

Certified International Property Specialist (CIPS)



certified international property specialist

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, an international perspective and distinct understanding of a global buyer, and comes with powerful brand recognition with designees in nearly 60 countries.

Take all 5 courses and all your education requirements will be completed for the CIPS designation... AND, your tuition is discounted by \$250.00!

8:00 a.m. check-in
8:30 a.m. to 12:00 noon
Instructor: Ron Phipps
6 CE elective hours/course (Hawaii)
\$200/course
\$750 for all 5 Courses
Special discounts for CIPS designees.
Note: Courses are delivered virtually via Zoom and each course is held in 2-day (4 hours each) increments.

Feb. 17 & 18, 2021

Global Real Estate: Local Markets (Pre-requisite course)

April 7 & 8, 2021

Global Real Estate: Transaction Tools (Mandatory course)

June 9 & 10, 2021

Asia/Pacific and International Real Estate (Elective)

Aug. 18 & 19, 2021

Europe and International Real Estate (Elective)

Oct. 20 & 21, 2021

The Americas and International Real Estate (Elective)

See backside of this flier for course descriptions.



CIPS Instructor Ron Phipps, is a REALTOR® from Warwick, RI, and was the 2011 President of the National Association of REALTORS®. A REALTOR® for more than 40 years, Ron is principal broker of Phipps Realty, a family business started by his mother in 1976. Don't miss this rare opportunity to get your CIPS from Ron!

Name: _____ NRDS#: _____

Company Name: _____ Phone: _____

Co. Address: _____

Street No. Suite No. City State Zip

Email: _____ License No. _____

Course fees:

• Individual courses - \$200.00/each • 5-Course Package - \$750.00 (Savings of \$250.00)

• CIPS Designees Audit: \$150/course, \$500 all 5 courses

Feb. 17 & 18: Local Markets April 7 & 8: Transaction Tools June 9 & 10: Asia

Aug. 18 & 19: Europe Oct. 20 & 21: Americas I would like to receive CE credits for each class.

Make checks payable to: HAR

Call me so I can pay with a credit card.

Amount to charge: \$ _____

Call: (808) 733-7060 Fax: (808) 737-4977

Mail: 1259 A'ala St., #300

Honolulu, HI, 96817

CE Credits: 6 CE elective credits/course (Hawaii) are included with each registration.

Cancellation policy:

The cancellation deadline for each course is 7 business days prior to the course. Cancellation by the deadline dates will receive a 90% refund of total payment received. **NO REFUNDS FOR CANCELLATIONS AFTER THE DEADLINE DATE.**

CIPS Course Descriptions:



Global Real Estate: Local Markets (Pre-requisite course)

This course introduces real estate professionals to the basic skills and knowledge necessary to facilitate international real estate transactions. This course clearly outlines the global business opportunity within all local markets and points to the resources needed to pursue it.

Global Real Estate: Transaction Tools (Mandatory course)

This course gets down into the “nitty-gritty” of an international transactions. It will cover the fundamentals of real estate transactions that vary from country to country. Topics include: Knowledge of foreign markets; measurement systems; tax laws; visa regulations; currency fluctuations from offer to closing; value concepts; and compiling property data for decision-making.

Asia/Pacific and International Real Estate (Elective)

The buying power of Asian investors has grown considerably, and that trend is expected to continue. As more home buyers from the Asia/Pacific region are looking outside their geographic area for investment properties, it is important to have the knowledge and preparation to work with these affluent buyers. Topics include: social, economic, political and geographical characteristics of major countries in Asia; and identify markets including influential laws and real estate and brokerage practices.

Europe and International Real Estate (Elective)

Europe is a very active source and target of international real estate investment. Knowledge and awareness of Europe’s basic cultural, political and economic conditions will enhance an agent’s ability to represent, interact with, and earn the respect of clients. Topics include: capital flow, economic impact of the European Union; characteristics of European markets; and identify ways to develop a business network.

The Americas and International Real Estate (Elective)

Gain basic skills and knowledge necessary to facilitate international transactions with clients in Canada, the U.S., as well as Central and South America. The Americas remain an attractive destination for international buyers, particularly those looking to retire or own vacation property in a warm climate. This course offers practical information on working with Caribbean, North Central, and South American investors. Topics include: Laws and real estate practices in major American markets; procedures to evaluate American investment patterns, and investor profiles, and techniques to promote properties.

For more information about the CIPS designation go to:
<https://www.nar.realtor/designations-and-certifications/cips-designation>

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