

# CRGAR/Costa Rica Welcomes You!

## 2019 CIPS Institute – Costa Rica

### August 5-10, 2019



**9th Consecutive Year on the Beach in Flamingo, Guanacaste**

*Sponsored By:*

**Costa Rica Global Association of REALTORS®**

**CRGAR/Costa Rica Schedule Overview:**

Aug 3/4 – Vacation Weekend Before CIPS Institute

Aug 5 – Development/Listing Tours from Hotel

Aug 6-10 – CIPS Institute in Margaritaville Beach Resort

Aug 11 – Costa Rica Reunion for CIPS Designees, David Wyant Remembrance

Aug 12-13 – CRGAR Costa Rica Realtor Training – Available to CIPS Attendees

**NOTE: Events before August 5, 2019, and after August 10, 2019, are not affiliated with or sanctioned by NAR/CIPS**

*Sponsored by Costa Rica Global Association of REALTORS®*

# Costa Rica is now a top tropical location for vacation and REALTOR® education!

Attend required and elective courses for the CIPS (Certified International Property Specialist) Designation from the National Association of REALTORS® (NAR). International real estate opportunities are everywhere and the CIPS Designation will provide you with the knowledge, research, network, and tools, to globalize your business! **Learn more about Costa Rica** for vacation, investment, retirement, and your own dreams while you earn your CIPS Designation. Take advantage of this professional opportunity on the Guanacaste Gold Coast to stay longer to enjoy the beaches, volcanoes, wildlife, surf lessons, ocean sports, and all the good karma in our cherished country! (Free travel planning assistance, too)

## Global Real Estate Leaders

### Benefits of Attending the Costa Rica CIPS Institute

- Exchange global professional experience/insights
- Develop individual business relationships with attendees
- Understand the resources and reach of the CIPS network
- Visit one of the top vacation and foreign investment destinations in the world

### Benefits of Having the CIPS Designation

- Exclusive network of 3,750 CIPS members in 50 countries
- Market yourself as a CIPS Designee Offer international real estate expertise to diverse international communities in your local market
- Expand your success: A recent NAR study revealed that REALTORS® with a CIPS designation can increase their business by at least 20%



# The CIPS Program

**Who are Certified International Property Specialist (CIPS) designees?** They are professionals who, as individuals, have both practical experience in global real estate transactions and have successfully completed the CIPS Institute.

**The Institute is a focused 5-day program, administered by NAR (National Association of REALTORS®) Global,** that incorporates the vital elements of transnational transactions. Attendees study currency and exchange rate issues, cultural exchange factors, regional market conditions, investment performance, and tax and legal issues.

**The CIPS education is valuable to a wide variety of professionals including U.S practitioners, non-U.S. practitioners, lenders, developers and Association Executives.** CIPS designees enjoy CIPS Network membership privileges, international marketing and research services, as well as peer events.

## The CIPS Path to Achieving the Designation

**Education:** You must attend and complete 2 core courses, and 3 elective courses from the lists that follow next. It is important to note, that while examinations have been eliminated, attendees are expected to be present and focused on the curriculum during the entire institute.

### Core Courses

- a) NAR - Global Real Estate: Local Markets (1 day)
- b) NAR - Global Real Estate: Transaction Tools (1 day)
- c) NAR - The Business of U.S. Real Estate (1 day)

### Elective Courses

- d) NAR - Europe & International Real Estate (1 day)
- e) NAR - Asia/Pacific & International Real Estate (1 day)
- f) NAR - The Americas & International Real Estate (1 day)



**Designation Application:** After completing your CIPS courses, you must submit a designation application documenting experience in international transactions. The application helps you identify 100 points required to earn the CIPS Designation and will be available at the Institute. Points can be earned by speaking other languages, possessing additional NAR designations, attending international conferences and seminars, and completing international transactions. Transactions must involve other cultures or countries and can include sales in your local market.

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# CIPS Courses in Costa Rica:

## Core Courses:

**Global Real Estate: Local Markets: Tuesday, August 6, 2018**- This offers an overview of the international real estate business environment, including capital flow, currencies, government regulations and cultures. Topics such as international brokerage, networking, marketing and selling will also be discussed. You must take this course before taking any other CIPS courses.

***Lunch Speaker: Immigration Consultant, After Class Happy Hour***

**Global Real Estate: Transaction Tools: Wednesday, August 7, 2018** - This provides the tools to present investment information to international clients in their currency and area. You will learn how to measure investment performance, prepare financial projections, and understand the effects of taxes and exchange rates on investment.

***Lunch Speaker: Attorney, After Class Development Tour***



## Electives: Take All Three

**Europe and International Real Estate: Thursday August 8, 2018**- This provides insights 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.

***Lunch Speaker: Insurance Broker, After Class Development Tour***

**Asia/Pacific and International Real Estate: Friday, August 9, 2018** - This addresses real estate practices in Asia and the Pacific with emphasis on cultural influences, economic trends and assessment of investment opportunities. A chapter on working with the Japanese is included.

***Lunch Speaker; Property Management & Vacation Rental Company, After Class Development Tour***

**The Americas and International Real Estate: Saturday, August 10, 2018** - This 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.

***Lunch Open, After Class Graduation and CRGAR Cocktail Party***

# The Instructor: Maurice Hampton, with assistance by Patsy Wyant

**Teaching Philosophy: Ripples of Change** - I come from a diverse family, a group of individuals who value community service. By helping each other and those around us—even with the smallest of efforts—we can facilitate enormous change. One small act of grace—one moment of mentorship—is like a stone tossed into a pond: the changes it creates ripple outward, filling the pond.

I employ the same approach in my teaching. Whether in a workplace setting where I am mentoring an individual, or in a classroom setting where I am



## 2019 Costa Rica CIPS Institute Location Flamingo, Costa Rica



**Conference Center  
Margaritaville Beach  
Resort**



**Flamingo Welcome Center**

## Playa Flamingo

**For Preferred Rate Accommodations :**  
(vacation rental condos and hotel rooms)

**Email:** [crgarrealtors@gmail.com](mailto:crgarrealtors@gmail.com)

**Phone:** 011-506-8708-6657

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*Aerial View of Flamingo Downtown, North Ridge, Marina*

**Join Our Attendees from All Around the World!**



**Events Planned Around the CIPS  
Institute Class Schedule Include:**

Networking  
Guest Speakers  
Listing/Development Tours  
Dinner at Local Restaurant Favorites  
Graduation Party  
Beach Days, Tourist Activities

**Come Early and Stay After CIPS!**

**Join Our Members, Sponsors, Community, for Fun!  
Start or Conclude a Costa Rica vacation, or Celebrate  
your Costa Rica Return with Our 2019 Institute!**

**August 5:**

**Pre-CIPS Area Familiarization**

**August 10/11**

**Post-CIPS Alumni Reunion**

**2019 Attendees – Take Extra Time in Costa Rica!**

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# For Our International Guests



Don't Forget These!



## MAP OF COSTA RICA

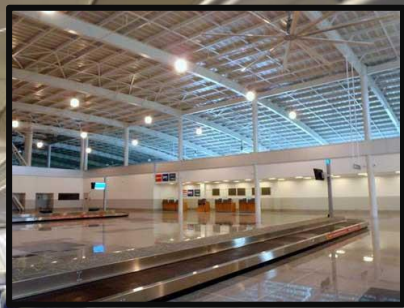


Pacific Heights to Playa Flamingo and Playa Conchal

## Before You Leave Home!

- Passports**  
Required, must be valid for at least 6 months from arrival
- Money**  
US Dollars accepted freely, bring nothing bigger than \$20's  
Visa or MasterCard preferred  
Traveler's checks discouraged, may be refused

## Liberia Int'l Airport (LIR)

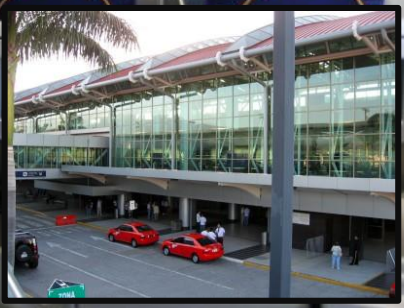


## Rental Cars

- May not be necessary for entire visit, Rent by day at resorts
- Very large "hold" put on credit card at pickup (\$1500-\$3000)
- Buy the insurance, even if you have credit card-based coverage

## Airport Transfers

Many available, can be pre-arranged



## San Jose Int'l Airport (SJO)

# Our 2018-2019 Annual Sponsors Keep CRGAR Teaching, Helping, Growing, and Showing Costa Rica to the World!



**COSTA RICA GLOBAL ASSOCIATION OF REALTORS 2018**

Welcome CILA World Congress & Costa Rica CIPS Institute


*Thank you Sponsors for your Support!*

**THANK THEM WITH US!**  
**Please Show Them with Your Business Support**



**CRGAR – Costa Rica Global Association of REALTORS®**  
**CIPS Institute – Certified International Property Specialist**  
**Flamingo, Costa Rica: August 5-10, 2019**



**The Members and Board of CRGAR  
Welcome You to Costa Rica and Your 2019  
REALTORS® CIPS Designation Vacation!**



Please Print:

**Attendee:** Name \_\_\_\_\_ Email \_\_\_\_\_

City \_\_\_\_\_ State/Prov \_\_\_\_\_ Country \_\_\_\_\_

Local REALTOR® Association \_\_\_\_\_ NRDS# \_\_\_\_\_

**Check Here for Free Travel Assistance:**  Yes, email me to explain options in accommodations, other travel services

**Yes, I Want the Full Institute Option:** (1 Required, 1 Core, 3 Electives) Check 5 Courses for Institute Scheduling:

**REQUIRED:**  Local Markets(Tues) **CORE:**  Global Transaction Tools(Wed)

**ELECTIVE: (Pick All):**  Europe(Thurs)  Asia (Fri)  The Americas(Sat)

**Total Full Institute Fee Now: \$650.00 (USD), After July 15, 2019: \$750.00 (USD), after July 31, 2019: \$850.00 (USD)**

I, \_\_\_\_\_ direct CRGAR to charge the credit card (below) for the Full Institute Fee  
(signature here for Full CIPS Institute Package) corresponding to the date it receives this form.

**Or, I Want the Individual Course Option:** (select 1, 2, 3, or 4) Check Your Desired Courses for Scheduling:

**REQUIRED:**  Local Markets (Tues) **CORE:**  Global Transaction Tools (Wed)

**ELECTIVE:**  Europe (Thurs)  Asia (Fri)  The Americas (Sat)

**Total Fee (Per Course) Now: \$150.00 (USD) , After July 15, 2019: \$200.00 (USD), after July 31, 2019: \$250.00 (USD)**

I, \_\_\_\_\_ direct CRGAR to charge the credit card (below) for Individual Course Fees  
(signature here for Individual CIPS Courses) corresponding to the courses selected and the date it receives this form.

**Payment Information:** (Credit cards only, email for wire transfers, process fee will be due) Credit Card Type \_\_\_\_\_ (all majors)

Account Number \_\_\_\_\_ Security Code (Back of the card) \_\_\_\_\_

Account Holder Name \_\_\_\_\_ Expiry Date (mm/yy) \_\_\_\_\_ / \_\_\_\_\_

**Billing Information for Credit Card Account:**

Street Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Country \_\_\_\_\_

Phone \_\_\_\_\_ Email Address \_\_\_\_\_

I, \_\_\_\_\_ authorize CRGAR to charge my credit card account \$ \_\_\_\_\_ (USD)  
(account holder signature as it appears on the credit card)

Please return your completed registration form by scan/email to [crgarrealtors@gmail.com](mailto:crgarrealtors@gmail.com).

**General Terms:** All fees are quoted in US Dollars. Registration fees are subject to a \$100.00(USD) charge for any cancellation after your payment is processed by CRGAR. Cancellations after June 15, 2019 will be refunded for amounts above \$100.00(USD) only if there is someone on the official wait list to fill your spot. In the event of cancellation by CRGAR or the course instructor, course fees paid to CRGAR by you will be fully refunded. The validity of international travel documents for entry into Costa Rica, and all other hotel and travel arrangements are the sole responsibility of the attendee. Please arrange your own travel insurance, if desired. CIPS Institute attendees, by registering, release the Costa Rica Global Association of REALTORS®, its consultants, and representatives, from liability for injuries or damages during the Costa Rica CIPS Institute.