

MORe Presents:

Questions? Contact: Regina Jordan 630-324-8423  
or rjordan@SucceedWithMore.com

# CIPS INSTITUTE & TRC

Further your personal marketing and networking opportunities

Lowest  
Rates Ever!



## The CIPS Network-- Certified International Property Specialist Network

The CIPS Network is the specialty membership group for international practitioners of the National Association of REALTORS®, the world's largest trade association. The CIPS network is comprised of 1,400 real estate professionals who deal in all types of real estate, but with one common element: they are focused specifically on the "international" market. Whether traveling abroad to put deals together, assisting foreign investors, helping local buyers invest abroad, or serving an important niche in local markets, CIPS members are consumers' best resource to ensure they are dealing with a professional skilled in the unique aspects of international real estate.

In order to receive the CIPS designation, complete and pass all five CIPS Institute courses.

Sponsored by the Illinois Association of REALTORS® in conjunction with Mainstreet Organization of REALTORS®

### Transnational Referral Certificate Course

May 27, 1-4 p.m.

Cost: \$99, \$79 if attending entire CIPS Institute

### 2009 CIPS Institute

International R.E. for Local Markets  
(RB 7005-6 hrs. Elective CE)

May 21-22

Investments & Financial Analysis  
(HP-10BII calculator required)

May 28-29

Europe & International Real Estate

June 17

Asia/Pacific & International Real Estate

June 18

The Americas & International Real Estate

June 19

Cost: Full institute \$900/1-day courses \$150/  
2-day courses \$225

Instructor: David Wyant, CIPS  
Location: MORe, 6655 Main St., Downers Grove, IL 60516  
Time: Registration/Walk-in 8-8:30 a.m.  
Class 8:30 a.m.-5 p.m.  
(1 hr. lunch break on your own)

RSVP to Regina Jordan | Mainstreet Organizations of REALTORS® | 6655 Main St. | Downers Grove, IL 60516 | or Fax 630-324-8403

MORe Presents:

## CIPS INSTITUTE

Further your personal marketing and networking opportunities

Name: \_\_\_\_\_

Agent ID: \_\_\_\_\_ Association: \_\_\_\_\_

Email address: \_\_\_\_\_

Contact Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Mailing address: \_\_\_\_\_

### Select class(es):

- Transnational Referral Certificate Course  
 International R.E. for Local Markets  
 Investments & Financial Analysis  
 Europe & International Real Estate  
 Asia/Pacific & International Real Estate  
 The Americas & International Real Estate

Total amount enclosed: \_\_\_\_\_

(Please Circle) Check Visa MC DIS AMEX

Card No. \_\_\_\_\_

Exp. \_\_\_\_\_

Signature \_\_\_\_\_

To register, please fill out the form above and fax it to 630-324-8403 or mail to MORe, 6655 Main St., Downers Grove, IL 60516. If additional assistance is needed, contact Regina at 630-324-8423.

Importance Notice: If you have any disabilities that require special accommodations, please identify those special needs: \_\_\_\_\_

## **Transnational Referral Certification Course**

This course prepares real estate professionals to make and receive compensated referrals using the transnational referral system developed by the International Consortium of Real Estate Associations-ICREA. Students will learn how to integrate international referrals, resulting in increased income, into their business plans. *(This course is not required to receive the CIPS Designation).*

### **CIPS Education**

The Certified International Property Specialist (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, as well as successful completion of an intensive seven-day program. Studies focus on critical aspects of transnational transactions, including currency and exchange rate issues and cross-cultural relationships, regional market conditions, investment performance, tax issues and more. A more detailed description of the five courses is provided below.

### **CIPS Institute**

**1. CIPS I: International Real Estate for Local Markets (2 days)** - Prerequisite introductory course to the CIPS international real estate courses. The course is an analysis of the international real estate business environment, including capital flow, currencies, government regulations and cultures. The practical aspects of international brokerage, networking, marketing and selling are discussed. Students must take this course before taking any of the other CIPS courses. Students will receive At Home with Diversity Certification (except when taking the online course which does not give AHWD credit) in addition to ABR, RSPS, and CRS elective credit with successful completion of this revised course.

**2. Investment and Financial Analysis (2 days)** – Provides 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. This course is waived for students who have passed

the CCIM Intro, CCIM 101, or CRS 204 courses. (HP-10BII calculator REQUIRED). Attached is a special calculator guide designed to familiarize you with this calculator.

**3. Europe and International Real Estate (1 day)** – Provides information on working with clients in Western and Central Europe. The European Union and its impact on international real estate are covered, along with economic and real estate trends, networking and relationship building, plus marketing and selling practices.

**4. Asia/Pacific and International Real Estate (1 day)** – Covers real estate practices in Asia and the Pacific with emphasis on cultural influences, economic trends and assessment of investment opportunities. A special chapter on working with the Japanese is included.

**5. The Americas and International Real Estate (1 day)** – Practical information for professionals who work 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.

If you are traveling from a distance and would like a listing of hotels in close proximity to our Downers Grove Office, please call (630) 324-8400 and ask to be faxed local hotel information.