



certified international property specialist

Hale Koa Hotel, Lualima Ballroom
2055 Kalia Road, Honolulu, 96815

8:00 a.m. check-in

8:30 a.m. to 5:00 p.m. Course

Instructor: David Segrest

Tuition Fees: See below.

Additional \$10.00 for CE credits.

Deadline: August 6, 2012

Course pending CE credits



David Segrest, CCIM, CIPS

David Segrest is a general broker and consultant in Charlotte, NC. He has done transactions involving persons or properties from almost every region of the world. He specializes in the acquisition, disposition and management of income properties with an emphasis on Net-leased properties and 1031 Exchanges. (over for more)

Stand out globally! The CIPS Designation is the only one of its kind in the real estate community. It is recognized for its advanced expertise, on international perspective and distinct understanding of a global buyer, and comes with powerful brand recognition with designees in nearly 60 countries.

Europe & International Real Estate

Wednesday, August 22, 2012

CIPS Regional Course

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.

Americas and International Real Estate

Thursday, August 23, 2012

CIPS Regional Course

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.

Register me for:

Europe
Aug. 22, 2012

Americas
Aug. 23, 2012

Name: _____ Designations: _____

Company Name: _____

Co. Address: _____
Street No. Suite No. City State Zip

Nickname for badge: _____ Phone: _____

Email: _____

Make checks payable to: Hawaii International Real Estate Council

VISA MC # _____ - _____ - _____ - _____ Exp. _____

Credit Card payment processed by: Hawaii Assoc. of REALTORS®

Amount to charge: \$ _____ Add CE Credits - \$10.00/class

HIREC Members: One course - \$150.00 \$275.00 Two courses

Non Members: One course - \$200.00 \$325.00 Two courses

Name on Card: _____

CVC# _____ (last 3 digits on backside)

Deadline: August 6, 2012

Registration includes continental breakfast and lunch.

Hawaii Association of REALTORS

1136 12th Ave., #220
Honolulu, HI 96816

(808) 733-7060, ext. 105

Fax: (808) 737-4977

clancaster@hawaiiirealtors.com

Refund Policy: Partial refunds will be given on cancellations received by 8/6/12..

CIPS Instructor

David Segrest, CCIM, CIPS

Segrest International, Inc.
Charlotte, North Carolina

Real Estate brokerage came as a logical next step in a real estate investing hobby that began in 1972. Experience with many small business ventures was excellent preparation for managing properties and dealing with users and investors.

David obtained his North Carolina salesman's license in May of 1985. He listed over \$1,000,000 worth of property in his first month in business. He averaged a closing per week for the first year of business. He received his broker's license in August of 1985. In May of 1986 he opened First Love Realty with two partners. The challenge of commercial realty called and David started on his CCIM training.

In 1988 First Love Realty became David Segrest, REALTOR. In 1989 the name was changed to Segrest International, Inc. to reflect the new focus of the company.

In 1990 David Segrest earned the CCIM "Certified Commercial Investment Member" designation from CIREI. In 1994 he earned the CIPS "Certified International Property Specialist" designation from the International Section of NAR. In 1998 he earned the CEA "Certified Exchange Advisor" designation from the American Institute of Real Estate Exchangers.

Segrest International currently has 8 agents covering 8 counties with complete commercial service (except office). David covers NC, SC, and VA with counseling and brokerage services on net-leased properties and 1031 exchanges. The management service covers four counties.

For more information about the CIPS designation go to:
www.realtor.org/global/CIPS/Earn_CIPS_Realtor

Hale Koa Hotel

2552 Kalakaua Avenue
Honolulu, Hawaii 96815-3699
Reservations: (808) 922-6611

Special rates available - Let reservations know that you are with the
Hawaii Association of REALTORS Convention.

CIPS Education Requirements:

Core Courses: *Global Real Estate: Local Markets*, and *Global Real Estate: Transaction Tools*
Elective courses (take 3): *Europe, Asia/Pacific, Americas*, or *At Home With Diversity*.