

Take advantage of the growth of foreign investment in the U.S. real estate market.

Foreign investment in the U.S. has increased exponentially over the last few years, as investors capitalize on the stable U.S. real estate market.

Earn more by expanding your market.

A recent NAR study revealed that REALTORS® who earn the CIPS designation increase their business by at least 20%.

Benefits of earning your CIPS designation:

Be part of an exclusive network of 15000 CIPS members.

Connect with real estate professionals in 50+ countries. Market yourself in "Who's Who of International Real Estate."

Take advantage of customized research and international real estate information from NAR.

Deliver real estate expertise to international communities in your local area.



For more information on the CIPS designation, go to: <http://www.realtor.org/cipshome.nsf/pages/EarnCips>



Bringing the World to your Local Market

Certified International Property Specialist

International Real Estate for Local Markets

March 10-11, 2008 • Hilton Waikiki Prince Kuhio, Kaiulani Room
(2500 Kuhio Avenue • hotel 808-922-0811)

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

This is the two-day prerequisite introductory course to the other CIPS international real estate courses. The course provides 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 can earn ABR and CRS elective credit with the successful completion of this revised course.

A calculator is required (any type) to work on currency, area and time conversions.

Instructor: Carmela Ma, CCIM, CIPS

Carmela Ma, CIPS, CCIM, is an international instructor for the National Association of REALTORS®' international division, Certified International Property Specialist (CIPS), and also a national instructor for the Commercial Investment Real Estate Institute that confers the CCIM designation.



A licensed California real estate broker and consultant, Ms. Ma's transactions include industrial developments in Africa, Europe and Asia; estates from Italy to Beverly Hills; and investment properties in Hong Kong and California. Ms. Ma has counseled institutional and international clients on acquisition, disposition, strategic planning, brokers selection, risk reduction, portfolio analysis and value enhancement. In addition, she has marketed properties ranging from office buildings, multi-family, land, shopping centers, R&D properties and large residential estates.

Tuition: \$280 (special rate for registrations received by 2/25/08) \$325 for registrations received after 2/25/08

Tuition includes lunch. This course is a "proposed" offering for 3 elective CE credits subject to the certification by the Hawaii Real Estate Commission. Please check here if you would like CE credits, and there will be an additional \$15 fee. CE credits

Registration Information:

Name _____
 Company _____
 Address _____
 City, State, Zip _____
 Phone _____ Fax _____
 Email _____

Payment Information:

Check payable to Hawaii International Real Estate Council
 VISA MasterCard
 Card Number _____
 Exp Date _____ Amount to Charge \$ _____
 CVC # (last three digits on back of card on signature line) _____
 Authorized Signature _____

Forward registration to: Hawaii International Real Estate Council • 1136 12th Avenue, Suite 220, Honolulu, Hawaii 96816
 Fax: 808-737-4977 Phone: 808-733-7060 or from neighbor islands 1-888-737-9070



This Course is brought to you by the Hawaii International Real Estate Council with support from Central Pacific HomeLoans & Old Republic Title & Escrow of Hawaii

