



certified international property specialist

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

8:00 a.m. check-in

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

Instructor: Carmela Ma

Tuition Fees: See below.

Additional \$10.00 for CE credits.

Deadline: March 29, 2012

Each course is good for 6 CE elective credits.



Carmela Ma,
CCIM, CIPS, CRE, AIR
FRICS

Carmela is President of
CJM Associates, Inc., a
California based com-
pany specializing in
Real Estate Investment
Brokerage, Advisory

and Global Transactions. See the back-
side of this flier for more information
about Carmela Ma.

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.

Global Real Estate: Transaction Tools

Wednesday, April 11, 2012

Mandatory Core Course

Conducting foreign transactions requires a real estate professional with a unique knowledge base and skill set. Knowledge of foreign markets, the metric system of measurement, varying tax laws, visa regulations, currency fluctuations from offer to closing, value concepts and compiling property data for decision making are all key pieces of an international transaction. Learn: Researching a market at home or abroad; the metric world; money concepts; tax matters; U.S. Visas; value concepts, and compiling property data for decision-making.

Asia/Pacific & International Real Estate

Thursday, April 12, 2012

Elective Course

In this new world of globalization business, we are in contact with people from Australia, China, Indonesia, Japan, Taiwan, Korea and the Philippines. Their economies count on countries of the Americas and the Pacific Rim to provide access for their goods to our markets. We count on them supplying us with quality merchandise at reasonable prices and providing new markets for the products of the Americas. One such product is real estate. This course provides information, insights and skills for working with Asian investors seeking overseas properties and for investors from the Americas seeking investment in Asia.

Register me for:

Transaction Tools
April 11, 2012

Asia/Pacific
April 12, 2012

Deadline: March 29, 2012

Registration includes conti-
nental 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 re-
funds will be given on can-
cellations received by
3/29/12..

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)

CIPS Instructor

Carmela Ma CCIM, CIPS, CRE, AIR, FRICS

CJM Associates
Beverly Hills, California

Ms. Ma's transactions include industrial developments in Africa and Asia, estates from Italy to Beverly Hills and investment properties in Hong Kong and California. She has counseled clients on acquisition, disposition, strategic planning, broker selection, risk reduction, portfolio analysis and value enhancement. In addition, she has marketed properties ranging from high-rise office buildings, multi-family, land, industrial, shopping centers, hotels and R & D Properties.

Ms. Carmela Ma was named one of the "Most Influential Women in Commercial Real Estate 2007" by Real Estate Southern California Magazine, and was awarded "World Top 10 Broker" at the 2008 Real Estate Summit in Taipei. She was also awarded by one of the most prestigious international commercial real estate organizations, the CCIM Instructor of the Year 2003, a once in a lifetime award; The People's Choice Award 2003, and 2006; Senior Instructor of the Year for Financial Analysis in Commercial Real Estate, and CIPS, conferred by NAR, and International Instructor of the Year 1998.

Ms Ma is a licensed real estate broker and consultant. Her clients include major financial institutions and Trusts. She studied Business Finance at the University of Southern California, and Architecture at the University of Hong Kong. She is an international speaker with speaking assignments covering Asia, Europe and the Americas.

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.

Other CIPS Elective courses coming to Hawaii

Regional Course Electives:

August 23, 2012

Europe and International Real Estate

August 24, 2012

The Americas and International Real Estate

8:00 a.m. - 5:00 p.m.

Hale Koa Hotel

Instructor: David Segrest

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*.