed credit for Michigan pending)

#### To register or for questions:

Visit: [http://member.grar.com/member/Event/Evnt\\_Schd\\_mac/Default](http://member.grar.com/member/Event/Evnt_Schd_mac/Default)

Email: [suej@grar.com](mailto:suej@grar.com)

Call: Sue Jenkins at (616) 940-8214