



**Monday - Friday
 October 23-27, 2017
 9:00 am – 5:00 pm**

\$599 Members
 Early registration by August 23
9PM PST

\$699 Prospective Members
 Early registration by August 23
9PM PST

**\$750 All after
 August 24
 (if available)**



**Instructor:
 Fanny Chu**

**Classes held at SCCAOR
 1651 N 1st St.,
 San Jose, CA 95112
 (408) 445-8500**



Last year foreign buyers spent nearly \$103 billion on U.S. residential real estate. CIPS education will provide you with the knowledge and resources to position yourself as a global expert.

This 5-day institute will satisfy the education requirements to apply for your CIPS designation, the only international designation recognized by the National Association of REALTORS®.

In this 5-day CIPS Institute, you will learn the critical aspects of international real estate transactions, including:

- Globalization of economies
- International capital flow
- Marketing and business planning strategies
- Roles and expectations in international transactions

International real estate opportunities are everywhere, but are significantly different and more complex than domestic deals. Learn how to navigate through the challenges such as:

- Currency and Exchange Rate Issues
- Cross-Cultural relationship
- Regional Market Conditions
- Investment Performance
- Tax Issues



Register: www.sccaor.com/class/cips

CIPS Designation Course Schedule:

- 10/23, Monday:** Global Real Estate: Local Market
- 10/24, Tuesday:** Global Real Estate: Transaction Tools
- 10/25, Wednesday:** Europe & International Real Estate
- 10/26, Thursday:** Asia/Pacific & International Real Estate
- 10/27, Friday:** The Americas & International Real Estate

SCCAOR Course Cancellation Policy

If you must cancel or reschedule your reservation, a full refund will be issued if notification is received, by email or in writing (not by telephone), 3 business days prior to class. In the event that a student should fail to attend a class the tuition for said class is forfeited and will not be transferred to future classes. SCCAOR reserves the right to cancel or reschedule any course. If cancellation occurs, SCCAOR will issue a full refund. In the event of rescheduling, SCCAOR will send immediate notification and transfer all reservations (including payments) to the new date.

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**For more information, contact the education department at education@sccaor.com
 Educational Opportunities please visit www.sccaor.com**