



# CIPS Institute

## Get the World in One Week.

March 29 - April 2, 2010, NVAR Fairfax Headquarters

### Attend the ONLY CIPS Institute in the Mid-Atlantic Region.

**It's a week of intensive education & networking providing hands-on tools to get your international business started.**

**Asia/Pacific and International Real Estate - March 29, 9 a.m. - 5 p.m.**

Covers real estate practices in Asia & the Pacific with emphasis on cultural influences, economic trends and assessment of investment opportunities.

**The Americas and International Real Estate - March 30, 9 a.m. - 5 p.m.**

Practical information for professionals who work with Caribbean, North, Central, and South American investors. Influences, investment opportunities and influential trade pacts are covered.

**International Investment and Finance - March 31 - April 1, 9 a.m. - 5 p.m.**

Learn to measure investment performance and understand effects of taxes and exchange rates on investment. **An HP-10BII calculator is REQUIRED; please purchase prior to class.**

**Europe and International Real Estate - April 2, 9 a.m. - 5 p.m.**

Provides information on working with clients in the European theater. The European Union and its impact on international real estate are covered, plus marketing and selling practices.

## **PLUS! Networking Lunches & Opening Reception included in 5-Day Institute Tuition!**

**Location:** NVAR Fairfax, 8403 Arlington Blvd., Fairfax, VA 22031  
*Need a hotel? Contact NVAR at 703.207.3244 for information.*

<b>5-Day CIPS Institute:</b>	\$495 NVAR Members	\$695 Non-Members
<b>2-Day Investment Course:</b>	\$249 NVAR Members	\$289 Non-Members
<b>1-Day Course:</b>	\$129 NVAR Members	\$169 Non-Members

**Last Name:** \_\_\_\_\_ **First Name:** \_\_\_\_\_ **MI:** \_\_\_\_\_

**Home Address:** \_\_\_\_\_ **City/State/Zip:** \_\_\_\_\_

**Day Phone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**NRDS #:** \_\_\_\_\_ **Last 4 of SS#:** \_\_\_\_\_

**VA Real Estate License #:** \_\_\_\_\_ **NVAR Member:** Yes No

**Payment Type (please circle):** AmEx Discover M/C Visa CHECK Check#

**Credit Card #:** \_\_\_\_\_ **Expiration Date:** \_\_\_\_\_ **CID:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

# FAX TO 703.207.3270





## Want these Benefits?

- *Recognition as an international resource?*
- *Listing in the CIPS Directory, Who's Who in International Real Estate?*
- *Income from international transactions?*
- *Invitations to exclusive business and networking events?*

## Then YOU want the CIPS Designation!

### Certified International Property Specialist (CIPS)

The Certified International Property Specialist Network (CIPS Network) is the specialty membership group for international practitioners of the NAR and is comprised of real estate professionals in over 50 countries. The CIPS designation prepares REALTORS® to service the growing international market in their local community by focusing on cultural aspects, exchange rates, investment trends, legal issues and more.

Whether assisting foreign investors, helping local buyers invest abroad, or serving the growing immigrant population in local markets, CIPS members are consumers' best providers in the unique aspect of international real estate.

### CIPS Designation Courses

The CIPS course curriculum is the educational foundation of the CIPS Network. It distinguishes CIPS designees as individuals who have both hands-on experience in international real estate transactions, and successful completion of an intensive seven-day program of study. Students focus on critical aspects of transnational transactions, including exchange rate issues, cross-cultural relationships, regional market conditions, investment performance, tax issues and more.

### Required Classes:

1. International Real Estate for Local Markets – Required Prerequisite Course. Take online now: <http://www.learninglibrary.com/realtoruniversity> and search for CIPS. Complete at your own pace before the March 29 Institute.
2. Asia/Pacific and International Real Estate
3. The Americas and International Real Estate
4. International Investment and Finance
5. Europe and International Real Estate

**For more information to complete your CIPS and to download the designation application, go to:**

**<http://www.realtor.org/cipshome.nsf/pages/membership>**